# REINET INVESTMENTS s.c.a.

Annual Report at 31 March 2017

# **CONTENTS**

1	Highlights
1	Performance
2	Management report
2	Chairman's commentary
4	Business overview
28	Corporate governance
38	Report of the Board of Overseers
39	Financial statements
40	Consolidated financial statements
40	Consolidated balance sheet
41	Consolidated statement of comprehensive income
42	Consolidated statement of changes in equity
43	Consolidated cash flow statement
44	Notes to the consolidated financial statements
65	Audit report
66	Company financial statements
66	Balance sheet
67	Profit and loss account
68	Notes to the financial statements
71	Proposed appropriation of retained earnings
72	Audit report
73	Notice of annual general meeting
75	Exchange rates and share information
76	Statutory information

## Cautionary statement regarding forward-looking statements

This document contains forward-looking statements as that term is defined in the United States Private Securities Litigation Reform Act of 1995. Words such as 'may', 'should', 'estimate', 'project', 'plan', 'believe', 'expect', 'anticipate', 'intend', 'potential', 'goal', 'strategy', 'target', 'will', 'seek' and similar expressions may identify forward-looking statements. Such forward-looking statements are not guarantees of future performance. Actual results may differ materially from the forward-looking statements as a result of a number of risks and uncertainties, many of which are outside Reinet's control. Reinet does not undertake to update, nor does it have any obligation to provide updates or to revise, any forward-looking statements. Certain information included in the Management Report is text attributed to the management of investee entities. While no facts have come to our attention that lead us to conclude that any such information is inaccurate, we have not independently verified such information and do not assume any responsibility for the accuracy or completeness of such information.

# HIGHLIGHTS

The investment objective of Reinet is to achieve long-term capital growth.

Reinet's strategy is to work with experienced partners to invest in unique opportunities focusing on value creation for investors.

- Reinet's net asset value exceeds € 6 billion, reflecting a compound return of 16 per cent per annum in euro terms, since March 2009, including dividends paid
- Net asset value at 31 March 2017: € 6 002 million, an increase of € 781 million or 15 per cent from € 5 221 million at 31 March 2016
- Net asset value per share at 31 March 2017: € 30.63 (31 March 2016: € 26.65)
- Commitments totalling € 213 million in respect of new and existing investments were made during the year, including € 179 million in respect of Pension Insurance Corporation Group Limited
- Dividends received from British American Tobacco during the year amounted to € 127 million
- £ 500 million loan refinancing completed during the year
- Reinet dividend of some € 32 million, or € 0.161 per share, paid during the year
- Proposed Reinet dividend of € 0.165 per share payable after the 2017 annual general meeting

# PERFORMANCE

## **NET ASSET VALUE**

The increase in the net asset value of  $\in$  781 million during the year is influenced by the receipt of dividends from British American Tobacco p.l.c. ('BAT') and increases in the estimated fair value of certain investments, including BAT and Pension Insurance Corporation Group Limited. The increase in net asset value was offset by the payment of a dividend and expenses, together with decreases in the estimated fair values of certain investments, including 36 South and United States land development and mortgages, the settlement of derivative contracts associated with financing agreements and a decrease in value of certain derivative assets.

The Company records its assets and liabilities in euro; the depreciation of sterling against the euro offset by the appreciation of the US dollar against the euro has resulted in an overall decrease in the value of certain assets and liabilities in euro terms. Applying the current year-end exchange rates to the March 2016 assets and liabilities would have resulted in a decrease in the March 2016 net asset value of some € 243 million.

#### **SHARE PRICE**

The Company's share price increased by 5 per cent in the year from  $\in$  17.31 at 31 March 2016 to  $\in$  18.11 at 31 March 2017, with the highest trade being at  $\in$  23.00 during the year. The total shareholder return since inception (taking into account the Initial Price and including dividends paid) is 14 per cent per annum. The Company's ordinary shares are listed on the Luxembourg Stock Exchange.

The price of depository receipts issued by Reinet Securities SA in respect of the Company's ordinary shares decreased from ZAR 31.74 at 31 March 2016 to ZAR 29.16 at 31 March 2017. This decrease of almost 8 per cent reflects in part the strengthening of the South African rand against the euro over the year. These depository receipts are listed on the Johannesburg Stock Exchange.

#### **DIVIDEND**

The Company paid a dividend of  $\in$  0.161 per share in September 2016, a 2.5 per cent increase from  $\in$  0.157 per share in 2015. A dividend of  $\in$  0.165 per share, is proposed for the current financial year, subject to approval by shareholders at the annual general meeting in August 2017.

Reinet Investments S.C.A. (the 'Company') is a partnership limited by shares incorporated in the Grand Duchy of Luxembourg and having its registered office at 35, boulevard Prince Henri, L-1724 Luxembourg. It is governed by the Luxembourg law on securitisation and in this capacity allows its shareholders to participate indirectly in the portfolio of assets held by its wholly-owned subsidiary Reinet Fund S.C.A., F.I.S. ('Reinet Fund'), a specialised investment fund also incorporated in Luxembourg. The Company's ordinary shares are listed on the Luxembourg Stock Exchange, the primary listing, and the depository receipts issued by Reinet Securities SA in respect of the Company's ordinary shares are listed on the Johannesburg Stock Exchange, the secondary listing. The Company's ordinary shares are included in the 'LuxX' index of the principal shares traded on the Luxembourg Stock Exchange. The Company and Reinet Fund together with Reinet Fund's subsidiaries are referred to as 'Reinet'.

# CHAIRMAN'S COMMENTARY

The past twelve months have seen considerable upheaval in the global political environment, introducing further elements of uncertainty. The overall economic situation in the United States, Europe and Asia does, however, seem to be improving. Together with our partners, we see opportunities in the markets that we invest in and Reinet will continue to invest for the long-term, maintaining a prudent approach.

Dear Shareholder,

#### **OVERVIEW OF RESULTS**

During the course of the year under review, the Company's net asset value increased by 15 per cent to some  $\in$  6 billion at 31 March 2017. This increase reflects significant increases in the value of Reinet's investments in British American Tobacco and Pension Corporation, offset to some degree by the weakening of sterling against the euro during the year.

#### **BUSINESS DEVELOPMENTS**

The investment in British American Tobacco represented some 70.8 per cent of Reinet's net asset value at 31 March 2017, compared to 67.3 per cent a year ago. This increase reflects the significant increase in the British American Tobacco share price from £ 40.90 to £ 53.00, the value of the holding of 68.1 million shares increasing to € 4 249 million at 31 March 2017. In 2016, British American Tobacco made a proposal to acquire the 57.8 per cent of Reynolds American which it did not already own. This, along with strong earnings, excellent growth across all business metrics and sterling depreciation, contributed to the significant increase in its share price. Reinet's investment in British American Tobacco is closely monitored and, although we have sold some shares in recent years to diversify Reinet's portfolio, the decision to maintain the position during the year under review has proved to be the correct one.

In June 2016, Reinet contributed £ 139 million to a £ 250 million capital increase by Pension Corporation and, in November 2016, the company raised a further £ 250 million through the issuance of subordinated debt. The proceeds of these initiatives will support Pension Corporation in writing new business, as trustees of defined benefit pension funds and corporate decision makers continue to turn to wholesale insurance annuity products to de-risk pension fund and company balance sheets. Pension Corporation wrote some £ 2.6 billion of new business in 2016 and continues to be well placed to benefit from this expanding market.

In the year under review, Reinet increased its total commitments by  $\in$  213 million and invested a total of  $\in$  290 million in new and existing portfolio assets.

#### DIVIDEND

The Board of Directors of Reinet Investments Manager S.A. proposes a dividend of  $\in$  0.165 per share, payable in September 2017. This represents an increase of 2.5 per cent over the dividend paid last year.

## CHANGES TO THE BOARD OF OVERSEERS

The role of the Board of Overseers is to monitor the activities of both the Company and Reinet Fund. In addition, the Board acts as the audit committee of both the Company and Reinet Fund. Following the death of Dr Peter Kaul towards the end of the previous financial year, shareholders approved the appointment of Mr Stuart Rowlands at the 2016 annual general meeting. Mr Rowlands is Head of Financial Risk at the European Investment Bank, the development bank of the European Union, based in Luxembourg.

#### **OUTLOOK**

The past twelve months have seen considerable upheaval in the global political environment, introducing further elements of uncertainty. The overall economic situation in the United States, Europe and Asia does, however, seem to be improving. Together with our partners, we see opportunities in the markets that we invest in and Reinet will continue to invest for the long-term, maintaining a prudent approach.

I would like to take this opportunity to thank the members of our boards, management, the advisory team and our partners in the investee companies for their contribution to Reinet's performance during the year.

## Johann Rupert

Chairman

Reinet Investments Manager S.A. Luxembourg, 23 May 2017

# **BUSINESS OVERVIEW**

Reinet Investments S.C.A. (the 'Company') has determined that it meets the definition of an investment entity in terms of the amended International Financial Reporting Standards ('IFRS') 10. The net asset value, the income statement and the cash flow statement included in this business overview have however been presented in a more comprehensive format than required by IFRS in order to provide readers with detailed information relating to the underlying assets and liabilities.

## **NET ASSET VALUE**

The net asset value ('NAV') at 31 March 2017 comprised:

	31 March 2017		31 March 2016	
	€m	%	€ m	%
Listed investments				
British American Tobacco p.l.c.	4 249	70.8	3 512	67.3
SPDR Gold shares	26	0.4	24	0.5
Selecta Biosciences, Inc.	5	_	_	_
Unlisted investments				
Pension Insurance Corporation Group Limited	1 175	19.6	920	17.6
Private equity and related partnerships	780	13.0	660	12.6
Trilantic Capital Partners	202	3.4	143	2.7
Fund IV, Fund V, TEP, related general partners				
and management companies				
36 South macro/volatility funds	49	0.8	62	1.2
Asian private equity and portfolio funds	182	3.0	155	3.0
Milestone China Opportunities funds, investment				
holdings and management company participation	135		113	
Prescient China Balanced Fund and investment				
management company	47		42	
Specialised investment funds(1)	347	5.8	300	5.7
Vanterra Flex Investments	30		30	
Vanterra C Change TEM	23		23	
NanoDimension funds and co-investment opportunities	44		48	
Fountainhead Expert Fund	29		19	
Snow Phipps funds and co-investment opportunities	48		8	
JPS Credit Opportunities Fund <sup>(1)</sup>	94		84	
GAM Real Estate Finance Fund(1)	75		83	
Other fund investments	4		5	
United States land development and mortgages	154	2.6	164	3.1
Diamond interests	56	0.9	59	1.1
Other investments <sup>(1)</sup>	64	1.1	77	1.5
Total investments	6 509	108.4	5 416	103.7
Cash and liquid funds	360	6.0	380	7.3
Bank borrowings and derivatives				
Borrowings	(813)	(13.5)	(417)	(8.0)
Net derivative assets/(liabilities)	26	0.4	(78)	(1.5)
Other liabilities				
Minority interest, fees payable and other liabilities,				
net of other assets	(80)	(1.3)	(80)	(1.5)
Net asset value	6 002	100.0	5 221	100.0

<sup>(1)</sup> The investment in Renshaw Bay advisory and management company is now included in 'Other investments'; the investments in JPS Credit Opportunities Fund and GAM Real Estate Finance Fund are now included in 'Specialised investment funds'. Comparative figures have been updated accordingly.

All investments are held, either directly or indirectly, by Reinet Fund S.C.A., F.I.S. ('Reinet Fund'). The Company and Reinet Fund together with Reinet Fund's subsidiaries are referred to as 'Reinet'.

# INFORMATION RELATING TO CURRENT KEY INVESTMENTS

		Committed amount <sup>(1)</sup> in millions	Remaining committed amount <sup>(1)</sup> in millions	Invested amount <sup>(2)</sup> in millions	Realised proceeds <sup>(2)</sup> in millions	Current fair value <sup>(1)</sup> in millions	Total realised and unrealised value <sup>(3</sup> in millions
Listed investments							
British American Tobacco p.l.c.	EUR	_	_	1 739	1 692	4 249	5 941
1	GBP	_	_	1 418	1 383	3 607	4 990
SPDR Gold shares	EUR	23	_	22	_	26	26
	USD	25	_	25	_	27	27
Selecta Biosciences, Inc.	EUR	5	_	4	_	5	5
,	USD	5	_	5	_	5	5
Unlisted investments		<u> </u>					
Pension Insurance	EUR	635	_	656	_	1 175	1 175
Corporation Group Limited	GBP	539	_	539	_	997	997
Trilantic Capital Partners	EUR	345	97	244	273	202	475
Euro investment	EUR	86	20	66	110	70	180
US dollar investment <sup>(4)</sup>	USD	275	82	203	203	141	344
36 South macro/volatility funds	EUR	88	_	88	6	49	55
Asian private equity and portfolio funds  Milestone China Opportunities funds, investment holdings and							
management company	EUR	158	8	124	18	135	153
participation	USD	169	9	160	22	144	166
Prescient China Balanced							
Fund and investment	EUR	30	_	25	_	47	47
management company	USD	32	_	32	_	51	51
Specialised investment funds							
Vanterra Flex Investments	EUR	98	37	49	23	30	53
	USD	104	40	64	27	32	59
Vanterra C Change TEM	EUR	61	5	43	1	23	24
	USD	65	6	59	1	24	25
NanoDimension funds and							
co-investment opportunities	EUR	56	10	41	1	44	45
Euro investment	EUR	4	_	4	1	4	5
US dollar investment	USD	56	10	46	_	43	43
Fountainhead Expert Fund	EUR	38	19	15	_	29	29
	USD	40	20	20	_	30	30
Snow Phipps funds and	EUR	122	73	47	4	48	52
co-investment opportunities	USD	130	77	53	5	51	56
JPS Credit Opportunities Fund	EUR	66	_	54	_	94	94
- 1	USD	70	_	70	_	100	100
GAM Real Estate Finance Fund		118	35	84	16	75	91
	GBP	100	30	70	13	63	76
United States land development	EUR	200	1	161	_	154	154
and mortgages	USD	213	1	212	_	164	164
Diamond interests <sup>(5)</sup>	EUR	86	3	116	67	56	123
	ZAR	1 230	40	1 190	938	807	1 745

 <sup>(1)</sup> Calculated using year-end foreign exchange rates.
 (2) Calculated using actual foreign exchange rates at transaction date.
 (3) Total of realised proceeds and current fair value.
 (4) The invested amount for Trilantic Capital Partners includes an initial payment of \$ 10 million.
 (5) The exposure to the South African rand has been partially hedged by a forward exchange contract and borrowings in this currency.

# BUSINESS OVERVIEW CONTINUED

Reinet seeks, through a range of investment structures, to build partnerships with other investors, specialised fund managers and entrepreneurs to find and develop opportunities for long-term value creation for its shareholders.

Since its formation in 2008, Reinet has invested over  $\in$  2 billion and at 31 March 2017 has committed to provide further funding of  $\in$  288 million to its current investments. Details of the funding commitments outstanding are given in the table on page 21 of this report. The increase in commitments during the year under review amounted to  $\in$  213 million, and a total of  $\in$  290 million was funded during the year.

# LISTED INVESTMENTS



#### BRITISH AMERICAN TOBACCO P.L.C.

The investment in British American Tobacco p.l.c. ('BAT') remains Reinet's single largest investment position and is kept under constant review, considering the company's performance, the industry outlook, cash flows from dividends, stock market performance, volatility and liquidity.

Nicandro Durante, Chief Executive of BAT, writing in its annual report for 2016 commented:

Group revenue was up by 6.9% at constant rates of exchange, driven by good pricing. Reported revenue was 12.6% higher reflecting the transitional tailwind resulting from the relative weakness of sterling. On an organic basis, Group revenue was up by 5.3% at constant rates

I am very pleased that we reached an agreement with the Board of Reynolds American in relation to the acquisition of the remaining 57.8% of Reynolds American that the Group does not currently own.

Our combustible tobacco business continues to perform extremely well and I am very pleased with the progress we are making with the Next Generation Products. Both would be made stronger by our proposed acquisition of Reynolds American, creating what will become a truly global tobacco and Next Generation Products company, delivering sustained long-term profit growth and returns.'

During the year under review, Reinet received dividends from BAT amounting to  $\in$  127 million (£ 103 million), being BAT's final 2015 dividend and interim 2016 dividend. In May 2017, after the end of the financial year, Reinet received BAT's final dividend in respect of its 2016 financial year; this amounted to  $\in$  95 million (£ 80 million) and is not included in the current reported year-end results.

Reinet holds 68.1 million shares in BAT, representing some 3.7 per cent of BAT's issued share capital. The value of Reinet's investment in BAT amounted to & 4 249 million at 31 March 2017, being some 71 per cent of Reinet's NAV. The BAT share price on the London Stock Exchange increased from £ 40.90 at 31 March 2016 to £ 53.00 at 31 March 2017. This increase in value is offset to some extent by the weakening of sterling against the euro during the year.

Further information on BAT is available at www.bat.com/annualreport



#### SPDR GOLD SHARES

In 2015, Reinet invested € 22 million in SPDR Gold shares ('GLD'), the largest physically backed gold exchange traded fund in the world. Over the long term, gold can provide a hedge against inflation and offer some protection against value changes in turbulent economic and political times.

Reinet holds 230 000 shares with a market value of  $\in$  26 million as at 31 March 2017.

Further information on GLD is available at www.spdrgoldshares.com



#### SELECTA BIOSCIENCES. INC.

In June 2016, Reinet invested  $\in$  4 million in Selecta Biosciences, Inc., ('Selecta') acquiring 350 000 shares in its initial public offering on the NASDAQ.

Selecta is a clinical-stage biopharmaceutical company using proprietary synthetic vaccine particle technology to discover and develop targeted therapies that are designed to modulate the immune system to effectively and safely treat rare and serious diseases.

Selecta is also a portfolio company of NanoDimension funds, pre and post the initial public offering.

Reinet holds 350 000 shares with a market value of € 5 million as at 31 March 2017.

Further information on Selecta is available at www.selectabio.com

# BUSINESS OVERVIEW CONTINUED

# UNLISTED INVESTMENTS

Unlisted investments are carried at their estimated fair value. In determining fair value, Reinet Fund Manager S.A. (the 'Fund Manager') relies on audited and unaudited financial statements of investee companies, management reports and valuations provided by third-party experts. Valuation methodologies applied include the net asset value of investment funds, discounted cash flow models and comparable valuation multiples, as appropriate.



#### PENSION INSURANCE CORPORATION GROUP LIMITED

Pension Insurance Corporation Group Limited's ('Pension Corporation') wholly-owned subsidiary, Pension Insurance Corporation plc ('Pension Insurance Corporation') is one of the UK's leading providers of risk management solutions to defined benefit pension funds. Pension Insurance Corporation provides tailored pension insurance buyouts and buy-ins to the trustees and sponsors of UK defined benefit pension funds. Pension Insurance Corporation brings safety and security to scheme members' benefits through innovative, bespoke insurance solutions, which include deferred premiums and the use of company assets as part payment.

In June 2016, Pension Corporation raised £ 250 million in additional capital; of this amount Reinet subscribed for an amount of € 179 million (£ 139 million).

In November 2016, Pension Insurance Corporation raised a further £ 250 million by the issuance of subordinated debt capital with an annual coupon of 8 per cent and a maturity of ten years. The proceeds are to be used to meet projected demand from trustees of defined benefit pension funds for wholesale insurance annuity products. The bonds have been admitted to trading on the London Stock Exchange's regulated market.

In 2016, Pension Insurance Corporation wrote new pension insurance business with premiums of £ 2.6 billion. The result of the UK's referendum in June 2016 resulted in sharp falls in interest rates and increased currency and equity market volatility. Pension Insurance Corporation has been operating under the Solvency II framework of governance since 1 January 2016 and has effectively dealt with the continued volatility caused by the UK's referendum.

At 31 December 2016, Pension Insurance Corporation had £ 22.6 billion in assets (31 December 2015: £ 16.6 billion) and had insured more than 134 000 pension fund members (31 December 2015: 132 000). Clients include FTSE 100 companies, multinationals and the public sector.

# PENSION INSURANCE CORPORATION GROUP LIMITED CONTINUED

Tracy Blackwell, Chief Executive Officer of Pension Insurance Corporation commented:

As a specialist insurer our purpose is straightforward to define: it is to pay the pensions of our policyholders, both now and for the full term of their policies with us. Our expertise and specialisation has allowed us to develop a deep understanding of the factors that could prevent us fulfilling this purpose, as well as a robust, sophisticated approach to managing risk. So we were well positioned to meet the challenges of 2016, including the implementation of Solvency II, significant market volatility caused by political risk, and the poor funding position of many defined benefit pension funds, and therefore to take the opportunities that arose to continue building the business.

I am therefore delighted, but not at all surprised, that the company continued to perform very well through the year. Pension Insurance Corporation insured £ 2.6 billion of pension liabilities in 2016 on terms consistent with our long-term IRR targets, and maintained our long-term market share of about 26 per cent. Our solvency ratio increased to 164 per cent at the year end, due to capital raised during 2016, but also the effectiveness of our hedging strategies. Pension Insurance Corporation is very much in a growth phase, building an asset pool which will throw off increasingly large cash flows for very many years. As a result of this our underlying operating profit was £ 177 million, up from £ 133 million last year, reflecting our continued growth and store of long-term future profits.

Alongside our exceptional customer service track record, the company has an enviable financial track record, demonstrating consistent growth and significant value generation over many years.'

Reinet's investment in Pension Corporation is carried at an estimated fair value of  $\[mathebox{\ensuremath{$\in$}}\]$  175 million at 31 March 2017 (31 March 2016:  $\[mathebox{\ensuremath{$\in$}}\]$  920 million). This value takes into account Pension Corporation's audited embedded value at 31 December 2016 of £ 2.6 billion (31 December 2015: £ 1.9 billion), valuation multiples drawn from industry data and a discount of 10 per cent which takes into account the illiquid nature of Reinet's investment.

The increase in estimated fair value is due to the increase in Pension Corporation's embedded value which reflects new business written in the year and the effect of changing economic variables, together with the capital increase in the year ended 31 December 2016; this increase in estimated fair value is offset by a 2 per cent decrease in comparable company valuation multiples derived from public information relating to listed companies in the UK insurance sector. The increase in estimated fair value is further reduced by the weakening of sterling against the euro in the year.

 $Further\ information\ on\ Pension\ Corporation\ is\ available\ at\ www.pension corporation. com$ 

# BUSINESS OVERVIEW CONTINUED

### PRIVATE EQUITY AND RELATED PARTNERSHIPS

Where Reinet invests in funds managed by third parties its philosophy is to partner with the managers of such funds and to share in fees generated by funds under management. This is the case with funds managed by Trilantic Capital Partners, 36 South Capital Advisors, Milestone Capital, Prescient Investment Management China and Vanterra Capital. Under the terms of the investment advisory agreement (the 'Investment Advisory Agreement'), entered into by the Fund Manager and Reinet Investment Advisors Limited (the 'Investment Advisor'), Reinet pays no management fee to the Investment Advisor on such investments except in the case where no fee or a reduced fee below 1 per cent is paid to the third-party manager. In such cases, the aggregate fee payable to the Investment Advisor and the third-party manager is capped at 1 per cent.



#### TRILANTIC CAPITAL PARTNERS

controlling and significant minority interest investments in companies in North America and Western Europe. Trilantic employs flexible transaction structures and has a strong heritage of partnering with family-owned businesses and providing growth capital to management teams. Trilantic primarily targets investments in the consumer, energy, industrials, technology, media and telecommunications, financial and business services sectors, and currently manages six private equity funds with aggregate capital commitments of \$ 7.7 billion.

Reinet and its minority partners invest in the Trilantic general partnerships and management companies (together 'Trilantic Management') and four of the six current funds under Trilantic's management. The terms of investment applicable to Reinet's investment in Trilantic Capital Partners IV L.P., Trilantic Capital Partners IV (Europe) L.P., Trilantic Capital Partners V (North America) L.P. and Trilantic Energy Partners (North America) L.P. provide that Reinet will not pay any management fees or carried interest. In addition, Reinet receives a share of the carried interest payable on the realisation of investments held in the funds, once a hurdle rate has been achieved.

Trilantic Capital Partners IV L.P. is in the process of realising value from underlying investments. In the year under review, distributions of some € 7 million were received.

In 2013 and 2014, Reinet committed to invest in Trilantic Capital Partners V (North America) L.P., Trilantic Energy Partners (North America) L.P., and their respective general partners. These US-based funds are focused on North American opportunities with Trilantic Energy Partners (North America) L.P. being especially focused on the oil and gas sector. These funds continue to build their portfolios with Reinet making capital contributions of some € 33 million and receiving capital repayments of some € 4 million in the year under review.

Charlie Ayres, Chairman of Trilantic North America and the Executive Committee of Trilantic Capital Partners, commented:

'We remain cautiously optimistic regarding the outlook of US domestic companies in general and believe that patience and duration are necessary to battle the continued headwinds on the energy front. We will continue adhering to our investment discipline, which we believe has been critical in protecting capital, enhancing value and maximising returns. We have both fully monetised and strategically partially monetised companies that have reached maturity, while methodically putting capital to work where we find attractive investment opportunities that can drive appropriate risk-adjusted returns. Patience and flexibility remain essential in our deployment of capital. We continue to strive to build value in our existing portfolio and focus on having our mature companies exit-ready to take advantage of attractive market dynamics.'

#### TRILANTIC CAPITAL PARTNERS CONTINUED

Trilantic Capital Partners IV (Europe) L.P. is also in the process of realising value from underlying investments. In the year under review, distributions of some  $\in$  3 million were received.

Vittorio Pignatti-Morano, Chairman of Trilantic Europe, commented:

2016 was a year where, globally, politics had a major role in valuations, both in public and private equity markets. The perception of an improving global macro environment in investors' minds became partially clouded by, in sequence, Brexit, then Donald Trump's unexpected victory, followed by the failed Italian referendum. The volatility of the first two quarters was overcome by positive momentum even in the aftermath of these truly unexpected political outcomes. It therefore appears that the markets are attracted more by low interest rates and abundant liquidity than scared by the prospects of a new world political landscape. Over the last 12 months, in addition to actively managing the portfolio, we made two new transactions for Trilantic Europe V, both being true to Trilantic Europe's strategy of making primary investments by acquiring directly from the founders and achieving transactions that are negotiated on a bilateral basis, outside of a competitive auction process.'

Reinet's and its minority partners' investment in Trilantic Management and all the above funds is carried at the estimated fair value of  $\in$  202 million at 31 March 2017 (31 March 2016:  $\in$  143 million) of which  $\in$  10 million (31 March 2016:  $\in$  10 million) is attributable to minority partners. The estimated fair value is based on audited and unaudited valuation data provided by Trilantic Management at 31 December 2016 adjusted for changes in the value of listed investments included in the portfolios. The increase in the valuation is due to additional capital invested, increases in estimated fair values of underlying investments and the strengthening of the US dollar against the euro in the year, offset by distributions of  $\in$  14 million.

During the year under review, gains of  $\in$  13 million and carried interest of  $\in$  4 million were received.

Further information on Trilantic is available at www.trilantic.com

# BUSINESS OVERVIEW CONTINUED



#### 36 SOUTH GLOBAL MACRO/VOLATILITY FUNDS

36 South Capital Advisors LLP ('36 South') is an absolute return fund manager that specialises in managing global macro/volatility funds. 36 South was established in 2001 and specialises in finding cheap convexity, principally in long-dated options, across all asset classes. Its global volatility strategies are designed to perform well in most market environments but to substantially outperform in periods of extreme market movement and volatility.

Reinet has co-invested with the 36 South management team in the fund management and distribution companies. Reinet is also an investor in the following 36 South funds:

The 36 South Black Eyrar Fund; a left tail-risk protection strategy investing in volatility across all asset classes and geographical areas. The fund is designed to deliver significant returns should some or all financial asset markets suffer a lower tail-risk event, ie an asset price move of greater than three standard deviations towards lower equity markets, lower bond yields, lower commodities and higher currency volatility. The fund invests up to 95 per cent in options and investment levels will be decided upon based on these opportunities.

The Kohinoor Core Fund; a global macro/long volatility strategy which aims to achieve significant returns with commensurate risk over a medium- to long-term investment period. It is designed to generate performance in a variety of market environments as the fund managers have extensive experience in identifying mis-valued assets whilst maintaining a mix of bullish and bearish positions. The fund invests up to 95 per cent in options and is a more concentrated version of the highly successful Kohinoor Series Funds.

Richard Haworth, Chief Executive Officer of 36 South, commented:

'36 South was established in 2001 and specialises in finding cheap convexity, principally in long-dated options, across all asset classes. Our global volatility strategies are designed to perform well in most market environments, but substantially outperform in periods of extreme market movement and volatility. Consequently our funds are positioned in client portfolios with diversification and capital protection in mind.

Our funds' main profit driver is volatility. Volatility in financial markets has been dampened significantly by Central Bank action and low interest rates. Consequently volatility is at multi-year lows which affects our performance negatively in the short term. However, longer term this 'drought' in volatility presents us with opportunities to populate our funds with cheap convexity which, if and when volatility returns, will result in significant outperformance. This outperformance generally comes at a time when our clients need it, ie risk aversion periods, which makes the contribution all the more valuable.

Total 36 South assets under management have decreased from \$ 941 million as at 31 March 2016 to \$ 718 million as at 31 March 2017.

We continue to believe that volatility will experience some mean reversion given the current global macro environment.'

The investment in the funds is carried at an estimated fair value of € 42 million, based on unaudited financial information received from the fund manager as at 31 March 2017 (31 March 2016: € 54 million). The estimated fair value of the investment in the fund management and distribution companies amounted to € 7 million (31 March 2016: € 8 million). The investments in total have an estimated fair value of € 49 million (31 March 2016: € 62 million). The change in valuation reflects the movement in the value of the underlying investments held by the funds.

Further information on 36 South is available at www.36south.com



#### ASIAN PRIVATE EQUITY AND PORTFOLIO FUNDS

# Milestone China Opportunities funds, investment holdings and management company participation

Reinet has invested along with Milestone Capital in a management company based in Shanghai, and has also invested in certain funds and investment companies managed by Milestone Capital (together 'Milestone').

Milestone Capital has a strong track record in helping portfolio companies scale their operations and be listed on either domestic or foreign stock exchanges. Funds under management invest primarily in domestic Chinese high-growth companies seeking expansion or acquisition capital. Milestone funds seek to maximise medium- to long-term capital appreciation by making direct investments to acquire minority or majority equity stakes in those companies identified by Milestone's investment team. Current areas of investment include: restaurants; biopharmaceutical manufacturers; medical device manufacturers; food and beverage distribution; brands covering sportswear and apparel; big data services; e-commerce; power generation equipment; retail pharmacies and online education.

Yunli Lou, Managing Partner of Milestone Capital, commented:

'During the full year of 2016, Milestone deployed \$ 12 million to three investments in healthcare and internet/new economy sectors, including two follow-on investments into existing portfolio companies to support their further growth. We continued to work closely with our portfolio companies on key strategic initiatives. During 2016, three of our portfolio companies completed new rounds of equity financing at valuations significantly higher than when we invested, and two companies filed for IPOs. We also fully exited from our investment in an online travel company with total proceeds of \$ 10.7 million, or an IRR of 9.2 per cent over the investment period.

At a macro level, China's GDP growth further slowed down to 6.7 per cent, the lowest in 26 years. The consumer and services sectors continued to drive the growth, with an increase of 7.8 per cent compared to 3.3 per cent of the primary industry and 6.1 per cent of the secondary industry. During the past year, China continued its economic 'new normal state' with more moderate, consumer and services-driven growth. While the growth rate has decelerated from the double-digit golden era to the lowest in over a quarter of a century, the significant size and structural shift of the Chinese economy still provides abundant opportunities for investments, especially in consumer related areas such as consumption upgrade, healthcare, education, as well as supporting infrastructure such as e-commerce and big data.'

The investment in Milestone is held at the estimated fair value of € 135 million (31 March 2016: € 113 million) based on audited financial information provided by Milestone Capital at 31 December 2016 adjusted for movements in listed investments and cash movements up to 31 March 2017. The change in estimated fair value reflects increases in the value of listed investments and the strengthening of the US dollar against the euro.

Further information on Milestone Capital and Milestone funds is available at www.mcmchina.com

# **BUSINESS OVERVIEW** CONTINUED

PRESCIENT 预知投资咨询(上海)有限公司

#### Prescient China Balanced Fund and investment management company

Prescient China Balanced Fund ('Prescient China') is a fund managed by a subsidiary of Prescient Limited, a South African-listed fund manager. The fund invests in equities, bonds, cash and derivatives with the objective of generating inflation-beating returns at acceptable risk levels. It invests principally in instruments listed on the Shanghai and Shenzhen Stock Exchanges.

Liang Du, Portfolio Manager of Prescient China, commented:

'The financial year ending March 2017 was a tough year for Chinese assets, with a 65 per cent equity, 35 per cent cash benchmark delivering 0 per cent return in US dollar terms. The fund, through good asset allocation as well as securities selections, was up 7.2 per cent in US dollar terms. This reflects the continued success of our models. Over the longer term, the fund continues to deliver very strong returns, up 22.7 per cent p.a. over the past three years and 14 per cent p.a. since inception. The fund continues to be very competitive vs. its peers ranking in the top 1 per cent of Asia focussed dynamic allocation funds in Bloomberg since inception. The Chinese economy itself is showing some of the strongest economic numbers over the past 18 months, moving out of deflation into mild inflation. Growth has started to surprise on the upside, with both manufacturing as well as services Purchasing Managers Indices in strong positive territory.

Asset raising for Chinese funds remains challenging in the current environment. AUM in the financial year remain similar to the start of the year.'

Reinet invests in Prescient China and in the management company. These investments are carried at the estimated fair value of € 47 million based on unaudited financial information provided by the fund manager at 31 March 2017 (31 March 2016: € 42 million). The increase in estimated fair value over the year under review is the result of increases in the value of underlying listed investments and the strengthening of the US dollar against the euro in the year.

Further information on Prescient China is available at www.prescient.co.za



#### SPECIALISED INVESTMENT FUNDS

#### Vanterra Flex Investments L.P.

Vanterra Flex Investments L.P. ('Vanterra') was established in 2010 to invest in privately issued securities and to make direct investments in the US and emerging markets. Vanterra seeks to construct a globally diversified private equity portfolio providing investors with long-term capital appreciation. Vanterra has co-invested alongside Reinet in Trilantic Capital Partners IV L.P., United States land development and mortgages, and Vanterra C Change Transformative Energy & Materials. Vanterra also has investments in established platforms in US healthcare, small business credit, distressed general partner secondaries and Brazil.

Reinet is an investor in both Vanterra and in its general partner.

This investment is carried at the estimated fair value of € 30 million at 31 March 2017, based on unaudited financial information as at 31 December 2016, adjusted for cash movements and changes in prices of listed investments (31 March 2016: € 30 million).

In April 2017, Reinet reached agreement in principle with Vanterra and its general partner that Vanterra will be unwound, resulting in the underlying assets being transferred to and held directly by Reinet.

Further information on Vanterra is available at www.vanterra.com



#### Vanterra C Change Transformative Energy & Materials

Vanterra C Change Transformative Energy & Materials ('Vanterra C Change TEM') was established in July 2010 to invest in companies and projects providing products or services that supply cleaner energy; create a more cost-effective building environment through the use of energy efficient technologies; and develop renewable resources as a substitute for fossil and other traditional fuels.

Reinet is a direct and indirect investor in Vanterra C Change TEM and in its general partner.

The investment is carried at the estimated fair value of € 23 million at 31 March 2017, based on audited financial information as at 31 December 2016, adjusted for cash movements and changes in prices of listed investments (31 March 2016: € 23 million).

Further information on Vanterra C Change TEM is available at www.temcapital.com



#### NanoDimension funds and co-investment opportunities

Reinet is a limited partner in NanoDimension I and II limited partnerships. The focus of each fund is to invest in and support the establishment, technology development and scale up, growth and commercialisation of companies leveraging the advancement of new atomic and molecular structures. Product applications range from molecular diagnostics, immuno-oncology, immuno-tolerance, organs on chip, DNA synthesis to energy storage and electrochromic glass.

Aymeric Sallin, Founder of NanoDimension Management Ltd, commented:

'2016 was a record year for NanoDimension in terms of investment activity with six new investments. This acceleration reflects the increased quality of our deal flow, the culmination of over 10 years of work together as a team and the fact that talented and experienced teams are now leveraging the technological building blocks developed over the last decade to engineer disruptive products and rapidly bring them to market. For example, Twist moved from concept to selling genes through an e-commerce platform in less than four years. In line with this maturity, we are seeing many companies moving away from components or materials towards building full systems and products. Data generated by those systems and products is becoming more important and valuable thanks to machine learning and artificial intelligence. Combined with innovative business models the potential additional value could be significant. Investing at the convergence of the technologies that organised atoms and molecules is a pillar of the 4th industrial revolution and we are thrilled to contribute to its success.'

At 31 March 2017, the estimated fair value of Reiner's investment in the two funds and a co-investment amounted to  $\in$  44 million (31 March 2016:  $\in$  48 million). The estimated fair value is based on audited valuation data received from the fund manager as at 31 December 2016, together with an independent valuation of the co-investment. The decrease in estimated fair value reflects decreases in the value of underlying investments offset by the strengthening of the US dollar against the euro in the year.

Further information on NanoDimension is available at www.nanodimension.com

# **BUSINESS OVERVIEW** CONTINUED



## Fountainhead Expert Fund

Fountainhead Expert Fund ('Fountainhead') is a fund investing in a concentrated manner in global equities offering superior potential for capital appreciation and value realisation by benchmarking itself to global inflation and striving for absolute real returns

Andre Cillie, Managing Partner of Andre Cillie Capital Management (Pty) Ltd, manager of Fountainhead, commented:

'The fund has rebounded significantly over the last year in terms of performance but we remain very constructive about the return prospects for the fund over the next few years. Markets overall are not cheap and finding new investment ideas with a significant margin of safety is proving difficult. We believe the investment environment for the next few years, unlike what we have experienced since the financial crisis, will reward bottom up concentrated stock picking.

While the last two years have been painful, at no stage did we fall in the trap of buying stocks above intrinsic value, in fact we added to the most undervalued companies as prices collapsed. While we bought early, the fact that stocks declined significantly below even the discounted levels we bought does not change the value proposition. In fact, in many instances given that management has been aggressively buying back shares at ever greater discounts has simply amplified the future returns we would have expected. This rebound has now started and we are once again outperforming, but we believe the move is very much in its infancy.'

At 31 March 2017, the estimated fair value of the investment was € 29 million based on the unaudited valuation at that date provided by the fund manager (31 March 2016: € 19 million). The increase in estimated fair value is the result of increases in the value of underlying listed investments and the strengthening of the US dollar against the euro in the year.

Further information on Fountainhead is available at www.fountainheadpartners.co.za

# **SNOW PHIPPS**

#### Snow Phipps funds and co-investment opportunities

Snow Phipps Group ('Snow Phipps') is a private equity firm focused on lower middle-market control investments. Snow Phipps seeks to invest \$ 50 million to \$ 150 million of equity in market-leading companies primarily headquartered in North America with enterprise values between \$ 100 million and \$ 500 million. Snow Phipps implements a strategy of creating long-term capital appreciation through active operational management of its portfolio companies. By utilising its engaged operational approach, Snow Phipps is able to execute transactions involving corporate carve-outs, generational and management change, and add-on acquisition strategies. Snow Phipps primarily targets investments in the industrial, consumer and business services sectors, and currently manages three private equity funds with aggregate capital commitments of \$ 2.4 billion.

In 2011, Reinet committed to invest in Snow Phipps II, L.P. In the year ended 31 March 2016, Reinet made a commitment to Snow Phipps III, L.P. the successor fund to Snow Phipps II, L.P. In addition, in the current year, Reinet committed to invest in two co-investment opportunities.

Ian K. Snow, CEO and Partner of Snow Phipps, commented:

'Since our inception in 2005, Snow Phipps has focused on the same operationally driven strategy of investing in companies with attractive growth dynamics and defensible market positions. Our latest fund, Snow Phipps III, L.P., is a continuation of a decade-long history of successfully partnering with retained senior executives (our Operating Partners) and strong management teams to deliver superior returns for investors. Despite a competitive deal-making environment, in 2016 we already began executing this investment strategy in Fund III, completing two new platform investments, as well as several add-on acquisitions. In June 2016, Snow Phipps acquired Electric Guard Dog, a market leader in electric fences in the United States, and subsequently completed the add-on of Perimeter Security Systems. Also in June 2016, Snow Phipps acquired Winchester Electronics, a leading provider of custom engineered interconnect solutions for high reliability applications, and has subsequently completed two add-on acquisitions. In addition, for Snow Phipps II, L.P., we completed our final platform investment in June 2016 of ECRM, a business services provider of sourcing solutions for retailers and product manufacturers. In 2016, we deployed over \$ 230 million in Fund II and Fund III equity commitments combined. In addition, we continue to build value in the existing Snow Phipps portfolio and are also focusing on preparing our mature companies to be exit-ready."

Reinet's investment in the two funds and associated co-investments is carried at an estimated fair value of  $\in$  48 million at 31 March 2017 (31 March 2016:  $\in$  8 million), the increase in value being mainly due to additional capital invested in the year.

Further information on Snow Phipps is available at www.snowphipps.com

# **BUSINESS OVERVIEW** CONTINUED

# J.P.Morgan Asset Management

#### JPS Credit Opportunities Fund (Cayman) Ltd.

The investment in JPS Credit Opportunities Fund (Cayman) Ltd. ('JPS Credit Fund'), which was the first transaction introduced to Reinet by Renshaw Bay, focuses on liquid opportunities in the credit markets. JPS Credit Fund is managed by JP Morgan Asset Management.

JPS Credit Fund's investment objective is to achieve attractive risk-adjusted returns through both capital appreciation and current income by taking positions in publicly traded and privately held securities, derivatives and other instruments (including bonds, credit default swaps and index options), primarily in credit and credit-related markets.

The investment is carried at the estimated fair value of € 94 million at 31 March 2017 (31 March 2016: € 84 million) based on the valuation at that date provided by the fund manager.

The increase in estimated fair value during the year is due to increases in the value of underlying investments together with the strengthening of the US dollar against the euro during the year.



#### **GAM Real Estate Finance Fund**

The GAM Real Estate Finance Fund ('REFF') was created to take advantage of opportunities resulting from a funding gap between the expected demand for commercial real estate finance and its availability from banks, other traditional lenders and equity investors. Its investment strategy focuses on the origination of commercial real estate loans primarily in Western Europe, and with primary focus on the UK. At December 2016, REFF held 21 investments.

Jon Rickert, Investment Director of GAM, commented:

'The Real Estate Finance Fund invested in a diversified portfolio of 25 self-originated, private loans secured by commercial and residential real estate in Western Europe. The fund's investment objectives are to generate a dividend yield of 6 to 8 per cent per annum and a total net return of circa. 10 per cent while protecting against a material, downward adjustment in real estate values. The fund's last investment was completed in the second quarter of 2016, and income and principal are being distributed on a regular basis consistent with the fund's objectives. Through the end of 2016, four of the fund's 25 investments had been fully realised generating a gross IRR above 15 per cent. The fund's remaining investments had an average loan-to-value ratio under 70 per cent at year-end 2016. The result of the UK's referendum in June 2016 initially impacted UK property prices, however this has been followed by relatively stable performance of the UK economy and commercial real estate market. Management of the fund expect the uncertainty created by Brexit negotiations to begin to weigh on the UK economy over the next couple of years; Europe will not be unaffected either. However, due to active performance monitoring, management remains confident about the performance of the fund.'

The investment is carried at the estimated fair value of € 75 million at 31 March 2017 (31 March 2016: € 83 million) based on audited valuation data provided by the fund manager at 31 December 2016.

The decrease in estimated fair value is mainly due to repayments of capital in the year, mostly owing to early settlement of loans, together with the weakening of sterling against the euro.

#### Other fund investments

break even.

This includes small, specialist funds investing in private equity businesses, start-up ventures and listed securities. These investments are valued at their estimated fair value of  $\in$  4 million at 31 March 2017 based on valuation statements received from the fund managers (31 March 2016:  $\in$  5 million).

#### UNITED STATES LAND DEVELOPMENT AND MORTGAGES

Reinet has invested both directly and with partners to acquire interests in real estate development projects. The investments are located in Florida, Georgia, Colorado, North and South Carolina and Nevada. These include properties where infrastructure services have been laid but where the construction of properties has not yet commenced. Reinet has also purchased mortgage debt linked to such developments from financial institutions, usually at significant discounts to face value.

In addition, Reinet has invested in residential golf communities, owning the land for sale to future homeowners together with infrastructure assets. This latter investment is known as Arendale.

John Kunkel, Chief Executive Officer of Arendale Holdings Corporation, commented:

United States land development and mortgages is opportunistically invested in numerous real estate and hospitality assets throughout the US through two distinct property portfolios. The Arendale portfolio includes several premier golf course communities that are positioned in the luxury segment of the market. Arendale acquired these properties as distressed assets and continues to employ a patient approach to value realisation. Although revenues for our most recent fiscal year (for both real estate sales and club operations) increased by 21 per cent while operating expenses decreased by 9 per cent, we still have a way to go to

The Legacy portfolio is comprised of properties primarily located in metropolitan areas and sold to production-oriented builders for construction of homes at prices that appeal to the general public. During the past year, we generated substantial cash flow from the sale of Legacy assets and continued to create value in others through the land development and entitlement process.'

The investment is carried at the estimated fair value of  $\in$  154 million (31 March 2016:  $\in$  164 million), of which  $\in$  3 million is attributable to minority partners (31 March 2016:  $\in$  2 million).

The current valuation is based on audited financial statements as at 31 December 2016 adjusted for cash movements up to 31 March 2017. The decrease in the estimated fair value primarily reflects reductions in the expected rate of lot sales along with increases in discount rates used to calculate fair value, offset by the strengthening of the US dollar against the euro during the year.

Further information on Arendale is available at www.arendale.com

# **BUSINESS OVERVIEW** CONTINUED





#### **DIAMOND INTERESTS**

Reinet has invested in two projects in South Africa. Firstly, in an entity which extracts diamonds from the waste tailings of mining operations which began over a century ago at Jagersfontein in South Africa. Developments in extraction technology since Jagersfontein was first mined, now allow the waste tailings to be reprocessed to recover gemstones. In addition, Reinet has an interest in a separate project, which has acquired rights to mine diamonds on a previously unexploited site at Rooipoort near Kimberley in South Africa. Both entities are fully operational and continue to repay loans to Reinet.

Henk van Zuydam, Chief Financial Officer of both projects, commented:

'The rough diamond market experienced a tough trading year as the industry had to deal with a number of disruptive exogenous factors. Arguably the most significant event impacting on the industry was the decision by the Indian authorities to demonetise the large denomination Rupee notes. In the short term it had a significant effect on the Indian buyers, specifically on the smaller goods. However, based on the most recent tender held, the short-term negative effect of the demonetisation has started to normalise.

The rough diamond market has remained resilient in demand, which is evident in the continued high attendance of buyers throughout the companies' sales channels both in South Africa and in Antwerp.

Jagersfontein achieved solid financial results for the financial year. This was realised through the continued drive for operational efficiencies in conjunction with the recovery of a number of higher value diamonds, which resulted in increased revenue.

Rooipoort experienced a tough year, with a number of operational challenges including a prolonged period of labour unrest and lower than expected revenue due to the yield of diamonds being lower than expected in the area that is currently being mined."

In total, these projects are carried at their estimated fair value of € 56 million at 31 March 2017 (31 March 2016: € 59 million) based on discounted cash flow projections. The decrease in estimated fair value mainly reflects repayment of loans and interest in the year amounting to € 8 million, offset by the strengthening of the South African rand against the euro in the year.

Reinet has borrowed ZAR 443 million to fund its investments in these projects and entered into a forward exchange contract to sell ZAR 480 million (31 March 2016: ZAR 550 million) in order to mitigate currency risk.

# OTHER INVESTMENTS

The decrease in the estimated fair value of other investments relates mostly to the investment in a digital music industry initiative with an estimated fair value of € 15 million at 31 March 2017 (31 March 2016: € 25 million), reflecting start-up costs and intellectual property development expenditure.

There were no other significant changes in value in respect of other investments, either as a result of movements in the valuation of underlying investments, further amounts invested or returns of capital.

## **COMMITMENTS**

Commitments made in the year amounted to € 213 million, the largest of which are detailed below.

Reinet increased its commitment to Pension Corporation by € 179 million (£ 139 million) during the year.

In addition, Reinet committed to invest € 18 million (\$ 20 million) in co-investments related to Snow Phipps III, L.P.

Reinet also increased its commitment to United States land development and mortgages by € 10 million (\$ 11 million) during the year.

## **COMMITTED FUNDS**

Funding commitments are entered into in various currencies including sterling, US dollar and South African rand and are converted into euro using 31 March 2017 exchange rates.

The table below summarises Reinet's outstanding investment commitments at 31 March 2017.

	31 March 2016 <sup>(1)</sup> € m	Exchange rate effects <sup>(2)</sup> € m	Committed during the year <sup>(3)</sup> € m	Funded during the year <sup>(3)</sup> € m	31 March 2017 <sup>(3)</sup> € m	31 March 2017 %
Selecta Biosciences, Inc.	-	-	4	(4)	-	70
Pension Corporation <sup>(4)</sup>	_	_	179	(179)	_	_
Private equity and related partnerships			1/2	(1/)		
Trilantic Capital Partners						
Fund IV, Fund V, TEP, related general						
partners and management companies <sup>(5)</sup>	120	7	_	(34)	93	32.3
36 South macro/volatility funds	_	_	_	_	_	_
Asian private equity and portfolio funds						
Milestone China Opportunities funds,						
investment holdings and management						
company participation Prescient China Balanced Fund and	10	1	_	(3)	8	2.8
investment management company	_	_	_	_	_	_
Specialised investment funds <sup>(6)</sup>						
Vanterra Flex Investments	35	3	_	(1)	37	12.9
Vanterra C Change TEM	5	_	_	_	5	1.7
NanoDimension funds and						
co-investment opportunities	12	1	_	(3)	10	3.5
Fountainhead Expert Fund	18	1	_	_	19	6.6
Snow Phipps funds and co-investment						
opportunities	89	6	18	(40)	73	25.3
JPS Credit Opportunities Fund <sup>(6)</sup>	_	_	_	_	_	-
GAM Real Estate Finance Fund(6)	45	(3)	_	(7)	35	12.2
Other fund investments	1	_	_	(1)	_	_
United States land development and						
mortgages <sup>(5)</sup>	5	_	10	(14)	1	0.3
Diamond interests	2	1	_	_	3	1.0
Other investments <sup>(6)</sup>	6	_	2	(4)	4	1.4
	348	17	213	(290)	288	100.0

<sup>(1)</sup> Commitments calculated using 31 March 2017 exchange rates.
(2) Reflects exchange rate movements between 31 March 2016 and 31 March 2017.
(3) Amounts calculated using 31 March 2017 exchange rates, except for Pension Corporation.
(4) The amount paid to Pension Corporation in the year amounts to € 179 million using the actual exchange rate at the date of payment.
(5) Commitments noted represent only Reiner's share of the investments at 31 March 2017, additional commitments payable by minority partners amount to € 4 million in respect of Trilantic and

<sup>€</sup> nil in respect of United States land development and mortgages.

(6) The investment in Renshaw Bay advisory and management company is now included in 'Other investments'; the investments in JPS Credit Opportunities Fund and GAM Real Estate Finance Fund are now included in 'Specialised investment funds'. Comparative figures have been updated accordingly.

# **BUSINESS OVERVIEW** CONTINUED

## **CASH AND LIQUID FUNDS**

Reinet holds cash on deposit principally in European-based banks and in a liquidity fund holding highly rated short-term commercial paper.

Reinet's liquidity is measured by its ability to meet potential cash requirements, including unfunded commitments on investments and the repayment of borrowings, and can be summarised as follows:

Cash and liquid funds	€ 360 m
Undrawn borrowing facility	€ 194 m
Cash required for unfunded commitments	(€ 288 m)
(refer to table on previous page)	
Cash required to meet short-term sterling	
borrowing obligations	(€ 101 m)
Cash required to meet ZAR borrowing	
obligations	(€ 31 m)

The borrowing facility comprises a revolving facility with Bank of America, N.A. of £ 250 million. At 31 March 2017, € 101 million (£ 85 million) of this facility had been drawn and is repayable within six months. Some 3.2 million BAT shares have been pledged to collateralise the amount borrowed as at 31 March 2017.

Medium-term bank borrowings of € 681 million will be settled by the exercise of put options over BAT shares or the proceeds of the sale of BAT shares, or may be rolled over or replaced by other borrowings or settled by available cash.

Reinet may sell further BAT shares or use such shares to secure additional financing facilities from time to time.

## BANK BORROWINGS AND DERIVATIVES

#### **BORROWINGS**

In 2012, Reinet entered into a £ 300 million, medium-term collar financing arrangement; in accordance with the loan repayment terms, this loan was repaid between December 2016 and March 2017.

During 2017, Reinet entered into a £ 500 million, medium-term financing arrangement with Merrill Lynch International, which runs to 2022. At 31 March 2017, the estimated fair value of the borrowing was € 591 million (£ 502 million). The transaction includes the purchase by Reinet of put options over approximately 15.5 million BAT shares for a premium of some  $\in$  92 million (£ 79 million) payable over the life of the transaction. The premium loan is carried as a liability at an estimated fair value of € 90 million (£ 77 million). Some 4.5 million BAT shares have also been pledged to collateralise the premium loan and future interest payments. As part of this agreement a portion of BAT shares are on loan to Merrill Lynch International. The Company retains the economic benefit of all shares on loan.

Reinet has also borrowed ZAR 443 million to fund its investments in South African projects. At 31 March 2017, the estimated fair value of the borrowing was € 31 million (31 March 2016: € 26 million); the increase in estimated fair value is due to the strengthening of the South African rand against the euro during the year.

## DERIVATIVE ASSETS/(LIABILITIES) - OPTIONS AND FORWARD EXCHANGE CONTRACTS

As part of the aforementioned £ 500 million medium-term financing arrangement, Reinet purchased put options which provide protection should the value of the BAT shares used to secure the borrowings fall below a certain amount. Proceeds received as a result of the put options being exercised could be used to repay the amounts borrowed in full. The put options are carried at their estimated fair value of € 29 million at the balance sheet date. The cost of the put options is considered as part of the overall cost of financing and is included in the fair value adjustment on outstanding contracts in the income statement on page 23.

Along with its repayment of the aforementioned £ 300 million borrowing, Reinet cash settled associated call options in an amount of  $\in$  131 million (£ 112 million) in the year. The estimated fair value of these options at 31 March 2016 was € 80 million (£ 63 million); the fair value of these options increased during the period before settlement in line with the increase in the BAT share price. These settlement costs are considered as part of the overall cost of financing and are reflected as other financing expenses in the income statement.

In 2012, Reinet chose to borrow £ 300 million as opposed to selling approximately 9.6 million BAT shares and by doing so has retained the appreciation and dividend income on these BAT shares. The costs noted above are offset by dividends received of some £ 63 million over the last five years and appreciation of the BAT shares of some £ 208 million between February 2012 and 31 March 2017.

Reinet has entered into a forward exchange contract to sell ZAR 480 million (31 March 2016: ZAR 550 million). The derivative liability in respect of the forward exchange contract is carried at its estimated fair value of € 3 million at 31 March 2017 (31 March 2016: asset of € 2 million). The change in value reflects the strengthening of the South African rand against the euro in the year.

Refer to page 51 for a description of Reinet's policy on foreign exchange exposure.

# OTHER LIABILITIES

# MINORITY INTEREST, FEES PAYABLE AND OTHER LIABILITIES, NET OF OTHER ASSETS

The minority interest liability amounts to € 16 million (31 March 2016: € 15 million) and is in respect of minority partners' share in the gains and losses not yet distributed to them arising from the estimated fair value movement of investments in which they have interests.

Fees payable and other liabilities comprise principally an accrual of € 22 million in respect of the half-yearly management fee payable as at 31 March 2017 (31 March 2016: € 22 million), a provision for deferred taxes of € 7 million (31 March 2016: € 10 million) relating to gains arising from the investments in Trilantic and withholding and corporate taxes of € 25 million (31 March 2016: € 18 million) relating to the investment in United States land development and mortgages. Accruals and other payables amount to some € 10 million (31 March 2016: € 10 million).

No provision has been made in respect of a performance fee as at 31 March 2017 (31 March 2016: € 5 million) as the conditions required to pay a fee had not been met at that date.

The performance fee (if applicable) and management fee are payable to the Investment Advisor.

# **INCOME STATEMENT**

The income statement set out below differs from the format used in the IFRS reporting on page 41 and is presented to provide investors with a more comprehensive picture of the movement in the estimated fair value of assets held by the Company.

	Year ended 31 March 2017		Year ende 31 March 2	
	€ m	€ m	€ m	€ m
Income		-	1	
BAT dividends	127		149	
Interest and other investment income	26		35	
Realised gains on investments - BAT	_		178	
– others	13		73	
Realised (losses)/gains on foreign exchange contracts	(4)		1	
Carried interest earned on investments	4		6	
Total income		166		442
Expenses				
Management fee	(48)		(46)	
Performance fee	_		(5)	
Operating expenses, foreign exchange and transaction-related costs	(6)		(7)	
Interest expense	(11)		(12)	
Other financing expenses - loan related derivative contracts	(186)		_	
Tax (expense)/income	(2)	_	5	
Total expenses	_	(253)		(65)
Realised investment income, net of expenses		(87)		377
Fair value adjustments				
BAT – unrealised gain on shares held	737		234	
- reversal of unrealised gain on shares sold <sup>(1)</sup>	_		(172)	
Other investments	77		(253)	
Derivative instruments – fair value adjustment on outstanding contracts	(67)		(46)	
<ul> <li>reversal of unrealised loss on settled contracts<sup>(2)</sup></li> </ul>	135		_	
Borrowings – unrealised loss on outstanding loans	(5)		47	
- reversal of unrealised loss on repaid loans <sup>(3)</sup>	31	_		
Total fair value adjustments	_	908		(190)
		821		187
Effect of exchange rate changes on cash balances	_	(7)		(10)
Net profit		814		177
Minority interest	_	(1)		(2)
Profit attributable to the shareholders of the Company		813		175

 <sup>(1)</sup> The reversal of the unrealised gain on shares sold represents the unrealised gain as at 1 April 2015 on the 6.25 million BAT shares sold during the year ended 31 March 2016.
 (2) The reversal of the unrealised loss on derivative contracts represents the unrealised fair value of € 80 million as at 1 April 2016 on loan related derivative contracts settled during the year ended 31 March 2017; along with the original premium cost of € 55 million.
 (3) The reversal of the unrealised loss on borrowings represents the unrealised loss as at 1 April 2016 on borrowings repaid during the year ended 31 March 2017.

# **BUSINESS OVERVIEW** CONTINUED

#### **INCOME**

Dividends received from BAT decreased from € 149 million (£ 110 million) during the year under review to € 127 million (£ 103 million). The decrease is due to the reduction in the number of BAT shares held following the sales in February and March 2016 together with the weakening of the sterling/euro exchange rate at the time of the dividend payments, offset by an increase of £ 0.06 in the total dividend per BAT share. The dividends received from BAT during the year represent the final 2015 dividend paid in May 2016, as well as the interim 2016 dividend paid in September 2016.

Interest income is earned on bank deposits and loans made to underlying investments.

Realised gains on investments of € 13 million were mainly in respect of investments realised by the Trilantic funds. Reinet's share of the Trilantic gains amounts to € 12 million with a further € 1 million being attributable to the minority partner.

Losses of € 4 million were realised on the settlement of the euro/ South African rand foreign exchange contracts during the year.

Carried interest of € 4 million was attributable to Reinet in respect of investments realised by the Trilantic funds.

#### **EXPENSES**

The management fee for the year ended 31 March 2017 amounts to € 48 million (31 March 2016: € 46 million).

No performance fee is payable for the year ended 31 March 2017 (31 March 2016: € 5 million) as the conditions required to pay a fee had not been met at that date. The performance fee is calculated as 10 per cent of the Cumulative Total Shareholder Return as defined in the Company's prospectus, published on 10 October 2008, including dividends paid, over the period since completion of the rights issue in December 2008 up to 31 March 2017, less the sum of all performance fees paid in respect of previous periods.

Operating expenses of € 6 million include € 1 million in respect of charges from Reinet Investments Manager S.A. (the 'General Partner') and other expenses, including legal and other fees, which amounted to € 5 million.

Interest expense relates to sterling and South African randdenominated borrowings.

Other financing expenses include the cost of settlement of call options in respect of the £ 300 million medium-term collar financing arrangement which amounted to € 131 million (£ 112 million). Reinet cash settled the liability and in doing so retained the underlying BAT shares, the future BAT dividends and the potential increase in value of the shares. The total expense of the collar over the period of the loan amounted to € 186 million (£ 156 million). Fluctuations in the estimated fair value of the collar have been recorded as fair value adjustments in prior years (see below); these have been reversed following settlement.

In 2012, Reinet chose to borrow £ 300 million as opposed to selling approximately 9.6 million BAT shares and by doing so has retained the appreciation and dividend income on these BAT shares. The costs noted previously are offset by dividends received of some £ 63 million over the last five years and appreciation of the BAT shares of some £ 208 million between February 2012 and 31 March 2017.

The net tax expense of € 2 million includes corporate and withholding taxes payable in respect of gains realised on Trilantic investments, offset by a reduction in the deferred tax provision related to unrealised gains, expected distributions and accrued interest in respect of the Trilantic funds and other US investments.

# FAIR VALUE ADJUSTMENTS

The investment in 68.1 million BAT shares increased in value by € 737 million during the year under review. Of this, € 970 million was attributable to the increase in value of the underlying BAT shares in sterling terms offset by € 233 million due to the weakening of sterling against the euro during the year under review.

The unrealised fair value adjustment of €77 million in respect of other investments includes an increase in the estimated fair value of the investment in Pension Corporation of € 76 million, an increase in the estimated fair value of the Trilantic funds of € 29 million, offset by decreases in the estimated fair value of the investment in United States land development and mortgages, 36 South and certain other investments (see detailed analysis on page 47). The above amounts include the effect of changes in foreign exchange rates due to the depreciation of sterling and the appreciation of the US dollar and South African rand against the euro in the year under review.

The collar financing derivative liability was settled in the year, thereby reversing the previously recorded unrealised loss of € 135 million. The put options purchased in the year under review decreased in value by € 63 million reflecting, in part, the increase in value of BAT shares in the period since the options were issued. The estimated fair value of the forward exchange contracts decreased by  $\in$  4 million, thereby changing from an asset at the beginning of the year to a liability at the end of the year, reflecting the strengthening of the South African rand against the euro.

Borrowings are carried at estimated fair value reflecting the discounted cash flow value of future principal and interest payments taking into account prevailing interest rates. An unrealised loss of € 5 million arose in respect of the South African rand borrowing due to the strengthening of the South African rand against the euro during the year. An unrealised gain of € 31 million arose in respect of the sterling borrowing, which was repaid during the year. Of this, a gain of € 28 million is due to the weakening of sterling against the euro during the year.

# **MINORITY INTEREST**

The minority interest expense arises in respect of the minority partners' shares in the earnings of the Reinet entities which hold the Trilantic and United States land development and mortgages interests, respectively.

#### **CASH FLOW STATEMENT**

The summarised cash flow statement set out below differs from the format used in the IFRS reporting on page 43 and is presented to provide investors with a more comprehensive picture of the movement in cash and liquid funds.

	Year ended 31 March 2017		Year ended 31 March 2016	
	€m	€m	€ m	€ m
Investing activities				
Purchase of investments, net of repayments	(262)		(116)	
Proceeds from sales of investments	20		457	
Net cash and liquid funds (used in)/generated by investing activities		(242)		341
Financing activities				
Dividend paid	(32)		(31)	
Repayment of funding to minority partners	-		(5)	
Financing expenses paid	(131)		_	
(Payment for)/proceeds from settlement of derivative contracts	(4)		1	
Movements in bank borrowings	331		(10)	
Net cash and liquid funds generated by/(used in) financing activities		164		(45)
Operating activities				
Dividends, interest and other income received	127		149	
Carried interest earned on investments	4		6	
Interest expense	(11)		(12)	
Operating and related expenses	(51)		(43)	
Performance fee paid	(5)		(78)	
Taxation refunded/(paid)	1		(4)	
Net cash and liquid funds generated by operating activities		65		18
Net (outflow)/inflow		(13)		314
Opening cash and liquid funds position		380		76
Effects of exchange rate changes on cash balances		(7)		(10)
Closing cash and liquid funds position(1)		360		380

(1) Includes cash and liquid funds held in the Company, Reinet Fund and its subsidiaries.

#### **INVESTING ACTIVITIES**

Investments totalling  $\in$  262 million were made during the year, including Pension Corporation, Selecta, United States land development and mortgages, Trilantic and Snow Phipps. Amounts invested were partially offset by repayments in respect of loans and interest received from Jagersfontein and Rooipoort, and distributions from REFF and other investments.

Proceeds from the sale of investments include  $\in$  17 million realised through Trilantic, and  $\in$  3 million on the sale of other investments.

#### FINANCING ACTIVITIES

A dividend of some € 32 million was paid to shareholders in September 2016 (September 2015: € 31 million).

Financing expenses for the settlement of call options in respect of the £ 300 million medium-term collar financing arrangement amounted to £ 112 million (€ 131 million).

In addition, € 4 million was paid in respect of the settlement of euro/South African rand foreign exchange contracts during the year.

Net bank borrowings amounted to £ 285 million in the year. The £ 300 million, medium-term loan was repaid to Deutsche Bank A.G. in accordance with the loan repayment terms and Reinet entered into a £ 500 million, medium-term financing arrangement with Merrill Lynch International, that runs to 2022. In addition, Reinet borrowed £ 85 million from Bank of America, N.A., under a revolving facility agreement.

# **OPERATING ACTIVITIES**

Dividends received from BAT decreased from  $\in$  149 million (£ 110 million) during the year under review to  $\in$  127 million (£ 103 million). The decrease is due to the reduction in the number of BAT shares held following the sales in February and March 2016 together with the weakening of the sterling/euro exchange rate at the time of the dividend payments, offset by an increase of £ 0.06 in total dividend per share. The dividends received from BAT during the year represent the final 2015 dividend paid in May 2016, as well as the interim 2016 dividend paid in September 2016.

# BUSINESS OVERVIEW CONTINUED

Carried interest of € 4 million was received in respect of the investment in Trilantic.

Interest of € 8 million was paid in respect of the sterlingdenominated loans and € 3 million in respect of the South African rand-denominated loan in the year.

The performance fee of € 5 million was paid in respect of the year ending 31 March 2016. No performance fee is payable in respect of the current year.

Net US tax repayments of € 1 million were received in the year under review. This amount includes taxes withheld by Trilantic in respect of gains and carried interest received, together with estimated taxes paid on gains and income which will be taxable in the US.

Cash and liquid funds decreased by € 20 million over the year to € 360 million as the amounts repaid in respect of bank borrowings and derivative liabilities, together with amounts invested in new investments, payment of the dividend, performance fee and operating expenses exceeded amounts realised from investments and new bank financing received.

#### RISKS AND UNCERTAINTIES

Reinet's current investments and future investment strategy are subject to a number of risks and uncertainties. The General Partner and Fund Manager have established policies and procedures to identify and monitor these risks.

Responsibility for investment risk and treasury risk is borne by the Board of the Fund Manager. The day-to-day treasury position is monitored by the Chief Executive Officer and the Chief Financial Officer and policy decisions in respect of the investment of cash resources are taken by the Board of the Fund Manager.

Investment decisions are the responsibility of the Fund Manager, acting on the advice of the Investment Advisor, as appropriate.

Reinet's activities expose it to a variety of financial risks including market risk (ie currency risk, fair value interest rate risk, cash flow interest rate risk and price risk), credit risk and liquidity risk; these risks are detailed in note 5 to the consolidated financial statements on page 48 of this report.

Other principal risks are as follows:

#### LEGAL AND COMPLIANCE RISKS

Laws and regulations governing the operations of the Company and Reinet Fund may adversely affect their business, investments and results of operations.

The Company is required to comply with certain regulatory requirements applicable to a Luxembourg securitisation company, and Reinet Fund is required to comply with certain regulatory requirements that are applicable to a Luxembourg specialised investment fund. The Company is also required to comply with regulations applicable to a company admitted to the Official List of the Luxembourg Stock Exchange.

Additional laws and regulations may apply to the portfolio assets in which Reinet Fund makes investments, and those laws and regulations, as well as those applicable to Reinet Fund and the Company themselves, and may restrict the ability of Reinet Fund to make certain types of investments in certain countries or affect the returns available from those investments.

Laws and regulations and their interpretation and application may also change from time to time and such laws and regulations or those changes could have a material adverse effect on the business, investments and results of operations of Reinet Fund and the Company. In addition, a failure to comply with applicable laws or regulations, as interpreted and applied, or to maintain any necessary regulatory licences, by any of the General Partner, Fund Manager or Investment Advisor, could have a material adverse effect on the business, investments and results of operations of Reinet Fund and the Company. Where investee companies are subject to regulation, failure to obtain appropriate licences or to comply with regulatory requirements may impact the valuation of the underlying investment.

The United States' Foreign Account Tax Compliance Act ('FATCA') imposes reporting and other requirements on payers and recipients of certain categories of income starting 1 July 2014. Non-US entities which do not comply with FATCA may be subject to withholding tax on certain categories of income. The Company and its controlled affiliates have taken the steps they considered necessary to be and remain compliant with FATCA.

Under FATCA, the Company or its affiliates may be required to report to the US Internal Revenue Service ('IRS'), directly or through their respective tax authority co-operating with the IRS, information about financial transactions made by US taxpayers and other specified entities or individuals, and could be required to impose withholding, documentation and reporting requirements on such transactions. Full implementation of FATCA is being phased in over a multi-year period. The additional administrative requirements of FATCA may result in increased compliance costs and could have an adverse effect on the business, investments and results of operations of Reinet Fund and the Company.

The Common Reporting Standard ('CRS'), developed by the Organisation for Economic Co-operation and Development, is a global standard for the automatic exchange of financial information between tax authorities worldwide. Under the CRS, the Company and/or its affiliates may be required to identify and report to their respective tax authority information on certain accounts held directly or indirectly by tax residents in other participating CRS countries, which may subsequently be disclosed to foreign tax authorities. The Company and its affiliates have taken the steps they considered necessary to be and remain compliant with the obligations imposed by the CRS. The additional administrative requirements of the CRS may result in increased compliance costs for Reinet Fund and the Company.

#### **OPERATIONAL RISKS**

The Company does not have any operations of its own.

The Company's principal source of earnings is returns in the form of income and capital gains from the investments made through Reinet Fund and its subsidiaries.

The ability of Reinet Fund to make cash distributions to the Company will depend on a number of factors, including, among others, the actual results of operations and financial condition of Reinet Fund, its subsidiaries and investee companies, restrictions on cash distributions that are imposed by applicable law or the constitutional documents of Reinet Fund, the terms of any future financing agreements entered into by Reinet Fund or its subsidiaries, the timing and amount of cash generated by investments that are made by Reinet Fund, any contingent liabilities to which Reinet Fund may be subject, the amount of income generated by Reinet Fund and other factors that the Fund Manager deems relevant.

#### **DIVIDEND**

The Company relies on distributions from Reinet Fund as its principal source of income from which it may pay dividends.

A cash dividend of  $\in$  0.161 per share totalling some  $\in$  32 million was paid in September 2016, following approval at the annual general meeting on 30 August 2016.

The General Partner has proposed a cash dividend of  $\in$  0.165 per share subject to shareholder approval at the annual general meeting, which is scheduled to take place in Luxembourg on Tuesday, 29 August 2017.

There is no Luxembourg withholding tax payable on dividends which may be declared by the Company.

The Company has sought clarification from the South African Revenue Service ('SARS') as to the treatment of any dividends to be declared by and paid to holders of depository receipts issued by Reinet Securities SA in respect of the Company's shares ('DRs'). SARS has confirmed that any such dividends will be treated as 'foreign dividends' as defined in the Income Tax Act No. 58 of 1962. Accordingly, any such dividends will be subject to South African dividends withholding tax at 20 per cent in the hands of DR holders unless those holders are otherwise exempt from the tax. Non-resident DR holders will be required to fill in the appropriate SARS declaration form, if they wish to be exempted from the tax.

The dividend will be payable in accordance with the following schedule, subject to shareholder approval:

The last day to trade the Company's shares and the DRs cum-dividend will be Tuesday, 5 September 2017. Both the Company's shares and the DRs will trade ex-dividend from Wednesday, 6 September 2017. The record date for the Company's shares will be Thursday, 7 September 2017 and for the DRs will be Friday, 8 September 2017.

The dividend on the Company's shares will be paid on Friday, 8 September 2017 and is payable in euro.

The dividend in respect of the DRs will be paid on Friday, 15 September 2017. The DR dividend is payable in South African rand to residents of the South African Common Monetary Area ('CMA') but may, dependent upon residence status, be payable in euro to non-CMA residents. Further details regarding the dividend payable to DR holders may be found in a separate announcement dated 23 May 2017 on the Johannesburg Stock Exchange News Service ('SENS').

# CORPORATE GOVERNANCE

#### **INTRODUCTION**

Reinet recognises the importance of appropriate corporate governance procedures in the management and oversight of its business. The Company acknowledges the obligations placed upon it as a public company listed in Luxembourg with a secondary listing of the depository receipts issued by Reinet Securities SA in respect of the Company's shares ('DRs') on the Johannesburg Stock Exchange. The Company's corporate governance principles are codified in its prospectus published on 10 October 2008 (the 'Company Prospectus'), in the Statutes of the Company (the 'Statutes'), as well as in the Corporate Governance Charter adopted by the Company, all of which are available on the Company website, www.reinet.com. The requirements of the Statutes, the principles set out in the Company Prospectus and the Corporate Governance Charter adequately establish the framework of corporate governance within which Reinet operates.

The Company, a partnership limited by shares (société en commandite par actions) under the laws of Luxembourg, gives its shareholders exposure to Reinet Fund, a specialised investment fund.

The Company was formerly known as Richemont S.A., which was a subsidiary of Compagnie Financière Richemont SA ('CFR SA'), a Swiss company with significant luxury goods interests (CFR SA, together with its subsidiaries are referred to as 'Richemont'). The Company separated from its former parent on 20 October 2008, which saw the luxury businesses transferred to CFR SA. The Company retained Richemont's former interests in BAT together with cash and certain smaller investments.

### **MANAGEMENT**

As a partnership limited by shares, the Company is managed by a general partner rather than a board of directors. The general partner is Reinet Investments Manager S.A. (the 'General Partner'), a limited liability company established in Luxembourg, which also owns 1 000 management shares in the Company and which has unlimited liability for any obligations of the Company that cannot be met from the assets of the Company.

Both the General Partner and the Fund Manager are owned and controlled by Rupert family interests.

During the year ended 31 March 2017, the Board of Directors of the General Partner met four times. Four directors attended four meetings and one director attended three meetings. The statutes of the General Partner require that the Board of Directors consists of a minimum of three directors.

The General Partner is not acting as general partner for any partnership other than the Company.

## **BOARD OF DIRECTORS OF THE** GENERAL PARTNER

The directors of the General Partner are:

#### **JOHANN RUPERT**

#### Chairman

South African, born 1950

Mr Rupert was appointed to the Board of Directors in 2008.

Mr Rupert studied economics and company law at the University of Stellenbosch, South Africa. After working for the Chase Manhattan Bank and Lazard Frères in New York, he founded Rand Merchant Bank in 1979. In 1985 he joined Rembrandt. He founded Richemont in 1988 and became Group Chief Executive. Appointed as Executive Chairman in September 2002, he also served as Group Chief Executive Officer during the periods from October 2003 to September 2004 and from April 2010 to March 2013. He was Chairman of CFR SA up to September 2013, when he indicated his intention to step down from the board of that company during a sabbatical year. He was re-elected as Chairman of CFR SA in September 2014. He is also Non-Executive Chairman of Remgro Limited and is the Managing Partner of Compagnie Financière Rupert.

Mr Rupert holds honorary doctorates in Law, Economics and in Commerce and is the Chancellor of Stellenbosch University. He is the Chairman of the Peace Parks Foundation.

### WILHELM VAN ZYL

#### **Chief Executive Officer**

South African, born 1965

Mr van Zyl was appointed to the Board of Directors in 2014 and appointed Chief Executive Officer with effect from January 2015.

Mr van Zyl holds a BCom degree from the University of Stellenbosch and qualified as a Fellow member of the Institute and Faculty of Actuaries (United Kingdom) in 1994. He is also a Fellow member of the Actuarial Society of South Africa and completed the Harvard AMP program in 2005. Mr van Zyl was group actuary of the financial services group Metropolitan Holdings from 2001 and headed up its corporate business from 2006. In 2008 he was appointed as a director and chief executive of Metropolitan Holdings. Following the listing of MMI Holdings in 2010, resulting from the merger between Metropolitan and Momentum, he was appointed as a director and deputy group chief executive with oversight of the group's health, international, investments and employee benefit operations. He currently also serves on the board of Pension Insurance Corporation plc and is also a director of the Investment Advisor and of various subsidiaries of Reinet Fund.

### **ALAN GRIEVE**

#### Non-Executive Director

British, born 1952

Mr Grieve was appointed to the Board of Directors in 2008. He retired as Chief Executive Officer in December 2014.

Mr Grieve served as Chief Financial Officer from 2008 to 2011 and as Chief Executive Officer from 2012 to 2014. He remains on the Board of Directors as a Non-Executive Director of both the General Partner and Fund Manager.

Mr Grieve was appointed to the board of directors of Richemont S.A. (the predecessor company to Reinet Investments S.C.A.) in 2004. Mr Grieve holds a degree in business administration from Heriot-Watt University, Edinburgh and is a member of the Institute of Chartered Accountants of Scotland. Prior to joining Richemont's predecessor companies in 1986, he worked with the international auditing firms now known as PricewaterhouseCoopers and Ernst & Young. He served as company secretary of CFR SA from 1988 until 2004 and was corporate affairs director of Richemont from 2004 to 2016. He is a Non-Executive Director of Mediclinic International plc (formerly Mediclinic International Limited), the international private hospital group.

# JOSUA MALHERBE

## Non-Executive Director

South African, born 1955

Mr Malherbe was appointed to the Board of Directors in 2009.

Mr Malherbe qualified as a chartered accountant in South Africa in 1984 having commenced his career with the predecessor firm to PricewaterhouseCoopers. He then joined the Corporate Finance Department of Rand Merchant Bank in 1985 and was a general manager of the bank before moving to Rembrandt Group Limited in 1990, also being involved with Richemont at that time.

He was appointed as Director – Investments of Rembrandt in 1993 and served in this position until the formation of VenFin Limited in 2000 where he served as Chief Executive Officer until 2006. Thereafter he held the position of Deputy Chairman of VenFin Limited until November 2009 at which time Remgro Limited acquired all the shares in VenFin Limited. He was appointed as a Non-Executive Director to the board of CFR SA in September 2010 and assumed the role of Deputy Chairman in September 2013. He also serves as a director on boards of a number of companies, including Remgro Limited (appointed Deputy Chairman in November 2014), Pension Insurance Corporation Group Limited, Renshaw Bay Limited and Renshaw Bay (UK) Limited.

#### **ELOY MICHOTTE**

#### Non-Executive Director

Belgian, born 1948

Mr Michotte was appointed to the Board of Directors in August 2008.

Mr Michotte graduated in engineering from the University of Louvain in Belgium and holds an MBA from the University of Chicago. He has had an extensive career in international business and finance and worked for Ford, McKinsey & Co and Bankers Trust Company prior to joining Richemont at the time of its formation in 1988 when he was appointed to the board of directors of Richemont S.A., the predecessor company to the Company.

Mr Michotte serves on the boards of a number of companies in which Reinet holds an interest. In particular, he is a director of Pension Insurance Corporation Group Limited and of Pension Insurance Corporation plc.

#### **REINET FUND**

The Company owns the entire ordinary share capital of Reinet Fund, a specialised investment fund established as a partnership limited by shares (société en commandite par actions) under the laws of Luxembourg.

Reinet Fund is managed by the Fund Manager, a limited liability company established in Luxembourg, which also owns 1 000 management shares in Reinet Fund. The Fund Manager is the general partner in Reinet Fund, with unlimited liability.

# BOARD OF DIRECTORS OF THE FUND MANAGER

The directors of the Fund Manager are:

# JOHANN RUPERT

#### Chairman

(For biographical details see page 28)

#### WILHELM VAN ZYL

#### **Chief Executive Officer**

(For biographical details see page 28)

#### **ALAN GRIEVE**

#### Non-Executive Director

(For biographical details see above)

# CORPORATE GOVERNANCE CONTINUED

#### **SWEN GRUNDMANN**

## General Counsel and Company Secretary

Dutch, born 1968

Mr Grundmann was appointed to the Board of Directors in September 2012.

Mr Grundmann holds a law degree from the Faculty of Law of the University of Amsterdam and is a member of the Dutch Association of Corporate Litigation. He joined Richemont in January 1996 and has since been responsible for the corporate law affairs of many of its subsidiaries and been involved in various merger and acquisition projects. In 2009, he was appointed as Company Secretary of both the General Partner and Fund Manager. Since 2011, he has been responsible for Reinet's legal affairs and serves on the boards of a number of companies in which Richemont or Reinet hold an interest.

#### **DIANE LONGDEN**

#### **Chief Financial Officer**

British, born 1961

Ms Longden was appointed to the Board of Directors in September 2012.

Ms Longden is a member of the Institute of Chartered Accountants in England and Wales and holds a Masters in Business Administration from the Sacred Heart University, John F. Welch College of Business in Luxembourg. Prior to joining Reinet in 2009, Ms Longden worked in the accountancy profession and international insurance industry. She is also a director of various subsidiaries of Reinet Fund.

# **BOARD COMMITTEES AND MANAGEMENT**

The Company is managed by a general partner and as such it has no board of directors, executive management or employees. As a consequence, aspects of corporate governance which relate, amongst others, to the composition, organisation and proceedings of the board of directors and executive management, the establishment of board committees, the determination of a remuneration policy and related processes of a public company established in Luxembourg are not directly applicable to the Company.

#### **BOARD OF OVERSEERS**

In accordance with Luxembourg law, a Board of Overseers (Collège des Commissaires) has been appointed to review the activities of the Company. The Board of Overseers' role is one of oversight and control in addition to the specific powers conferred upon the Board of Overseers by virtue of the Statutes. It has no executive responsibility for the management of the Company except that the Board of Overseers may be consulted by the General Partner on such matters as the General Partner may determine and no action of the General Partner that may exceed its powers shall be valid unless authorised by the Board of Overseers.

The Board of Overseers of the Company has also been appointed as the Board of Overseers of Reinet Fund. Each of the members of the Board of Overseers is independent from the General Partner and the Fund Manager.

The members of the Board of Overseers may not be directors or employees of the General Partner or of the principal shareholder of the General Partner or any entity in which the Company has a material direct or indirect interest.

The Board of Overseers reports each year to the annual general meeting of shareholders on the results of the mandate entrusted to it, making such recommendations as it considers appropriate.

In addition to its role as defined by law, the Board of Overseers also acts as the audit committee of the Company and Reinet Fund. The functions of the Board of Overseers include notably:

- Monitoring the financial reporting process;
- · Reviewing the financial statements of the Company and Reinet Fund in order to ensure that they are fair, accurate and complete;
- Monitoring the Company's and Reinet Fund's compliance with applicable legal and regulatory obligations;
- Monitoring the statutory audit of the Company and Reinet Fund;
- · Reviewing and monitoring the independence of the approved statutory auditor and approving permissible non-audit services as required;
- Monitoring the effectiveness of internal control and risk management procedures; and
- Assessing the quality of the internal audit of the Company and Reinet Fund.

During the year under review, the Board of Overseers met formally on four occasions. All members attended all meetings during the term of their mandate, except for one member who tendered his apologies for one meeting. Subsequent to the year-end, the Board of Overseers met on 10 May 2017 to review and discuss with the approved statutory auditor the statutory and consolidated financial statements of the Company and recommended that these be presented to the annual general meeting of shareholders of the Company for approval.

The members of the Board of Overseers are:

## **DENIS FALCK**

South African, born 1945

Mr Falck was appointed to the Board of Overseers in September 2009.

Mr Falck is a South African chartered accountant and after working in the auditing profession joined Rembrandt Tobacco Company in 1971, where he became the Chief Financial Officer before being transferred to Rembrandt Group Limited in 1979. After various senior positions, he was appointed as the Financial Director of the parent company in 1990. He was a member of the Remgro Executive Committee and its Audit and Risk Committee and was the Chairman of the group's Pension and Retirement Funds' Boards of Trustees. He retired at the end of June 2008 after a career of close to 37 years with Rembrandt Group Limited/Remgro Limited in South Africa. Mr Falck also served as a non-executive director on the boards and audit/risk committees of listed and unlisted investee companies of Remgro, including FirstRand Bank Holdings Limited, RMB Holdings Limited, Medi-Clinic Corporation Limited, Total South Africa (Pty) Limited and Trans Hex Group Limited.

#### **JOHN LI**

Mauritian & Luxembourger, born 1960

Mr Li was appointed to the Board of Overseers in August 2015.

Mr Li is a non-executive director and a partner of The Directors' Office, a company of independent and non-executive directors. Previously he was a managing partner of KPMG Luxembourg and a member of the KPMG global investment management leadership team, as well as, chairman of the supervisory board for KPMG Luxembourg. Mr Li is a Fellow of the Institute of Chartered Accountants in England and Wales. His expertise lies in investment funds, banking and wealth management.

#### YVES PRUSSEN

Luxembourger, born 1947

Mr Prussen was appointed to the Board of Overseers in September 2009.

Mr Prussen graduated as a doctor at law in 1971 and holds a diploma from the 'Institut d'Etudes Politiques' of the University of Grenoble. During the same year he became a member of the Luxembourg bar and since 1975 has been a partner in Elvinger, Hoss & Prussen, a Luxembourg legal firm. Mr Prussen is a member of the International Bar Association, the Luxembourg Section of the International Fiscal Association and the Luxembourg Association for Arbitration. He is the author of various publications in the field of tax law, arbitration, securities laws and the law relating to undertakings for collective investments.

### STUART ROWLANDS

British, born 1952

Mr Rowlands was appointed to the Board of Overseers in August 2016.

Mr Rowlands is the Head of Financial Risk at the European Investment Bank ('EIB'), the development bank of the European Union, based in Luxembourg. He joined the EIB in 1988 and worked in various senior roles involving internal audit, credit risk, infrastructure funding and project finance. Previously, Mr Rowlands was with PricewaterhouseCoopers Luxembourg and during this time spent two years with the European Court of Auditors, also based in Luxembourg. Mr Rowlands is a Fellow of the Institute of Chartered Accountants in England and Wales and a member of the Institute of Internal Auditors. His expertise lies in internal audit, credit and financial risk.

# THE MEMBERS OF THE BOARD OF OVERSEERS

The Statutes provide for a Board of Overseers composed of at least three members. The members of the Board of Overseers are appointed by a resolution of the annual general meeting of shareholders by a simple majority of the votes cast. The annual general meeting of shareholders fixes their remuneration as well as the term of their office. They may be re-elected. Their appointment is not subject to the approval of the General Partner.

## **REMUNERATION**

Neither the Company nor Reinet Fund has any employees. Rather, both entities pay fees to their respective managers, the General Partner and the Fund Manager, in respect of the management services provided (see Significant Agreements on page 32).

An annual compensation of  $\in$  50 000 per annum for each of the members of the Board of Overseers was approved at the annual general meeting of shareholders held on 30 August 2016.

Although the management of Reinet is distinct from Richemont following the restructuring effected in 2008, a number of executives who have management responsibilities within the General Partner and the Fund Manager have executive roles in and are employed by Richemont. With effect from 1 April 2010, separate employment arrangements in respect of Richemont and Reinet duties apply in respect of those individuals having roles within both organisations.

# SHAREHOLDINGS AND LOANS

Details of shareholdings by members of the Board of Directors of the General Partner and the Board of Overseers are given in note 13 to the consolidated financial statements on page 62 of this report. As noted previously, the General Partner holds 1 000 management shares in the Company.

The Company has procedures in place requiring persons connected with the Company, Reinet Fund, the General Partner, the Fund Manager and the Investment Advisor not to trade in the Company's securities during closed periods in advance of the release of financial information in respect of the Company or at other times when they may be in possession of price-sensitive information. Approval of transactions involving the Company's securities is required from Mr Rupert, Mr Malherbe or Mr van Zyl and transactions by members of the Board of Directors of the General Partner and the Board of Overseers are disclosed through the regulatory mechanism operated by the Luxembourg financial sector regulator and on the Company's website.

There were no loans outstanding to members of the Board of Directors of the General Partner or the Board of Overseers during the year or at 31 March 2017.

At 31 March 2017, the Company owed  $\in$  1.2 million to the General Partner and Reinet Fund owed  $\in$  2.3 million to the Fund Manager.

# CORPORATE GOVERNANCE CONTINUED

#### SIGNIFICANT AGREEMENTS

The Company is managed by its General Partner. The Company reimburses the General Partner for its expenses incurred in the ordinary course of business, including but not limited to the remuneration of its staff, taxes, rentals and any other disbursements, and pays an annual administration fee equal to 10 per cent of such expenses. During the year ended 31 March 2017, the Company paid € 1.2 million to the General Partner in respect of the costs that it had incurred and the related administration fee.

The Company's wholly-owned subsidiary, Reinet Fund, is managed by the Fund Manager. Reinet Fund reimburses the Fund Manager for its expenses incurred in the ordinary course of business including but not limited to the remuneration of its staff, taxes, rentals and any other disbursements, and pays an annual administration fee equal to 10 per cent of such expenses. Any such amounts payable to the Fund Manager are deductible from any management fees payable to the Investment Advisor.

Under the terms of the Investment Advisory Agreement dated 9 October 2008, as amended on 24 May 2010 and 10 November 2011 between Reinet Fund and the Investment Advisor, Reinet Fund pays both management fees and performance fees to the Investment Advisor.

Mr van Zyl, who is a Director of the General Partner, is also a member of the Board of Directors of the Investment Advisor.

The management fee is payable to the Investment Advisor at a rate of 1 per cent per annum on the NAV of Reinet Fund, excluding cash and interests in funds managed by third parties. It is calculated semi-annually based on the closing NAV at the end of the previous six-month period.

The management fee in respect of cash is calculated at a rate of one quarter of 1 per cent per annum.

No management fee is payable in respect of funds managed by third parties except where the fee payable to the third party has been negotiated to a level below 1 per cent per annum and below the level payable by other investors in a fund. In such circumstances, the difference between the fee payable to the third-party manager and 1 per cent is payable to the Investment Advisor.

Investments as a limited partner in funds under the management of a management company in which Reinet Fund is an investor are not treated as being managed by third parties; the management fee is payable at 1 per cent per annum to the Investment Advisor. However, such a fee payable to the Investment Advisor is reduced by any management fee paid by Reinet Fund to the management company, net of income received by Reinet Fund on its investment in the management company in terms of its share of the management fees earned by (but not carried interest attributable to) the management company.

The management fee for the year under review amounted to € 48 million.

As detailed in the Company Prospectus, issued when the Company was established in 2008 as part of the Richemont reorganisation which was approved by the former Richemont unitholders, the performance fee in any period is to be calculated as 10 per cent of the Cumulative Total Shareholder Return at the end of the Performance Measurement Period, adjusted for all dividends and returns of capital to the Company's shareholders, less the sum of all performance fees paid in previous Performance Measurement Periods. The Cumulative Total Shareholder Return will be the difference between the volume weighted average closing price of the Company's shares on the Luxembourg Stock Exchange over the last 20 trading days of each financial year of the Company less the Initial Price, calculated as the volume weighted average market price of the Company's shares on the Luxembourg Stock Exchange over the first 60 trading days following the third day after the conclusion of the rights issue in December 2008. The Initial Price, calculated over the trading period from 22 December 2008 to 19 March 2009, is € 7.1945.

No performance fee is payable as of 31 March 2017. A performance fee of € 5 million was paid in May 2016 in respect of the year ended 31 March 2016.

The Investment Advisor shall be entitled to all accrued but unpaid management fees and performance fees should the Fund Manager (acting on the instructions of the Board of Overseers) terminate the Investment Advisory Agreement with notice. Such entitlement will not arise where the Fund Manager (acting on the instructions of the Board of Overseers) is entitled to, and does, terminate the Investment Advisory Agreement immediately or if the Investment Advisory Agreement terminates automatically.

#### **CONFLICTS OF INTEREST**

Individuals who are involved in the management of the Company, the General Partner or the Fund Manager may also be involved in the management of other industrial and investment companies, including but not limited to CFR SA and Remgro Limited. There is a possibility that these individuals may have a conflict of interest between the duties they owe to the Company or Reinet Fund and the duties they owe to the other entities relying upon their expertise. Such a conflict may arise in relation to, in particular, proposed investment opportunities. The Company and Reinet Fund will be managed to avoid any such conflicts of interest in all possible circumstances, as is also formalised in a conflicts of interest policy which was adopted by the Boards of the General Partner and Fund Manager. If a conflict of interest in relation to an investment opportunity would arise between any entities affiliated with Rupert family interests the opportunity to co-invest may be offered to the appropriate entities (taking into consideration, among other things, the investment objective, policies and restrictions of each of those entities). Specifically, in terms of the Company Prospectus and the conflicts of interest policy it is expected that any investments in luxury goods businesses will be made by CFR SA.

#### CAPITAL STRUCTURE

At 31 March 2017, the Company had 195 941 286 ordinary registered shares and 1 000 management registered shares of no par value in issue.

The total number of voting rights at 31 March 2017 was 195 942 286.

### **DEPOSITORY RECEIPTS**

Ownership of the ordinary shares is split between those which are held in the form of shares and those held in the form of DRs. The DRs are listed on the Johannesburg Stock Exchange.

DRs were issued to the former Richemont depository receipt holders when the Company was established and additional DRs were issued to the shareholders of Remgro Limited in exchange for the contribution to the Company by Remgro of 10 per cent of its holding of BAT shares in November 2008. In addition, DR holders who participated in the rights issue also received additional DRs in exchange for the BAT shares contributed to the Company pursuant to the rights issue.

Reinet Securities SA is the successor to Richemont Securities AG. Richemont Securities AG was a jointly held Swiss affiliate of CFR SA and Reinet Fund, and was divided in terms of Swiss law on 16 December 2010 into two new entities, being Reinet Securities SA and Richemont Securities SA, which are responsible for the Reinet and Richemont depository receipt schemes, respectively. The division into two entities had no effect whatsoever on the underlying DRs or the Richemont depository receipts.

DRs trade in the ratio of ten DRs to each Company ordinary share. The terms and conditions applicable to DRs are set out in the Deposit Agreement entered into between Reinet Securities SA, as depository, and the Company, as issuer. In its capacity as depository, Reinet Securities SA holds one share in safe custody for every ten DRs in issue. Reinet Securities SA's interest in the shares that it holds is therefore non-beneficial.

Any dividends received by Reinet Securities SA from the Company are payable in South African rand to South African residents. Dividends are converted upon receipt by Reinet Securities SA and then remitted to DR holders. Non-South African resident DR holders may receive the dividends in euros, subject to their residence status.

DR holders are not entitled to attend the shareholders' meetings of the Company or to vote in person. Rather, DR holders are canvassed as to their voting instructions by Reinet Securities SA, which then represents the holders as their proxy at shareholders' meetings.

#### SIGNIFICANT SHAREHOLDERS

The General Partner holds 1 000 management shares in the Company, being 100 per cent of the management shares in issue.

Parties affiliated to the Anton Rupert Trust hold a total of 48.8 million Company shares representing 24.93 per cent of the Company's share capital. The group of parties regarded as being

affiliated to the Anton Rupert Trust includes entities and persons which are not necessarily closely connected with persons discharging managerial responsibilities within the Company, as defined in Article 3 paragraph 1 of the EU Regulation 596/2014 on Market Abuse. As a consequence, share dealings by such entities or persons are not disclosed as dealings by connected parties.

On 16 December 2013, the Public Investment Corporation ('PIC') notified the Company that it held 14.61 per cent of the shares and voting rights in the Company, PIC previously held 15.49 per cent of the shares.

On 2 February 2011, Allan Gray Limited notified the Company that accounts under its management held the equivalent of 5.01 per cent of the shares and voting rights in the Company.

Old Mutual Investment Group (Pty) Ltd informed the Company that as from 27 April 2016 its holding on behalf of its clients exceeded the equivalent of 3 per cent of the shares and voting rights in the Company.

As at the date of this report, the Company has not received any other notifications of significant shareholdings in excess of 3 per cent of the shares in issue.

# SHAREHOLDERS' MEETINGS AND VOTING RIGHTS

Shareholders' meetings may be convened by the General Partner or by the Board of Overseers. All shareholders are invited to attend and speak at all general meetings of shareholders. Any shareholder may appoint another person, who need not be a shareholder, to represent him at the meeting. As noted previously, DR holders may only appoint Reinet Securities SA to represent them at such meetings of shareholders.

Other than as required by law, resolutions to be approved at a meeting of shareholders will be passed by an absolute majority of those present and voting. There is no quorum requirement for a meeting convened to consider the business ordinarily to be considered by a shareholders' meeting. The business ordinarily to be considered at a shareholders' meeting is the approval of the statutory and consolidated financial statements as presented by the General Partner; the consideration and approval of the appropriation of the result of the year as proposed by the General Partner; the appointment, removal and remuneration of the Board of Overseers; and the discharge to be given to the General Partner and to the members of the Board of Overseers. All other business at an annual general meeting shall be considered only upon a proposal of the General Partner unless otherwise provided for in the law.

Any other matter which does not fall within the scope of an annual general meeting, as set out above, shall be dealt with by way of an extraordinary meeting. An extraordinary meeting shall require that 50 per cent of each class of shareholder is represented, failing which the meeting must be reconvened in accordance with the notice requirements laid down by the law. Resolutions proposed at such a meeting shall be passed by a vote in favour of at least two-thirds

# CORPORATE GOVERNANCE CONTINUED

of the votes cast, provided that no resolution tabled at such a meeting shall be validly passed unless approved by the General Partner.

The annual general meeting of shareholders of the Company was held on 30 August 2016. Out of a total of 195 941 286 ordinary shares and 1 000 management shares in issue, a total of 134 157 656 ordinary shares (some 68.47 per cent of the total) and all the 1 000 management shares were represented by proxy at that meeting. The proposals of the General Partner in respect of the resolutions to be considered at the meeting were approved by an overwhelming majority of the votes present or represented at the meeting.

The rights of a shareholder to participate in an annual general meeting and to vote in respect of his shares shall be determined with respect to the shares held by that shareholder on the 14th day prior to the annual general meeting at midnight (Luxembourg time) (the 'Record Date'). No later than on the Record Date, or the date as provided for in the notice of the meeting, the shareholder shall indicate to the Company his intention to participate in the annual general meeting. The Company may determine the manner in which this declaration is made. The Statutes provide that certificates of the shareholdings and proxies be received by the Company a certain time before the date of the relevant meeting. In accordance with the Statutes, the General Partner may determine such other conditions that must be fulfilled by shareholders for them to take part in any meeting of shareholders in person or by proxy.

The notice of the 2017 annual general meeting of shareholders is given on pages 73 and 74 of this report.

# FINANCIAL REPORTING, INTERNAL **CONTROL AND RISK MANAGEMENT**

The preparation of the statutory and consolidated financial statements of the Company is the responsibility of the General Partner. The Company's role is limited to the holding of the investment in Reinet Fund, the issuance of its own shares and related activities and therefore its own entity financial statements are straightforward. The Board of Directors of the General Partner has established strict rules designed to protect the Company's interests in the areas of financial reporting, internal control and risk management. An internal control process has been defined and implemented by the Board of Directors of the General Partner and approved by the Board of Overseers, with the aim of achieving reliability of financial and accounting information and full compliance with applicable laws and regulations. The internal controls over financial reporting are designed to provide assurance that the financial reporting does not contain any material inadequacies. The level of financial controls that have been established are considered by the General Partner to be adequate for the scale of the Company's and Reinet Fund's operations and their level of complexity.

A risk management function exists and quarterly reports are provided to the Boards of Directors of the General Partner and the Fund Manager, as well as the Board of Overseers.

The internal audit function is outsourced; an internal audit report is provided annually and the internal auditor attends one meeting of the Board of Overseers.

Responsibility for investment risk and treasury risk is borne by the Board of Directors of the Fund Manager. The day-to-day treasury position is monitored by the Chief Executive Officer and the Chief Financial Officer and policy decisions in respect of the investment of cash resources are taken by the Board of Directors of the Fund

Investment decisions are the responsibility of the Fund Manager, acting on the advice of the Investment Advisor.

The Company is subject to financial risks, certain of which are discussed in note 5 to the consolidated financial statements on page 48 of this report.

# **INFORMATION POLICY**

The Company reports to shareholders in accordance with the requirements of Luxembourg law, European regulations and the guidance provided by the Luxembourg Stock Exchange and the Commission de Surveillance du Secteur Financier ('CSSF'). The annual report is the principal source of financial and business information for shareholders. The Company's preliminary announcement of the results for the financial year is usually issued in May each year. In addition to the annual report, the Company publishes its half-yearly unaudited financial report in November, as well as interim management statements in July and January covering the Company's performance during the first and third quarters, respectively, of the financial year. Ad hoc news announcements are made in respect of matters which the Company considers to be of significance to shareholders, in accordance with the specific guidelines laid down by the Luxembourg Stock Exchange and the CSSF.

The annual report is distributed to all parties who have requested a copy and to registered DR holders. Investors may request electronic notification that such reports have been published on the Company's website.

All news announcements are distributed by email. Shareholders and other interested parties may ask to be included on the distribution list by contacting the Company Secretary at the Company's registered office or by email (info@reinet.com) or by registering on the Company's website (http://www.reinet.com/investor-relations/ company-announcements.html).

Copies of the annual report and half-yearly unaudited financial report, the announcement of the results and ad hoc press releases may also be downloaded from the Company's website (www.reinet. com). A copy of the Statutes of the Company and the Corporate Governance Charter are also available on the website.

In addition, the Company publishes Reinet Fund's NAV statements. In accordance with Reinet Fund's prospectus, these NAV statements will be published within 20 business days of the end of each calendar quarter. These statements are also available on the Company's website.

Statutory and regulatory announcements are filed with the CSSF, published on the Company's website and made available to the Luxembourg Stock Exchange.

#### **AUDITORS**

The statutory and consolidated financial statements of the Company for the accounting year ended 31 March 2017 were audited by PricewaterhouseCoopers Société coopérative, approved statutory auditors, Luxembourg. PricewaterhouseCoopers falls to be reappointed by the General Partner in accordance with the terms of the law of 22 March 2004 on securitisation as amended.

#### **SUSTAINABILITY**

For businesses to be successful, it is not sufficient to focus solely on the single bottom line of profitability at all costs. Rather, businesses are expected to meet the needs of all stakeholders – shareholders, employees, business partners, local communities, the global community and the environment. It is imperative for businesses to work responsibly, recognising that the world's resources are finite and that we all have a role to play in their conservation. Initiatives to reduce carbon dioxide emissions, reduce water usage and minimise emissions are to be welcomed.

Investors such as Reinet have a role to play by seeking out companies which do act responsibly and avoiding those which do not. Reinet's investment criteria reflect our concerns; we look for responsible management in businesses which take account of their stakeholders' interests, treat their employees fairly and respect the environment. A large proportion of Reinet's smaller investments (excluding the significant holding in BAT) are financial in nature being either in investment funds or investment advisory and management activities. By their nature, such operations have a minimal direct environmental impact.

Reinet's business philosophy is to find investments that offer long-term growth potential. Reinet's long-term investment philosophy minimises the risk of businesses in which we invest taking short-cuts to achieve 'quick-fix' returns. That logic applies to our partners as well. Reinet does not want to invest in businesses which do not share our goals and values. BAT is a good example of a company which has built a reputation for being a good corporate citizen within the industry in which it operates, whilst growing its business and consistently improving profitability.

In some cases — notably the co-investment in Jagersfontein, Rooipoort and Vanterra C Change TEM — Reinet is making an investment in projects which we expect will have positive, direct benefits for communities and the environment. Other investments, for example certain of those held through the NanoDimension funds, are exploring the use of new technologies to create new drugs or to improve the mechanisms for the delivery of drugs, targeting the site of the problem within the body and reducing side-effects.

As an investment vehicle, Reinet does not have any operations or staff of its own. It is managed by Reinet Investments Manager S.A. and Reinet Fund Manager S.A., whose teams are based in Luxembourg.

### ARTICLE 11 OF THE LUXEMBOURG LAW ON TAKEOVER BIDS OF 19 MAY 2006

The Company publishes the following detailed information as required by Article 11 (1) of the law of 19 May 2006 on takeover bids.

#### CAPITAL STRUCTURE OF THE COMPANY

The Company has issued two classes of shares, namely management shares and ordinary shares. The ordinary shares are split between those which are held in the form of shares and are listed on the Luxembourg Stock Exchange and those held in the form of DRs which trade in the ratio of ten DRs to each Company ordinary share and are listed on the Johannesburg Stock Exchange.

At 31 March 2017, the Company had 195 941 286 ordinary shares and 1 000 management shares of no par value in issue.

The ordinary shares confer on the shareholder the entitlement to participate in and to vote at meetings of shareholders, with each share carrying the right to one vote. Each share also entitles each shareholder to receive a proportionate share of any dividend that the Company may declare and a proportionate share of the net assets of the Company on liquidation. The liability of shareholders is limited to the amount of their investment in the Company. The ordinary shares are listed on the Luxembourg Stock Exchange.

The management shares confer the same rights with regard to voting, dividends and the distribution of assets on liquidation as the ordinary shares. In addition, as holder of management shares, the General Partner has broad powers to manage the Company and has unlimited liability for any obligations of the Company that cannot be met out of the assets of the Company. The management shares are not listed.

DR holders are not entitled to attend the shareholders' meetings of the Company or to vote in person. Rather, DR holders are canvassed as to their voting instructions by Reinet Securities SA, which then represents the holders as their proxy at shareholders' meetings.

# RESTRICTIONS ON THE TRANSFER OF SECURITIES

The ordinary shares are freely transferable. The Company and its shareholders must comply with the requirements of the Luxembourg law of 11 January 2008 on transparency requirements (the 'Transparency Law'), provided however that in addition to the thresholds set out in such law, each shareholder shall, in accordance with the Statutes, be liable to notify the Company of any acquisition or disposal if the proportion of the holding of shares held by him, whether directly and/or indirectly, including those that are deemed to be controlled by him in the circumstances contemplated by Article 9 of the Transparency Law, reaches, exceeds or falls below the threshold of 3 per cent, failing which the General Partner may disregard the voting rights attached to the shares and certain restrictions may apply to such shareholdings in accordance with the terms of Article 10 of the Statutes.

## MANAGEMENT REPORT

## CORPORATE GOVERNANCE CONTINUED

The management shares are transferable only to a successor or an additional manager with unlimited liability for the Company's financial liabilities.

#### SIGNIFICANT SHAREHOLDINGS

The details of significant shareholders within the meaning of the Transparency Law are given on page 33 of this report.

#### SEPARATE CLASSES OF SECURITIES

The management shares held by the General Partner confer the same rights with regard to voting, dividends and the distribution of assets on liquidation as the ordinary shares. In addition, as holder of management shares, the General Partner shall have broad powers to manage the Company. The General Partner will have unlimited liability for any obligations of the Company that cannot be met out of the assets of the Company.

### SHARES HELD IN RESPECT OF SHARE INCENTIVE SCHEMES FOR EMPLOYEES OF THE GENERAL PARTNER, FUND MANAGER AND **INVESTMENT ADVISOR**

The Investment Advisor owns 963 540 ordinary shares of the Company as at 31 March 2017. These shares have been acquired to hedge share appreciation rights and related awards to key executives. Until the rights awarded under these schemes may be exercised by the employees concerned, the voting rights in respect of these shares may be exercised by the Investment Advisor.

#### SHAREHOLDERS' MEETINGS AND VOTING **RIGHTS**

Each issued share represents one vote. The rights of a shareholder to participate in a general meeting and to vote in respect of his shares shall be determined with respect to the shares held by the shareholder on the 14th day prior to the general meeting, as required by Luxembourg law. Further information is set out on page 33 of this report.

#### SHAREHOLDER AGREEMENTS AND TRANSFER RESTRICTIONS

There are no agreements between shareholders which are known to the Company. The Company is not aware of any agreements which may result in restrictions on the transfer of securities or voting rights.

### RULES GOVERNING THE APPOINTMENT OF THE GENERAL PARTNER AND AMENDMENTS TO THE ARTICLES OF ASSOCIATION OF THE **COMPANY**

The Company has no executive management or employees. In accordance with Luxembourg law, the management of the Company is carried out by the General Partner, the unlimited shareholder of the Company, which has been designated as such in the Statutes.

The replacement of the General Partner or the appointment of additional managers requires an amendment to the Statutes.

Any proposal to amend the Statutes shall be considered and approved by an extraordinary general meeting of shareholders to be held before a public notary. At any such meeting, the shareholders may only validly deliberate if the quorum required by the law is satisfied. Resolutions shall be passed by at least two-thirds of the votes cast, provided that no resolution at any extraordinary general meeting of shareholders shall be validly passed unless approved by the General Partner, unless otherwise provided by law and the Statutes. In that respect it is to be noted that no decision of the General Partner on behalf of the Company in respect of the exercise by the Company of any power to amend the Statutes shall be valid unless approved by the Board of Overseers.

#### POWERS OF THE GENERAL PARTNER

The General Partner is vested with the broadest powers to perform all acts of administration in compliance with the Company's corporate objects set out in the Statutes except for matters expressly reserved by Luxembourg law or the Statutes to be approved by the general meeting of shareholders. Certain decisions of the General Partner must be approved by the Board of Overseers.

The General Partner has, subject to the conditions specified in the Statutes, the Company Prospectus and applicable laws and regulations, authority to purchase, acquire or receive in the name of the Company, shares in the Company up to 10 per cent of the issued share capital, from time to time, over the stock exchange or in privately negotiated transactions or otherwise.

#### SIGNIFICANT AGREEMENTS

There are no significant agreements to which the Company is a party and which take effect, alter or terminate upon a change of control of the Company following a takeover bid.

# AGREEMENTS WITH DIRECTORS AND EMPLOYEES

The Company is managed by the General Partner, it has no directors, executive management or employees. Details of the agreements with the General Partner, the Fund Manager and the Investment Advisor are set out on page 32 of this report.

#### **APPROVAL**

The General Partner, acting on behalf of the Company, represented by Wilhelm van Zyl, its Chief Executive Officer and Diane Longden, its Chief Financial Officer, confirms that, to the best of its knowledge:

- 1. The consolidated financial statements have been prepared in accordance with IFRS as adopted by the European Union and give a true and fair view of the consolidated assets, liabilities, financial position and profit of the Company and its subsidiaries taken as a whole;
- 2. The Company financial statements have been prepared in accordance with Luxembourg legal and regulatory requirements and give a true and fair view of the Company's assets, liabilities, financial position and profit for the year; and
- 3. This report includes a fair review of the development and performance of the business and position of the Company and its subsidiaries taken as a whole, together with a description of the principal risks and uncertainties that they face.

The consolidated financial statements for the year ended 31 March 2017 on pages 40 to 64 and the Company financial statements on pages 66 to 70 of this report were approved for submission to the annual general meeting of shareholders by the Board of Directors of the General Partner and signed on its behalf by Wilhelm van Zyl and Diane Longden.

Wilhelm van Zyl

Chief Executive Officer

Chief Financial Officer

### Reinet Investments Manager S.A.

General Partner Luxembourg, 16 May 2017

## MANAGEMENT REPORT

## REPORT OF THE BOARD OF OVERSEERS

Pursuant to Articles 103 and 62 of the Luxembourg company law and Article 18 of the Statutes, we hereby report to the shareholders' meeting in respect of the accounting year ended 31 March 2017 and the financial statements prepared for such period.

The statutory and consolidated financial statements of the Company have been audited by the approved statutory auditor, PricewaterhouseCoopers Société coopérative, Luxembourg, in accordance with international standards on auditing. The audit reports on the statutory and consolidated financial statements of the Company are presented on pages 65 and 72 of this report, respectively.

We refer to those statutory and consolidated financial statements, which we have reviewed and discussed with the approved statutory auditor who is of the opinion that these provide a true and fair view of the financial situation of the Company.

During the period referred to previously, we have been kept fully informed by the Board of Directors of the General Partner about developments in the Company.

The Board of Overseers recommends that the statutory and consolidated financial statements of the Company be presented to the annual general meeting of shareholders of the Company to be approved.

#### The Board of Overseers

Reinet Investments S.C.A. Luxembourg, 10 May 2017

## FINANCIAL STATEMENTS

40	Consolidated financial statements
40	Consolidated balance sheet
41	Consolidated statement of comprehensive income
42	Consolidated statement of changes in equity
43	Consolidated cash flow statement
44	Notes to the consolidated financial statements
65	Audit report
66	Company financial statements
66	Balance sheet
67	Profit and loss account
68	Notes to the financial statements
71	Proposed appropriation of retained earnings
72	Audit report

# CONSOLIDATED BALANCE SHEET

		31 March 2017	
A CONTROL	Notes	€ m	€ m
ASSETS			
Non-current assets			
Financial assets held at fair value through profit or loss	4, 5	6 004	5 221
Current assets			
Cash and cash equivalents		-	1
Total assets		6 004	5 222
EQUITY			
Equity attributable to owners of the parent			
Share capital	8	220	220
Share premium	O	770	770
Non-distributable reserve	9	22	22
	7	4 990	
Retained earnings		6 002	4 209
Total equity		6 002	5 221
LIABILITIES			
Current liabilities			
Amounts owed to affiliated undertakings			
<ul> <li>becoming due and payable after less than one year</li> </ul>	10	2	1
Total liabilities		2	1
Total equity and liabilities		6 004	5 222
N 1 1 (C 1 )		20.62	26.65
Net asset value per share (€ per share)		30.63	26.65

The notes on pages 44 to 64 are an integral part of these consolidated financial statements.

# CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

	Notes	Year ended 31 March 2017 € m	Year ended 31 March 2016 € m
Income			
Dividend received from Reinet Fund S.C.A., F.I.S.		32	34
Net change in the fair value of financial assets at fair value through profit or loss	4	783	143
Total income		815	177
Expenses			
Operating expenses		2	2
Total expenses		2	2
Profit for the year		813	175
Earnings per share from profit for the year (€ per share)			
– basic and diluted	12	4.15	0.89

The notes on pages 44 to 64 are an integral part of these consolidated financial statements.

# CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

	Attributable to the shareholders				
	Equity Non-				
	holders'	distributable	Retained		
	capital	reserve	earnings	Total	
	€ m	€ m	€ m	€ m	
Balance at 31 March 2015	990	22	4 065	5 077	
Dividend paid	_	_	(31)	(31)	
Profit attributable to the shareholders		_	175	175	
Balance at 31 March 2016	990	22	4 209	5 221	
Dividend paid	_	_	(32)	(32)	
Profit attributable to the shareholders	_	_	813	813	
Balance at 31 March 2017	990	22	4 990	6 002	

The notes on pages 44 to 64 are an integral part of these consolidated financial statements.

# CONSOLIDATED CASH FLOW STATEMENT

	Year ended 31 March 2017 € m	Year ended 31 March 2016 € m
Cash flows from operating activities	€ III	€ 111
Dividend received from Reiner Fund S.C.A., F.I.S.	32	34
Operating expenses	(1)	(2)
Net cash from operating activities	31	32
Cash flow from financing activities Dividend paid Net cash used in financing activities	(32)	(31)
Net (decrease)/increase in cash and cash equivalents Cash and cash equivalents at beginning of the year	(1)	1 –
Cash and cash equivalents at end of the year	_	1

The notes on pages 44 to 64 are an integral part of these consolidated financial statements.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

#### 1. GENERAL INFORMATION

#### 1.1 STATUS

Reinet Investments S.C.A. (the 'Company') is established in Luxembourg as a partnership limited by shares (société en commandite par actions) and is governed by the Luxembourg law on securitisation. The Company's registered office is at 35, boulevard Prince Henri, L-1724 Luxembourg.

The Company is managed by Reinet Investments Manager S.A. (the 'General Partner'), a limited liability company established in Luxembourg, which also owns 1 000 management shares in the Company. The General Partner is liable for any obligations of the Company that cannot be met out of the assets of the Company. The General Partner's registered office is at 35, boulevard Prince Henri, L-1724 Luxembourg.

The Company owns the entire ordinary share capital of Reinet Fund S.C.A., F.I.S. ('Reinet Fund'), a specialised investment fund established as a partnership limited by shares (société en commandite par actions) under the laws of Luxembourg. References to Reinet Fund include all underlying subsidiaries.

Reinet Fund is managed by Reinet Fund Manager S.A. (the 'Fund Manager'), a limited liability company established in Luxembourg, which also owns 1 000 management shares in Reinet Fund. The Fund Manager is the general partner in Reinet Fund and is liable for any obligations of Reinet Fund that cannot be met out of the assets of Reinet Fund. The Fund Manager's registered office is at 35, boulevard Prince Henri, L-1724 Luxembourg.

Reinet Fund's objective is to generate long-term capital growth. It aims to achieve this objective by investing over time in a diversified portfolio of securities. Reinet Fund may also seek partners with whom it may co-invest. Reinet Fund is advised by Reinet Investment Advisors Limited (the 'Investment Advisor') under the terms of the investment advisory agreement (the 'Investment Advisory Agreement').

### 1.2 SECURITIES LISTINGS AND TRADING

The Company's ordinary shares are listed and traded on the Luxembourg Stock Exchange. In addition, Reinet Securities SA, acting on behalf of the Company, has issued depository receipts in respect of the Company's ordinary shares ('DRs'), which are traded on the Johannesburg Stock Exchange ('JSE'). DRs trade in the ratio of ten DRs to each Company ordinary share.

#### 1.3 APPROVAL OF THESE FINANCIAL **STATEMENTS**

These consolidated financial statements have been approved for submission to the annual general meeting of shareholders by the Board of Overseers on 10 May 2017, and by the Board of Directors of the General Partner on 16 May 2017.

### 2. INTERNATIONAL FINANCIAL **REPORTING STANDARDS**

The Company applies International Financial Reporting Standards ('IFRS') as endorsed by the European Union ('EU'). As part of its ongoing programme, the International Accounting Standards Board ('IASB') has issued new or revised IFRS during the period covered by these financial statements.

#### (a) New standards and amended standards adopted in the year:

There were no new standards, interpretations and amendments to existing standards that were effective for the year beginning 1 April 2016 that had a significant effect on the consolidated financial statements of the Company.

### (b) New standards, amendments and interpretations issued but not effective for the year beginning 1 April 2016 and not early adopted:

Certain new accounting standards issued by the IASB and new interpretations issued by the International Financial Reporting Interpretations Committee are not yet effective and have not been applied in preparing these consolidated financial statements. None of these are expected to have a significant effect on the consolidated financial statements of the Company.

## 3. SUMMARY OF SIGNIFICANT **ACCOUNTING POLICIES**

The principal accounting policies applied in the preparation of these financial statements insofar as they relate to the Company's ongoing activities are set out below. These policies have been consistently applied to both periods presented, unless otherwise stated.

Where necessary, comparative figures have been adjusted to conform with changes in presentation in the current year.

#### 3.1 BASIS OF PREPARATION

The financial statements are prepared in accordance with IFRS as issued by the IASB and adopted by the EU.

The preparation of financial statements in conformity with IFRS requires the use of certain critical accounting estimates. It also requires the General Partner to exercise its judgement in the process of applying the Company's accounting policies. The areas involving a higher degree of judgement or complexity, or areas where assumptions and estimates are significant to the financial statements are disclosed in note 6.

#### 3.2 INVESTMENT ENTITY AND SUBSIDIARIES

### 3.2.1 Investment entity

The Company adopted IFRS 10, which requires that investment entities measure their subsidiaries at fair value through profit or loss. The General Partner considered all the facts and circumstances when assessing whether the Company qualifies as an investment entity under IFRS 10, such as, but not limited to, its objective of long-term capital appreciation (as reflected in the Company's prospectus, published on 10 October 2008), and its classification of financial assets at fair value through profit or loss.

IFRS 10 determines that an investment entity is defined as an entity which meets the following conditions:

- (a) obtains funds from one or more investors for the purpose of providing those investor(s) with investment management services;
- (b) commits to its investor(s) that its business purpose is to invest funds solely for returns from capital appreciation, investment income, or both; and
- (c) measures and evaluates the performance of substantially all of its investments on a fair value basis.

In assessing whether the Company meets the definition of an investment entity as set out in IFRS 10, the General Partner considered whether the Company has the following typical characteristics, while noting that the absence of any one or more of these characteristics does not necessarily disqualify an entity from being classified as an investment entity:

- (a) it has more than one investment;
- (b) it has more than one investor;
- (c) it has investors that are not related parties of the entity; and
- (d) it has ownership interests in the form of equity or similar interests.

The Company has multiple investors and owns the entire ordinary share capital of Reinet Fund. The Company is exposed to variable returns from changes in the fair value of Reinet Fund's net assets.

Although the Company does not have multiple investments, the General Partner believes that the Company can be classified as an investment entity due to the fact that it was formed to give its shareholders exposure to the underlying assets held by Reinet Fund. In that respect, it is to be noted that an investment entity may hold a portfolio of investments directly or indirectly, for example by holding a single investment in another investment entity that itself holds several investments. The Company's investments are all held through Reinet Fund.

The Fund Manager further deems Reinet Fund to meet the definition of an investment entity.

Where applicable, the notes to the consolidated financial statements give information at the level of Reinet Fund and its subsidiaries.

#### 3.2.2 Subsidiaries

Subsidiaries are all entities over which the Company has control. The Company controls an entity when it is exposed to, or has rights to, variable returns from its involvement with the entity and has the ability to affect those returns through its power over the entity.

The Company controls Reinet Fund through its 100 per cent holding of the ordinary shares of Reinet Fund. The Company and Reinet Fund operate as an integrated structure whereby the Company currently invests solely into Reinet Fund. No subscriptions or redemptions were made during the year. As at 31 March 2017 and 31 March 2016 there were no capital commitment obligations and no amounts due to Reinet Fund for unsettled purchases.

The change in fair value of Reinet Fund is included in the statement of comprehensive income in 'Net change in the fair value of financial assets at fair value through profit or loss'.

#### 3.3 FOREIGN CURRENCY TRANSLATION

#### 3.3.1 Functional and presentation currency

The performance of the Company is measured and reported to the investors in euro. The General Partner considers the euro as the currency which is most appropriate for the representation of the Company's results. The financial statements are presented in euro. The euro is the Company's functional and presentation currency.

#### 3.3.2 Transactions and balances

Foreign currency transactions are translated into the functional currency using the exchange rates prevailing at the dates of the transactions. Foreign currency assets and liabilities are translated into the functional currency using the exchange rate prevailing at the balance sheet date.

Where assets and liabilities are denominated in a currency other than the functional currency of the entity that holds such assets and liabilities, foreign exchange gains and losses arising from translation are included in the statement of comprehensive income.

Foreign exchange gains and losses relating to cash and cash equivalents, if any, are included in the statement of comprehensive income.

Foreign exchange gains and losses relating to the financial assets carried at fair value through profit or loss are presented in the statement of comprehensive income within 'Net change in the fair value of financial assets at fair value through profit or loss'.

#### 3.4 SEGMENT REPORTING

The Company's only segment is considered its investment in Reinet Fund. Segments within Reinet Fund are reported in a manner consistent with the internal reporting provided by the Fund Manager in respect of Reinet Fund. The Fund Manager is the chief operating decision maker and is responsible for allocating resources and assessing performance of the segments.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS CONTINUED

#### 3.5 NON-IFRS DISCLOSURES

In the reporting of financial information, the Company uses certain measures that are not required under IFRS.

Due to the secondary listing of the Company on the JSE, the Company is required to present 'headline' earnings per share and diluted 'headline' earnings per share, as alternative measures of earnings per share, calculated in accordance with Circular 2/2013 'Headline Earnings' issued by the South African Institute of Chartered Accountants. This is presented on page 60.

#### 3.6 FINANCIAL ASSETS AT FAIR VALUE THROUGH PROFIT OR LOSS

#### 3.6.1 Classification

The Company classifies its investment in Reinet Fund as a financial asset held at fair value through profit or loss within the following sub-category: Financial assets and liabilities designated at fair value through profit or loss at inception. Financial assets designated at fair value through profit or loss at inception are financial instruments that are not classified as held for trading but are managed, and their performance is evaluated on a fair value basis in accordance with the Company's investment strategy.

Current assets are those which are expected to fall due, be receivable or realised within 12 months from the balance sheet date. Noncurrent assets are those where no realisation is currently expected within a 12-month time period from the balance sheet date.

## 3.6.2 Recognition, derecognition and measurement

Regular purchases and sales of investments are recognised on the trade date - the date on which the Company commits to purchase or sell the investment. Financial assets held at fair value through profit or loss are initially recognised at fair value. Transaction costs are expensed as incurred in the statement of comprehensive income.

Financial assets are derecognised when the rights to receive cash flows from the investments have expired or the Company has transferred substantially all risks and rewards of ownership. Where the Company is in the process of restructuring the ownership of an asset, amounts which are to be sold to third parties and where a signed contract of sale exists, are included as assets held for sale.

Subsequent to initial recognition, financial assets held at fair value through profit or loss are measured at fair value. Gains and losses arising from changes in the fair value of the financial assets held at fair value through profit or loss category are presented in the statement of comprehensive income within 'Net change in the fair value of financial assets at fair value through profit or loss' in the period in which they arise.

Dividend income from financial assets held at fair value through profit or loss is recognised in the statement of comprehensive income when the Company's right to receive payments is established.

#### 3.6.3 Fair value estimation

The net asset value of Reinet Fund is determined by the Fund Manager. The Company's policy requires the Fund Manager to evaluate the information about Reinet Fund's financial assets and liabilities on a fair value basis together with other related financial information. The General Partner considers the net asset value of Reinet Fund as determined by the Fund Manager, according to the principles outlined in the next paragraph, to be the best estimate of fair value.

In calculating the fair value of the assets and liabilities held by Reinet Fund, the fair value of financial assets traded in active markets (such as publicly traded securities) are based on quoted market prices at the balance sheet date. The quoted market price used for financial assets is the closing bid price. The fair value of financial assets that are not traded in an active market is determined by the Fund Manager using valuation techniques in accordance with International Private Equity and Venture Capital Association guidelines. The Fund Manager uses a variety of valuation methods in each case considered to be most appropriate to the assets concerned. Where necessary, valuations are obtained by the Fund Manager from third-party experts to support the valuations being used in the financial statements. Valuation techniques used include the use of comparable recent arm's-length transactions, reference to other instruments that have substantially the same characteristics, discounted cash flow analysis, option pricing models and other valuation techniques commonly used by market participants making the maximum use of market inputs and relying as little as possible on entity-specific inputs. For recent investments in unquoted investments, cost may be considered to be the best estimate of fair value (in accordance with the most recent International Private Equity and Venture Capital Association guidelines), for a limited period after the date of the transaction and in the absence of any indications to the contrary.

#### 3.7 CASH AND CASH EQUIVALENTS

Cash and cash equivalents includes cash on hand, deposits held at call with banks, other short-term highly liquid investments with original maturities of three months or less and bank overdrafts.

### 3.8 RECEIVABLES

Receivables are carried at fair value.

#### 3.9 ACCRUED EXPENSES

Accrued expenses are recognised at fair value.

## 3.10 TAXATION

The Company is registered in Luxembourg and is subject to corporate tax as determined by Luxembourg law.

Reinet Fund may incur withholding taxes imposed by certain countries on investment income and capital gains. Such tax on income or gains is recorded within the fair value of the Company's investment in Reinet Fund.

#### 4. FINANCIAL ASSETS HELD AT FAIR VALUE THROUGH PROFIT OR LOSS

	31 March	31 March
	2017	2016
	€m	€ m
Financial assets held at fair value through profit or loss:		
<ul> <li>Unlisted investments – Reinet Fund</li> </ul>	6 004	5 221
Total financial assets at fair value through profit or loss	6 004	5 221
Net changes in fair value on financial assets at fair value through profit or loss:		
- Realised	_	_
- Unrealised	783	143
Total	783	143

The investment held is in Reinet Fund, which is considered to be a related party of the Company. Also refer to note 13 for related party disclosures.

The following table presents the movement of the investments held by Reinet Fund for the year ended 31 March 2017:

					Movement	
	0 .			Realised	in unrealised	Closing
	Opening balance	Purchases/	Sale	gains or	gains or	balance 31 March
Assets held at fair value through	1 April 2016	(repayments)	proceeds	(losses) in the year	(losses) in the year <sup>(1)</sup>	2017
profit or loss	1 Apin 2010 € m	(repayments) € m	Proceeds € m	in the year € m	fir the year	2017 € m
Listed investments						
British American Tobacco p.l.c. ('BAT')	3 512	_	_	_	737	4 249
SPDR Gold Shares ('GLD')	24	_	_	_	2	26
Selecta Biosciences, Inc.	_	4	_	_	1	5
Unlisted investments						
Pension Insurance Corporation Group						
Limited ('Pension Corporation')	920	179	_	_	76	1 175
Trilantic Capital Partners	143	35	(17)	13	28	202
36 South macro/volatility funds	62	(1)	_	_	(12)	49
Asian private equity and portfolio funds	155	3	(3)	_	27	182
Specialised investment funds <sup>(2)</sup>	300	36	_	_	11	347
United States land development						
and mortgages	164	13	_	_	(23)	154
Diamond interests	59	(8)	_	_	5	56
Other investments <sup>(2)</sup>	77	3	_	_	(16)	64
	5 416	264	(20)	13	836	6 509
Cash and liquid funds	379					360
Other assets and liabilities	(574)				_	(865)
Total	5 221					6 004

<sup>(1)</sup> Unrealised gains or (losses) in the year includes accrued interest income from investments.
(2) The investment in Renshaw Bay advisory and management company is now included in 'Other investments'; the investments in JPS Credit Opportunities Fund and GAM Real Estate Finance Fund are now included in 'Specialised investment funds'. Comparative figures have been updated accordingly.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS CONTINUED

The following table presents the movement of the investments held by Reinet Fund for the year ended 31 March 2016:

					Movement in	
	Opening			Realised	unrealised	Closing
	balance			gains or	gains or	balance
	1 April	Purchases/	Sale	(losses)	(losses)	31 March
	2015	(repayments)	proceeds	in the year	in the year <sup>(1)</sup>	2016
Assets held at fair value through profit or loss	€ m	€ m	€ m	€ m	€ m	€ m
Listed investments						
BAT	3 579	_	(307)	178	62	3 512
<ul> <li>shares sold during the year<sup>(2)</sup></li> </ul>	301	_	(307)	178	(172)	_
<ul> <li>shares held at year-end</li> </ul>	3 278	_	_	_	234	3 512
GLD	_	22	_	_	2	24
Unlisted investments						
Pension Corporation	907	_	_	_	13	920
Trilantic Capital Partners	231	13	(99)	75	(77)	143
36 South macro/volatility funds	77	_	_	_	(15)	62
Asian private equity and portfolio funds(3)	164	11	(8)	3	(15)	155
Specialised investment funds(3)(4)	373	8	(43)	(5)	(33)	300
United States land development						
and mortgages	207	16	_	_	(59)	164
Diamond interests	92	(12)	_	_	(21)	59
Other investments <sup>(4)</sup>	44	58	_	_	(25)	77
	5 674	116	(457)	251	(168)	5 416
Cash and liquid funds	76					379
Other assets and liabilities	(672)					(574)
Total	5 078					5 221

<sup>(1)</sup> Unrealised gains or (losses) in the year includes accrued interest income from investments.

#### 5. FINANCIAL RISKS

#### 5.1 FINANCIAL RISK FACTORS

The Company has a sole investment in Reinet Fund, therefore the General Partner of the Company relies on the risk management procedures performed by the Fund Manager, and thus the risk management disclosures set out below are at the level of Reinet Fund.

The Company, through its investment in Reinet Fund, is exposed to a variety of financial risks including market risk (ie currency risk, fair value interest rate risk, cash flow interest rate risk and price risk), credit risk and liquidity risk.

The Fund Manager seeks to maximise the returns derived for the level of risk to which Reinet Fund is exposed and seeks to minimise

potential adverse effects on financial performance. Reinet Fund's investment policy allows it to use derivative financial instruments to both moderate and create certain risk exposures. All investments present a risk of loss of capital. The management of these risks is carried out by the Fund Manager.

Reinet Fund will use different methods to measure and manage the various types of risk to which it is exposed; these methods are explained on the following pages. There have been no changes in the methods used in the year under review.

<sup>(2)</sup> The reversal of the unrealised gain on shares sold represents the unrealised gain as at 1 April 2015 on the 6.25 million BAT shares sold during the year ended 31 March 2016.

<sup>(3)</sup> The investment in GEMS is now included in 'Specialised investment funds'.

<sup>(4)</sup> The investment in Renshaw Bay advisory and management company is now included in 'Other investments'; the investments in JPS Credit Opportunities Fund and GAM Real Estate Finance Fund are now included in 'Specialised investment funds'. Comparative figures have been updated accordingly.

5.1.1 Market risk  $Reinet\ Fund-Financial\ assets\ and\ liabilities\ subject\ to\ market\ risks$ 

			Foreign	
			exchange	Interest
	Total	Price risk	risk	rate risk
31 March 2017	€ m	€m	€m	€m
Assets				
Listed equity securities	4 280	4 280	4 280	-
Unlisted equity securities and funds	2 044	2 044	1 920	-
Loans and interest receivable	185	_	178	185
	6 509	6 324	6 378	185
Derivative financial instruments	29	29	29	29
Cash and cash equivalents	360	_	353	_
Total assets	6 898	6 353	6 760	214
Liabilities				
Derivative financial instruments	(3)	_	(3)	_
Borrowings	(813)	_	(813)	(813)
	(816)	_	(816)	(813)
Other assets and liabilities	(78)	_	(29)	_
Total liabilities	(894)	_	(845)	(813)
Total investment in Reinet Fund	6 004		(015)	(010)
			Foreign	
			exchange	Interest
	Total	Price risk	risk	rate risk
31 March 2016	€ m	€ m	€ m	€ m
Assets				
Listed equity securities	3 536	3 536	3 536	_
Unlisted equity securities and funds	1 684	1 684	1 545	_
Loans and interest receivable	196	_	188	196
	5 416	5 220	5 269	196
Derivative financial instruments	2	_	2	_
Cash and cash equivalents	379	_	372	_
Total assets	5 797	5 220	5 643	196
Liabilities				
Derivative financial instruments	(80)	(80)	(80)	(80)
Borrowings	(417)	(00)	(417)	(417)
Dononingo	(497)	(80)	(497)	(497)
Other assets and liabilities	(79)	(80)	(26)	(1)/)
Total liabilities	(576)	(80)	(523)	(497)
TOTAL HAVIIICO				
Total investment in Reinet Fund	5 221	(==)	()23)	(->//

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS CONTINUED

#### 5.1.1.1 Price risk

Reinet Fund is exposed to price risk. This arises from the investments held by Reinet Fund for which prices in the future are uncertain. The fair value of listed securities is dependent upon stock exchange movements which are determined by the market's expectations reflecting interest rates, sentiment, volatility, currency and other factors both specific to each investment and those affecting the market as a whole. Investments in venture capital and start-up projects will also tend to have higher price volatility than more mature investments.

Where non-monetary financial instruments are denominated in currencies other than the euro, the price initially expressed in foreign currency and then converted into euro will also fluctuate because of changes in foreign exchange rates. Note 5.1.1.2 'Foreign exchange risk' sets out how this component of price risk is managed and measured.

Reinet Fund's policy is to manage price risk through diversification and selection of securities and other financial instruments. It is expected that this diversification policy will be implemented on a measured basis, over a period of time.

At 31 March 2017, Reinet Fund's exposure to price risk in respect of long-term assets and liabilities was as follows:

	31 March	31 March
	2017	2016
	€m	€ m
Listed equity securities		
– BAT	4 249	3 512
- GLD	26	24
– Selecta Biosciences, Inc.	5	_
Unlisted equity securities and funds		
– Pension Corporation	1 175	920
- Others	869	764
	6 324	5 220
Derivative financial assets/(liabilities)	29	(80)
Total exposure to price risk	6 353	5 140

During the years ended 31 March 2017 and 31 March 2016, Reinet Fund's exposure to various industry sectors was principally in respect of its indirect investments held in BAT and Pension Corporation. This represented some 90 per cent of the net asset value of Reinet Fund as at 31 March 2017 (31 March 2016: 85 per cent).

The table below summarises the sensitivity of Reinet Fund's assets to price movements as at 31 March 2017 and 31 March 2016.

The analysis is based on the assumption that prices would increase or decrease by 10 per cent with all other variables held constant. The 10 per cent change is based on a reasonable possible change in the fair value of the investments held as at 31 March 2017.

	31 March	31 March
	2017	2016
Effect of a 10 per cent increase in prices	€ m	€ m
Effect on equity securities and funds	632	522
Effect on derivative financial instruments	(9)	(55)
Effect on net assets	623	467
	31 March	31 March
	2017	2016
Effect of a 10 per cent decrease in prices	€m	€ m
Effect on equity securities and funds	(632)	(522)
Effect on derivative financial instruments	13	43
Effect on net assets	(619)	(479)

The analysis above indicates that a 10 per cent increase or decrease in the value of the BAT shares underlying the derivative financial instruments will have a significant impact on the value of the derivative liability (please refer to note 5.1.3 for a detailed description of the derivative). The fair value of the derivative liability will generally move in the opposite direction to the movement in the underlying BAT shares.

#### 5.1.1.2 Foreign exchange risk

Reinet Fund operates internationally and holds both monetary and non-monetary assets denominated in currencies other than the euro, primarily the US dollar, sterling and South African rand. Foreign currency risk, as defined in IFRS 7, arises as the value of future transactions, recognised monetary assets and monetary liabilities denominated in other currencies fluctuate due to changes in foreign exchange rates. IFRS 7 considers the foreign exchange exposure relating to non-monetary assets and liabilities to be a component of market price risk not foreign currency risk. The Fund Manager, however, monitors the exposure on all foreign currency denominated assets and liabilities, and hence, the table below has been analysed between monetary and non-monetary items to meet the requirements of IFRS 7.

Reinet Fund's policy is currently to minimise its exposure to monetary foreign exchange movements on liquid funds by holding such liquid funds in euro and sterling where there are corresponding sterling liabilities. That policy may change to reflect the Fund Manager's view as to the likely development of foreign exchange rates in the mediumterm or to take account of requirements for funds for investment purposes in currencies other than the euro. Where appropriate, Reinet Fund may enter into foreign exchange hedging transactions.

During the year, Reinet Fund entered into a forward exchange contract to sell ZAR 480 million. The exposure to the South African rand and sterling has also been partially hedged by borrowings in these currencies.

When the Fund Manager formulates a view on the future direction of foreign exchange rates and the potential impact on Reinet Fund, the Fund Manager factors that into its resource allocation decisions. While Reinet Fund may have direct exposure to foreign exchange rate changes on the price of non-euro denominated securities, it may also be indirectly affected by the impact of foreign exchange rate changes on the earnings of certain companies in which it invests, most notably BAT and Pension Corporation. For that reason, the sensitivity analysis will not necessarily indicate the total effect on Reinet Fund's net assets of future movements in foreign exchange rates.

Reinet Fund has certain investments in foreign operations, whose net assets are exposed to foreign currency translation risk. Where appropriate, borrowings in foreign currencies may be used as a natural hedge of foreign currency assets. Currency exposure arising from the net assets of the foreign operations is managed where considered necessary through borrowings denominated in the relevant foreign currencies.

The table below summarises Reinet Fund's assets and liabilities by currency.

	GBP		EUR		USD		Z	\R
Concentration of								
assets and liabilities	2017	2016	2017	2016	2017	2016	2017	2016
by currency	€ m	€ m	€ m	€ m	€ m	€ m	€m	€ m
Assets								
Monetary assets	327	339	7	7	26	33	_	_
Non-monetary assets	5 559	4 557	131	149	790	652	58	60
Liabilities								
Monetary liabilities	(782)	(391)	(49)	(53)	(29)	(26)	(31)	(26)
Non-monetary liabilities	_	(80)	_	_	_	_	(3)	_

The Fund Manager monitors Reinet Fund's foreign exchange exposure on a weekly basis and the Board of Directors of the Fund Manager reviews it at each meeting.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS CONTINUED

The table below summarises the sensitivity of Reinet Fund's assets and liabilities to changes in foreign exchange movements at 31 March 2017 and 31 March 2016. The analysis is based on the assumptions that the relevant foreign exchange rate increased/decreased by 10 per cent to the euro, with all other variables held constant. This increase or decrease in the net assets attributable to shareholders arises mainly from a change in the fair value of UK equities, notably the investments held in BAT and Pension Corporation, and other investments denominated in US dollar that are classified as financial assets held at fair value through profit or loss.

	31 March	31 March
	2017	2016
	Increase or	Increase or
	decrease	decrease
Movement in each currency against euro	€m	€ m
Sterling		
Monetary	45	5
Non-monetary	556	450
US dollar		
Monetary	_	1
Non-monetary	79	65

Applying current year exchange rates to the March 2016 assets and liabilities would have resulted in a decrease in value of some € 243 million, of which some € 293 million relates to the weakening of sterling against the euro, offset by some € 50 million relating to the strengthening of the US dollar, and the South African rand against the euro.

#### 5.1.1.3 Interest rate risk

Interest rate risk arises from the effects of fluctuations in the prevailing levels of market interest rates on the fair value of financial assets and liabilities and future cash flows. Reinet Fund holds fixed interest loans and has long-term borrowings that expose it to fair value interest rate risk.

As at 31 March 2017, Reinet Fund held financial assets with fixed interest rates amounting to € 149 million (31 March 2016: € 156 million) and with variable interest rates amounting to € 36 million (31 March 2016: € 40 million).

In respect of financial assets with variable interest rates, a movement in interest rates of 100 basis points, with all other variables held constant, would result in an impact on operating results of € 0.4 million at 31 March 2017 (31 March 2016: € 0.4 million).

Borrowings at variable rates expose Reinet Fund to cash flow interest rate risk, this is partly offset by cash and financial assets held at variable rates. Borrowings at variable rates amounted to € 31 million at 31 March 2017 (31 March 2016: € 26 million).

. . . . .

In respect of borrowings with variable interest rates, a movement in interest rates of 100 basis points, with all other variables held constant, would result in an impact on operating results of € 0.3 million at 31 March 2017 (31 March 2016: € 0.3 million).

Changes in interest rates affect the fair value of fixed interest financial assets and liabilities. A change in interest rates of 100 basis points would increase/decrease the fair value by € 25 million at 31 March 2017 (31 March 2016: € 5 million).

Reinet Fund may also be indirectly affected by the impact of interest rate changes on the earnings of its investments and the impact on the investment valuations that use interest rates as an input in the valuation model. The sensitivity analysis may not indicate the total effect on the movement in these interest rates.

The Fund Manager monitors Reinet Fund's overall interest rate sensitivity on a regular basis.

#### 5.1.2 Credit risk

Reinet Fund is exposed to credit risk, which is the risk that a counterparty will be unable to pay amounts in full when they fall due.

The main credit risk to which Reinet Fund is exposed arises from bank deposits, bonds, loans to third parties and borrowings where Reinet Fund's assets are pledged in favour of a third party. Reinet Fund is also exposed to counterparty credit risk on other receivable balances.

Reinet Fund's policy to manage this risk is to place funds only with banks which have strong credit ratings.

The analysis below summarises the credit quality of Reinet Fund's cash and liquid funds.

31 March 2017		31 March 2016		
Banks by rating category (Moody's)	€m	%	€ m	%
Aa2	178	49	125	32
Aa3	111	31	127	34
A3	71	20	_	_
Baa1	_	_	127	34
Total	360	100	379	100

In addition, Reinet Fund has the following investments and receivables that are exposed to credit risk:

	31 March 2017		31 March 2	016
	€ m	%	€ m	%
Loans to private equity interests at fair value	185	86	196	99
Derivative instruments	29	14	2	1
Total	214	100	198	100

Investments in loans are reviewed periodically and revalued where necessary. The loans are neither rated nor listed.

All transactions in listed securities are settled/paid for upon delivery using approved brokers. The risk of default is considered minimal, as delivery of securities sold is only made once the broker has received payment. Payment is made on a purchase once the securities have been received by the broker. The trade will fail if either party fails to meet its obligation.

#### 5.1.3 Liquidity risk

Liquidity risk is the risk that Reinet Fund may not be able to generate sufficient cash resources to settle its obligations in full as they fall due or can only do so on terms that are materially disadvantageous. The Fund Manager monitors Reinet Fund's liquidity position on a daily basis.

In March 2011, a loan of ZAR 443.4 million was obtained from Rand Merchant Bank in South Africa. The loan is repayable in March 2018 but can be prepaid at any time without penalty from own resources at Reinet Fund's option.

In February 2017, a loan of £ 500 million was obtained from Merrill Lynch International. The loan is for a five-year period and secured by a pledge over a part of Reinet Fund's holding of BAT shares. In conjunction with the loan, a put option transaction was entered into with Merrill Lynch International. The net outstanding premium of € 90 million (£ 77 million) at 31 March 2017 in respect of the put option transaction is also due to Merrill Lynch International.

Reinet Fund has secured additional borrowing facilities which will permit it to draw the equivalent of up to £ 250 million in a combination of currencies to fund further investment commitments. As at 31 March 2017 Reinet Fund has drawn £ 85 million of these facilities, repayable within 6 months.

As at 31 March 2017, 34 per cent of Reinet Fund's invested assets are not actively traded on a stock exchange. Reinet Fund's listed investment in BAT is considered readily realisable as its shares are traded with significant daily volumes on the London Stock Exchange.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS CONTINUED

The table below shows the contractual undiscounted cash flows in respect of borrowings and interest thereon.

	31 March					
	2017	2018	2019	2020	2021	2022
Payments due at 31 March 2017	€m	€m	€ m	€m	€m	€m
Borrowings ZAR 443.4 million	_	34	_	-	_	_
Borrowings GBP 85 million	_	101	_	_	_	_
Borrowings GBP 579 million	_	25	25	25	25	612
Payments due at 31 March 2016						
Borrowings ZAR 443.4 million	2	28	_	_	_	_
Borrowings GBP 300 million	396	_	_	_	_	_

#### 5.2 CAPITAL RISK MANAGEMENT

The Company's principal objective when managing capital is to safeguard its ability to continue as a going concern in order to provide returns for shareholders and benefits for other stakeholders and to maintain a strong capital base to support the development of its investment activities.

Capital is comprised of share capital, share premium, nondistributable reserves and retained earnings.

Reinet Fund is required to maintain its net asset value (capital) in excess of € 1 billion in respect of its borrowing from a bank. Reinet Fund is not subject to any other externally imposed capital requirements other than any minimum capital requirement imposed by applicable laws and regulations (currently a minimum capital of € 1 250 000 is required by law).

During the year, Reinet Fund complied with the above requirement and reported a net asset value of € 6 004 million as at 31 March 2017 (31 March 2016: € 5 221 million).

During the year under review, a dividend of some € 32 million (31 March 2016: € 31 million) was paid to shareholders, there have been no other changes in capital in the year other than profits generated in the ordinary course of business.

#### 5.3 FAIR VALUE ESTIMATION

The Company and Reinet Fund have established a control framework with respect to the measurement of fair values. This includes a valuation role that is responsible for co-ordinating all significant fair value measurements, including level 3 fair values, and reports directly to the Chief Financial Officer ('CFO').

Where necessary, independent external valuation experts may be engaged to assist in the assessment of the fair value of those investments where market observable data is limited.

A review is carried out on a quarterly basis of all fair values based on latest available financial information. The CFO reviews significant unobservable inputs and valuation adjustments.

Consideration is also given to the classification of each investment into the fair value hierarchy to reflect the level of judgement involved in estimating fair values. Where a transfer between levels is required in the reporting period, the transfer is deemed to have occurred at the beginning of the reporting period.

All investment valuations, including significant valuation issues are reported to the Board of Overseers and the Board of Directors of the Fund Manager and General Partner on a quarterly basis.

In accordance with IFRS 13 the Company classifies fair value measurements using a fair value hierarchy that reflects the significance of the inputs used in making the measurements. The fair value hierarchy has the following levels:

- Quoted prices (unadjusted) in active markets for identical assets (level 1);
- Inputs other than quoted prices included within level 1 that are observable for the asset, either directly (that is, as prices) or indirectly (that is, derived from prices) (level 2); and
- Inputs for the assets that are not based on observable market data (that is, unobservable inputs) (level 3).

The level in the fair value hierarchy within which the fair value measurement is categorised in its entirety is determined on the

basis of the lowest level input that is significant to the fair value measurement in its entirety. For this purpose, the significance of an input is assessed against the fair value measurement in its entirety. If a fair value measurement uses observable inputs that require significant adjustment based on unobservable inputs, that measurement is a level 3 measurement. Assessing the significance of a particular input to the fair value measurement in its entirety requires judgement, considering factors specific to the asset or liability.

The determination of what constitutes 'observable' requires significant judgement. The Company considers observable data to be market data that is readily available, regularly distributed or updated, reliable and verifiable, not proprietary, and provided by independent sources that are actively involved in the relevant market.

The following table analyses, within the fair value hierarchy, the Company's financial assets and liabilities measured at fair value at 31 March 2017 and 31 March 2016:

21.14   1.2017	Level 1	Level 2	Level 3	Total
31 March 2017	€ m	€ m	€ m	€ m
Assets				
Financial assets designated at fair value through profit or loss:				
- Investment in Reinet Fund	_	_	6 004	6 004
Total financial assets	_	_	6 004	6 004
31 March 2016				
Assets			'	
Financial assets designated at fair value through profit or loss:				
– Investment in Reinet Fund		_	5 221	5 221
Total financial assets	_	_	5 221	5 221

The Company had no transfers between level 2 and level 3 during the year.

The following table presents the movement in level 3 investments for the Company for the years ended 31 March 2017 and 31 March 2016:

	31 March	31 March
	2017	2016
	€ m	€ m
Opening balance	5 221	5 078
Gains and losses recognised in profit or loss	783	143
Closing balance	6 004	5 221

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS CONTINUED

The following tables analyse, within the fair value hierarchy, Reinet Fund's financial assets and liabilities measured at fair value at 31 March 2017 and 31 March 2016:

	Level 1	Level 2	Level 3	Total
31 March 2017	€m	€m	€m	€m
Assets				
Financial assets designated at fair value through profit or loss:				
– Equity securities and funds	4 280	211	1 833	6 324
– Loans	_	_	185	185
Derivative financial instruments		29		29
Total financial assets	4 280	240	2 018	6 538
Liabilities				
Derivative financial instruments	_	(3)	_	(3)
Borrowings	_	(712)		(712)
Total financial liabilities		(715)		(715)
N. C 1				£ 022
Net financial assets				5 823
Non-financial assets/(liabilities)				181
Reinet Fund net asset value				6 004
	Level 1	Level 2	Level 3	Total
31 March 2016	€ m	€ m	€ m	€ m
Assets				
Financial assets designated at fair value through profit or loss:				
- Equity securities and funds	3 536	198	1 486	5 220
- Loans	_	_	196	196
Derivative financial instruments	_	2	_	2
Total financial assets	3 536	200	1 682	5 418
Liabilities				
Derivative financial instruments	_	(80)	_	(80)
Borrowings		(417)		(417)
Total financial liabilities	_	(497)		(497)
				,
Net financial assets				4 921
Non-financial assets/(liabilities)				300
Reinet Fund net asset value				5 221

Investments whose values are based on quoted market prices in active markets, and therefore classified within level 1, include active listed equities. Reinet Fund does not adjust the quoted price for these instruments.

Financial instruments that trade in markets that are not considered to be active but are valued based on quoted market prices, dealer quotations or alternative pricing sources supported by observable inputs, as well as open-ended funds are classified within level 2. As level 2 investments include positions that are not traded in active markets and/or are subject to transfer restrictions, valuations may be adjusted to reflect illiquidity and/or non-transferability, which are generally based on available market information.

Investments classified within level 3 have significant unobservable inputs, as they trade infrequently. Level 3 instruments include the Company's investment in Reinet Fund, which in turn includes investments in unlisted equities, private equity funds and loans. As observable prices are not available for these investments, Reinet Fund has used fair values obtained from audited and unaudited financial statements provided by fund managers, valuations obtained from third-party experts using appropriate valuation methods and discounted cash flow analyses to derive fair values.

As noted in 5.1.1.1 Reinet Fund holds shares in BAT. BAT shares are listed on the London Stock Exchange and movements in the share price could have a significant effect on the value of Reinet Fund.

#### Sensitivity of level 3 investments

Level 3 valuations are reviewed on a regular basis by the Board of Overseers, who consider the appropriateness of the valuation models used, as well as the results using various valuation techniques generally recognised as standard within the fund industry.

Unobservable inputs and the resulting estimated fair values are based on the best information available at each reporting date. Changes in fair values due to updated inputs and new information will be recorded in the period in which they occur. Given the nature

of the investments and their underlying risks and uncertainties there is a wide range of potential outcomes in respect of these estimated fair values which may vary significantly from the fair value figures presented.

The table below summarises for each of Reinet Fund's significant level 3 investments the valuation methodology used and any significant unobservable inputs used in calculating the value of the investment as of 31 March 2017. The table is not intended to be all-inclusive, but rather provides information which Reinet Fund regards as significant in respect of unobservable inputs and their sensitivity to reasonable change.

Unlisted investments	Fair value at 31 March 2017 € m	Primary valuation technique	Unobservable inputs	Range (weighted average)	Reasonable possible change +/- (absolute value) <sup>(1)</sup> € m
Pension Corporation	1 175	Market comparable companies <sup>(2)</sup>	Market multiples	1.08 - 0.88 (0.98)	+117/-117
			Discount	5% – 15% (10%)	+65/-65
Trilantic Capital Partners	202	Net asset value <sup>(3)</sup>	n/a	n/a	n/a
36 South macro/volatility funds	7	Discounted cash flow	n/a	n/a	Not material
Asian private equity and portfolio funds	136	Net asset value <sup>(3)</sup>	n/a	n/a	n/a
Specialised investment funds	203	Net asset value <sup>(3)</sup>	n/a	n/a	n/a
	21	Recent financing round	Discount rate	n/a	Not material
United States land development and mortgages	154	Discounted cash flow <sup>(4)</sup>	Discount rate	8% – 25% (15.2%)	+20/-15
Diamond interests including receivables from third parties	56	Discounted cash flow <sup>(5)</sup>	Discount rate	15.9% – 23.4% (19.6%)	Not material
Other investments	64	Net asset value(3)	n/a	n/a	n/a
Total	2 018		-		

<sup>(1)</sup> The reasonable possible change is calculated based on the range of unobservable inputs indicated in the table and is only an indication of the sensitivity of such inputs. A larger change in value could arise as a result of other factors which may occur after the reporting date.

<sup>(2)</sup> The market multiples for the peer group were considered and used as a basis in calculating the estimated fair value of the investment. A discount of 10 per cent was applied to recognise in part the lack of liquidity in the unlisted shares. A movement of 5 per cent has been applied for calculating the reasonable possible change for this factor, as this is deemed as a reasonable market movement by management. This investment has also been reviewed by a third-party valuation expert.

<sup>(3)</sup> Reinet Fund has relied upon the latest available net asset value data provided by investment/fund managers. No sensitivity analysis has been performed on the underlying data as no significant unobservable input has been identified at the level of Reinet Fund.

<sup>(4)</sup> Included in this investment are US land lots and properties which have been valued at 31 December 2016 by an independent real estate appraiser and on a discounted cash flow approach. Mortgage loans receivable and mortgages payable have been valued using a discounted cash flow approach. Discount rates in the range of 8 per cent to 25 per cent have been applied in determining the fair values of the mortgages based on the level of risk and estimated timing of repayment. Changes in land values would also affect the value of the investment.

(5) Reinet Fund has relied upon cash flows provided by local management as at 31 March 2017. These cash flows could be affected by a range of variables including changes in diamond prices,

<sup>(5)</sup> Reinet Fund has relied upon cash flows provided by local management as at 31 March 2017. These cash flows could be affected by a range of variables including changes in diamond prices, foreign exchange rates, inflation, processing capacity and many other variables which can best be determined by management of the underlying entities. The discounted cash flow used by Reinet Fund in determining the fair value applies discounts in the range of 15.9 per cent and 23.4 per cent to take account of the risks and variables described above.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS CONTINUED

## 6. CRITICAL ACCOUNTING ESTIMATES AND JUDGEMENTS

#### **6.1 CRITICAL ACCOUNTING ESTIMATES** AND ASSUMPTIONS

The General Partner, must make estimates and assumptions concerning the future. The resulting accounting estimates will, by definition, seldom equal the related actual results. The estimates and assumptions that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year are addressed below.

### Fair value of unquoted investments

The Company holds an investment in Reinet Fund. The value of Reinet Fund is determined by the Fund Manager who applies various valuation techniques in valuing the underlying assets. The General Partner considers the net asset value of Reinet Fund as determined by the Fund Manager to be the fair value.

The fair value of investments not quoted in an active market may be determined by the Fund Manager using reputable pricing sources (such as pricing agencies) or indicative prices from bond/ debt market makers. Broker quotes as obtained from the pricing sources may be indicative and not executable or binding. The Fund Manager exercises judgement and estimates on the quantity and quality of pricing sources used. Where no market data is available, the Fund Manager may value positions using its own models, which are based on valuation methods and techniques generally recognised as standard within the industry. The inputs into these models are primarily earnings multiples and discounted cash flows. The models used to determine fair values are validated and periodically reviewed by personnel independent of the party that created them. The models used for private equity securities are based mainly on earnings multiples, adjusted for lack of marketability and control premiums. The models used for debt securities are based on the net present value of estimated future cash flows, adjusted as appropriate for liquidity, and credit and market risk factors.

Models use observable data to the extent practicable. However, areas such as credit risk (both own and counterparty), volatilities and correlations require management to make estimates. Changes in assumptions about these factors could affect the reported fair value of financial instruments.

The determination of what constitutes 'observable' requires significant judgement by the Fund Manager. The Fund Manager considers observable data to be market data that is readily available, regularly distributed or updated, reliable and verifiable, not proprietary, and provided by independent sources that are actively involved in the relevant market.

#### Taxation

Subsidiaries of Reinet Fund are subject to income taxes in several jurisdictions. Significant judgement is required in determining the worldwide provision for income taxes. There are transactions and calculations for which the ultimate tax determination is uncertain. Reinet Fund recognises liabilities for anticipated tax payments using estimates of the amount of taxes due. Where the final outcome is different from the amounts that were initially recorded, such differences will impact the current and deferred income tax assets and liabilities in the period in which such determination is made.

#### **6.2 CRITICAL JUDGEMENTS**

#### Functional currency

The General Partner considers the euro to be the currency that most appropriately represents the economic effect of the underlying transactions, events and conditions. The euro is the currency in which Reinet Fund measures its performance and reports its results.

### Investment entity

The Company has multiple investors and owns the entire ordinary share capital of Reinet Fund. The Company is exposed to variable returns from changes in the fair value of Reinet Fund's net assets.

Although the Company does not have multiple investments, the General Partner believes that the Company can be classified as an investment entity due to the fact that it was formed to give its shareholders exposure to the underlying assets held by Reinet Fund. In that respect it is to be noted that an investment entity may hold a portfolio of investments directly or indirectly, for example by holding a single investment in another investment entity that itself holds several investments. The Company's investments are all held through Reinet Fund.

The Fund Manager further deems Reinet Fund to meet the definition of an investment entity.

#### 7. SEGMENT INFORMATION

Due to the Company's sole investment in Reinet Fund, the General Partner of the Company relies on the segment analysis performed by the Fund Manager.

The Fund Manager makes the strategic resource allocations on behalf of Reinet Fund according to its investment portfolio as disclosed in note 4.

### 8. SHARE CAPITAL

	31 March	31 March
	2017	2016
Ordinary share capital	€ m	€ m
Issued capital		
195 941 286 ordinary shares issued and fully paid	220	220

The ordinary shares confer on the shareholder the entitlement to participate in and to vote at meetings of shareholders, with each share carrying the right to one vote. Each share also entitles each shareholder to receive a proportionate share of any dividend that the Company may declare and a proportionate share of the net assets of the Company on liquidation. The liability of shareholders is limited to the amount of their investment in the Company.

The relevant movements in the capital are shown on the statement of changes in equity.

The ordinary shares are listed on the Luxembourg Stock Exchange.

	31 March	31 March
	2017	2016
Management share capital	€ 000's	€ 000's
Issued capital		
1 000 shares issued and fully paid	1	1

The management shares are held by the General Partner and confer the same rights with regard to voting, dividends and the distribution of assets on liquidation as the ordinary shares. In addition, as the holder of management shares, the General Partner has broad powers to manage the Company and has unlimited liability for any obligations of the Company that cannot be met from the assets of the Company.

### 9. NON-DISTRIBUTABLE RESERVE

The legal reserve amounting to  $\in$  22 million at 31 March 2017 and 2016 is not available for distribution.

#### 10. AMOUNTS OWED TO AFFILIATED UNDERTAKINGS

The amount payable includes the fee payable to the General Partner of  $\in$  1.2 million and  $\in$  0.8 million due to Reinet Fund at 31 March 2017 (31 March 2016:  $\in$  0.6 million and  $\in$  0.1 million).

### 11. TAX EXPENSE

Under the current laws of Luxembourg, the Company pays corporation tax on profits at rates enacted in Luxembourg. The General Partner does not expect significant taxes to be payable for the current year or in the near future, due to the structure of the Company, dividends declared by the Company being tax deductible, and given that the Company has assessed operating losses available to it at the year-end.

## 12. EARNINGS PER SHARE

Basic earnings per share is calculated by dividing the profit for the year attributable to the shareholders by the weighted average number of shares in issue during the year.

			31 March	31 March
	Realised	Unrealised	2017	2016
	€ m	€m	€ m	€ m
Profit for the year	30	783	813	175
Weighted average number of ordinary shares in issue (millions of shares)	195.9	195.9	195.9	195.9
Earnings per share from profit for the year – basic and diluted (€ per share)	0.15	4.00	4.15	0.89

The Company has not issued any shares or other instruments that are considered to have dilutive potential. There were no movements in the year ended 31 March 2017.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS CONTINUED

The presentation of headline earnings per share, as an alternative measure of earnings per share, is mandated under the JSE Listings Requirements. It is calculated in accordance with Circular 2/2013 'Headline Earnings', as issued by the South African Institute of Chartered Accountants.

	31 March	31 March
Headline earnings per share	2017	2016
Unadjusted earnings per share	€ 4.15	€ 0.89
Headline earnings per share	€ 4.15	€ 0.89

#### 13. RELATED PARTY TRANSACTIONS

The Company has a number of relationships and transactions with related parties, as defined in IAS 24, Related party transactions, all of which are undertaken in the normal course of business.

Parties identified as related parties are:

#### FORMER PARENT COMPANY - COMPAGNIE FINANCIÈRE RICHEMONT SA ('CFR SA')

The Company has identified CFR SA, a public company incorporated in Switzerland, as a related party.

Although the management of the Company is distinct from CFR SA, a number of executives who have management responsibilities for the Company are also employed by a subsidiary of CFR SA. Mr Rupert is also the Chairman of CFR SA.

#### OTHER RELATED PARTIES

The Company has also identified Remgro Limited, a public company incorporated in South Africa, as a related party. Mr Rupert is the Non-Executive Chairman of Remgro Limited.

#### SIGNIFICANT SHAREHOLDERS

Mr Rupert, Chairman of the General Partner and the Fund Manager, is a trustee of the Anton Rupert Trust.

The group of parties regarded as being affiliated to the Anton Rupert Trust includes entities and persons which are not necessarily closely connected with persons discharging managerial responsibilities within the Company, as defined in Article 3 paragraph 1 of the EU Regulation No. 596/2014 on Market Abuse. As a consequence, share dealings by such entities or persons are not disclosed as dealings by connected parties.

Details of shareholdings by the Anton Rupert Trust and parties affiliated with it including certain beneficiaries, together with Mr Rupert in his personal capacity, are as follows:

	31 March 2016	Acquired during the year	Sold during the year	31 March 2017
Number of shares	48 843 684	_	_	48 843 684
		Acquired	Sold	
	31 March	during	during	31 March
	2015	the year	the year	2016
Number of shares	48 527 856	315 828	_	48 843 684

On 16 December 2013, the Public Investment Corporation notified the Company that it held 14.61 per cent of the shares and voting rights in the Company. The Public Investment Corporation previously held 15.49 per cent of the shares.

On 2 February 2011, Allan Gray Limited notified the Company that accounts under its management held the equivalent of 5.01 per cent of the shares and voting rights in the Company in the form of DRs.

Old Mutual Investment Group (Pty) Ltd informed the Company that as from 27 April 2016 its holding on behalf of its clients exceeded the equivalent of 3 per cent of the shares and voting rights in the Company.

The Company has not been notified of any other holdings in excess of 3 per cent of its issued capital.

#### MANAGEMENT AND ADVISORY COMPANIES

The Company is a partnership limited by shares (société en commandite par actions) which is managed by the General Partner. The Company reimburses the General Partner for its expenses incurred in the ordinary course of business, including but not limited to the remuneration of its staff, taxes, rentals and any other disbursements, and pays an annual administration fee equal to 10 per cent of such expenses.

The Company's wholly-owned subsidiary, Reinet Fund, is managed by the Fund Manager. Reinet Fund reimburses the Fund Manager for its expenses incurred in the ordinary course of business including but not limited to the remuneration of its staff, taxes, rentals and any other disbursements, and pays an annual administration fee equal to 10 per cent of such expenses. Any such amounts payable to the Fund Manager are deductible from any management fees payable to the Investment Advisor.

The Investment Advisor owns 963 540 shares of the Company as at 31 March 2017 (31 March 2016: 963 540). These shares have been acquired to hedge share appreciation rights and related awards to key executives of the General Partner, the Fund Manager and the Investment Advisor.

Under the terms of the Investment Advisory Agreement dated 9 October 2008, as amended on 24 May 2010 and 10 November 2011, between Reinet Fund and the Investment Advisor, Reinet Fund pays both management fees and performance fees to the Investment Advisor.

The management fee is payable to the Investment Advisor at a rate of 1 per cent per annum on the net asset value of Reinet Fund, excluding cash and interests in funds managed by third parties. It is calculated semi-annually based on the closing net asset value at the end of the previous six-month period.

The management fee in respect of cash is calculated at a rate of one-quarter of 1 per cent per annum. No management fee is payable in respect of funds managed by third parties except where the fee payable to the third party has been negotiated to a level below 1 per cent per annum and below the level payable by other investors in a fund. In such circumstances, the difference between the fee payable to the third-party manager and 1 per cent is payable to the Investment Advisor.

Investments as a limited partner in funds under the management of a management company in which Reinet Fund is an investor are not treated as being managed by third parties; the management fee is payable at 1 per cent per annum to the Investment Advisor. However, such a fee payable to the Investment Advisor is reduced by any management fee paid by Reinet Fund to the management company, net of income received by Reinet Fund on its investment in the management company in terms of its share of the management fees earned by (but not carried interest attributable to) the management company.

	31 March 2017	31 March 2016
Management fee payable	€m	€ m
Investment Advisor	44	43
Fund Manager	4	3
Total management fee	48	46

The performance fee in any period is calculated as 10 per cent of the Cumulative Total Shareholder Return at the end of the Performance Measurement Period (both terms being defined in the Company's prospectus, published on 10 October 2008), adjusted for all dividends and returns of capital to the Company shareholders, less the sum of all performance fees paid in previous Performance Measurement Periods.

A performance fee of € 5 million was paid in May 2016, reflecting the appreciation in the Company's Cumulative Total Shareholder Return

over the period to 31 March 2016. A performance fee would only be payable in respect of the current financial year if the Cumulative Total Shareholder Return exceeded that at 31 March 2016. The Company's Cumulative Total Shareholder Return at 31 March 2017 did not exceed that at 31 March 2016 and hence no performance fee is payable for the current year.

The General Partner, the Fund Manager and the Investment Advisor are controlled by Rupert family interests.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS CONTINUED

#### BOARDS OF THE GENERAL PARTNER AND THE FUND MANAGER

Members of the Boards of Directors of the General Partner and the Fund Manager are considered to be related parties. Details of the Boards of Directors are set out in the corporate governance report on pages 28 to 30 of this annual report.

#### **KEY SHAREHOLDINGS**

Aggregate shareholdings of directors of the General Partner and the Fund Manager (excluding Mr Rupert – see page 60).

		Acquired	Sold	
	31 March	during	during	31 March
	2016	the year	the year	2017
Number of shares	1 215 751	150 671	-	1 366 422
		Acquired	Sold	
	31 March	during	during	31 March
	2015	the year	the year	2016
Number of shares	1 215 751	_	_	1 215 751

#### **BOARD OF OVERSEERS**

Members of the Board of Overseers are considered to be related parties.

Fees of up to € 50 000 per Board member were paid to the Board of Overseers in respect of the year ended 31 March 2017, such fees are split equally between the Company and Reinet Fund (31 March 2016: € 50 000).

	31 March	Acquired during	Sold during	31 March
Aggregate shareholdings of the members of the Board of Overseers	2016	the year	the year	2017
Number of shares	44 307	_	-	44 307
		Acquired	Sold	
	31 March	during	during	31 March
	2015	the year	the year	2016
Number of shares	44 307	_	_	44 307

#### TRANSACTIONS AND BALANCES WITH RELATED PARTIES

### Compagnie Financière Richemont SA, Remgro Limited or significant shareholders

There were no fees paid during the year and no balances payable to or receivable from CFR SA, Remgro Limited or significant shareholders at 31 March 2017.

	31 March	31 March
D. L. J. M. CA	2017	2016
Reinet Investments Manager S.A.	€m	€ m
– Expenses charged by the General Partner to the Company during the year	1.1	0.9
– Administration fee for the year	0.1	0.1
– Balance payable by the Company to the General Partner	1.2	0.6
	31 March	31 March
	2017	2016
Reinet Fund S.C.A., F.I.S.	€ m	€ m
– Balance payable by the Company to Reinet Fund	0.8	0.1
	31 March	31 March
	2017	2016
Reinet Fund Manager S.A.	€m	€ m
- Expenses charged to Reinet Fund during the year	4.0	3.0
– Administration fee for the year	0.4	0.3
– Balance payable by Reinet Fund to the Fund Manager	2.3	1.0
	31 March	31 March
	2017	2016
Reinet Investment Advisors Limited	€ m	€ m
– Management fee charged during the year	47.9	42.7
- Performance fee charged during the year	_	5.4
– Balance payable by Reinet Fund to the Investment Advisor	22.3	26.8

There are no commitments between the Company and its related parties as at 31 March 2017.

# 14. AUDIT AND OTHER FEES PAID TO PRICEWATERHOUSECOOPERS

Fees for the year ended 31 March 2017 billed and unbilled by PricewaterhouseCoopers Société coopérative Luxembourg and other member firms of the PricewaterhouseCoopers network, which relate to the audit of the Company accounts, amounted to  $\in$  0.2 million (31 March 2016:  $\in$  0.1 million). Such fees are presented under 'Operating expenses' in the statement of comprehensive income.

Audit fees relating to Reinet Fund and its principal subsidiaries as shown in note 19 amounted to  $\in$  0.4 million for the year ended 31 March 2017 (31 March 2016:  $\in$  0.3 million).

Fees relating to non-audit services during the year are considered to be insignificant.

#### 15. CAPITAL COMMITMENTS

At 31 March 2017, the Company had no capital commitments, however its wholly-owned subsidiary Reinet Fund had committed to invest a further  $\ensuremath{\in}$  288 million (31 March 2016:  $\ensuremath{\in}$  348 million) in unlisted investments. See table on page 21. This amount relates to Reinet Fund's own investment commitment. Where Reinet Fund co-invests with minority partners the amount does not include the partners' commitment.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS CONTINUED

#### **16. CONTINGENT LIABILITIES**

A subsidiary of Reinet Fund has pledged a total of 23.2 million BAT shares in respect of its borrowing from Bank of America, N.A. and Merrill Lynch International.

Reinet Fund has provided guarantees amounting to ZAR 24 million in respect of financial obligations related to the purchase of certain South African assets.

#### 17. DIVIDEND

A dividend of € 0.161 per share totalling some € 32 million was paid in September 2016, following approval at the annual general meeting on 30 August 2016.

The proposed cash dividend payable to shareholders of  $\in$  0.165 per share, being some € 32 million in total, will be payable on 8 September 2017, once approved by the shareholders at the annual general meeting to be held on 29 August 2017.

## 18. SUBSEQUENT EVENTS

Reinet Fund, through a wholly-owned subsidiary, received a final dividend of some € 95 million (£ 80 million) from its investment in BAT. The dividend was approved by the shareholders of BAT on 26 April 2017 and paid on 4 May 2017.

During April and May 2017, Reinet Fund made payments in the amount of € 9 million in respect of its commitments shown in note 15.

#### 19. INVESTMENTS HELD IN SUBSIDIARIES AND AFFILIATES

The principal companies held by Reinet Fund are as follows:

Investments area	Company	Domicile	Percentage held
BAT	Reinet Jersey Holdings Limited	Jersey, Channel Islands	100%
Pension Corporation	Reinet PC Investments (Jersey) Limited	Jersey, Channel Islands	100%
Trilantic Capital Partners	Reinet TCP Holdings Limited	Jersey, Channel Islands	90%
	RSF S.A.	Luxembourg	100%
	Reinet TCP Fund V NECI Limited	Jersey, Channel Islands	100%
36 South macro/volatility funds	Reinet 36 South Investments Limited	Jersey, Channel Islands	100%
Asian private equity and			
portfolio funds	Reinet Columbus Limited	Jersey, Channel Islands	100%
Specialised investment funds	Reinet Columbus Limited	Jersey, Channel Islands	100%
	Reinet Flex Holdings Limited	Jersey, Channel Islands	100%
	Reinet TEM Holdings Limited	Jersey, Channel Islands	100%
United States land development			
and mortgages	RSF II Limited	Jersey, Channel Islands	92%
	Reinet Stokes Holdings S.A.	Luxembourg	100%
	RPH Limited	Jersey, Channel Islands	100%
	RPH 2 Limited	Jersey, Channel Islands	100%
Diamond interests	Reinet Jagersfontein Holdings S.à r.l.	Luxembourg	100%
	Reinet Rooipoort Holdings S.à r.l.	Luxembourg	100%
Other investments	Reinet Columbus Limited	Jersey, Channel Islands	100%
	Reinet Securities SA	Switzerland	100%
	Reinet SPG Limited	Jersey, Channel Islands	100%
	Reinet S.à r.l.	Luxembourg	100%
	RB SF Holding (Guernsey) Limited	Guernsey, Channel Islands	82%

## **AUDIT REPORT**

To the Shareholders of

#### Reinet Investments S.C.A.

#### Report on the consolidated financial statements

We have audited the accompanying consolidated financial statements of Reinet Investments S.C.A. (the 'Company') and its subsidiaries (the 'Group'), which comprise the consolidated balance sheet as at 31 March 2017, and the related consolidated statement of comprehensive income, consolidated statement of changes in equity and consolidated cash flow statement for the year then ended and a summary of significant accounting policies and other explanatory information.

# Responsibility of Reinet Investments Manager S.A. (the 'General Partner')

The General Partner is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with International Financial Reporting Standards as adopted by the European Union, and for such internal control as the General Partner determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

#### Responsibility of the 'Réviseur d'entreprises agréé'

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing as adopted for Luxembourg by the 'Commission de Surveillance du Secteur Financier'. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the judgement of the 'Réviseur d'entreprises agréé', including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the 'Réviseur d'entreprises agréé' considers internal control relevant to the entity's preparation and fair presentation of the consolidated 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 General Partner, as well as evaluating the overall presentation of the consolidated 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 financial statements give a true and fair view of the consolidated financial position of the Group as of 31 March 2017, and of its consolidated financial performance and its consolidated cash flow for the year then ended in accordance with International Financial Reporting Standards as adopted by the European Union.

#### Other information

The General Partner is responsible for the other information. The other information comprises the information included in the management report and the Corporate Governance Statement but does not include the consolidated financial statements and our report of 'Réviseur d'enterprises agréé' thereon.

Our opinion on the consolidated financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the consolidated financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the consolidated financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report this fact. We have nothing to report in this regard.

#### Other matter

The Corporate Governance Statement includes information required by Article 68bis Paragraph (1) of the Law of 19 December 2002 on the commercial and companies register and on the accounting records and annual accounts of undertakings, as amended.

#### Report on other legal and regulatory requirements

The management report, including the corporate governance statement, is consistent with the consolidated financial statements and has been prepared in accordance with the applicable legal requirements.

The information required by Article 68bis Paragraph (1) Letters c) and d) of the Law of 19 December 2002 on the commercial and companies register and on the accounting records and annual accounts of undertakings, as amended and included in the Corporate Governance Statement is consistent with the financial statements and has been prepared in accordance with applicable legal requirements.

### PricewaterhouseCoopers, Société coopérative

Luxembourg, 23 May 2017

Represented by François Mousel

## COMPANY FINANCIAL STATEMENTS

# BALANCE SHEET

as at 31 March 2017

		31 March	31 March
	Notes	2017 € 000's	2016 € 000's
ASSETS	11000		0 0000
Fixed assets			
Financial assets			
Shares in affiliated undertakings	3	1 929 289	1 929 289
Current assets			
Cash at bank and in hand		7	739
Prepayments		40	45
Total assets		1 929 336	1 930 073
CAPITAL, RESERVES AND LIABILITIES			
Capital and reserves			
Subscribed capital	4	220 103	220 103
Share premium account	5	770 310	770 310
Reserves			
– legal reserve	6	22 100	22 100
Profit or loss brought forward	7	884 973	884 713
Profit or loss for the financial year		29 466	31 807
		1 926 952	1 929 033
Provisions			
Other provisions		242	186
Creditors			
Amounts owed to affiliated undertakings			
– becoming due and payable within one year	8	2 117	834
Other creditors			
<ul> <li>becoming due and payable within one year</li> </ul>		25	20
		2 142	854
Total capital, reserves and liabilities		1 929 336	1 930 073

The accompanying notes form an integral part of these financial statements.

# PROFIT AND LOSS ACCOUNT

for the year ended 31 March 2017

Notes	Year ended 31 March 2017 € 000's	Year ended 31 March 2016 € 000's
Income		
Value adjustments in respect of current assets	-	4
Dividend received from Reinet Fund	32 000	34 000
Total income	32 000	34 004
Charges		
Other operating expenses 9	2 519	2 194
Value adjustments in respect of current assets	10	_
Tax on profit	5	3
Total charges	2 534	2 197
Profit for the financial year 11	29 466	31 807

The accompanying notes form an integral part of these financial statements.

## COMPANY FINANCIAL STATEMENTS

## NOTES TO THE FINANCIAL STATEMENTS

#### 1. GENERAL INFORMATION

Reinet Investments S.C.A. (the 'Company'), incorporated on 5 March 1979, is a partnership limited by shares (société en commandite par actions) and is governed by the Luxembourg law on securitisation. The Company's registered office is at 35, boulevard Prince Henri, L-1724, Luxembourg. The Company owns the entire ordinary issued capital of Reinet Fund S.C.A., F.I.S. ('Reinet Fund'), a partnership limited by shares established in Luxembourg.

The Company was formerly known as Richemont S.A. and was a subsidiary of Compagnie Financière Richemont SA ('CFR SA'), a Swiss company with significant luxury goods interests. The Company is managed by Reinet Investments Manager S.A. (the 'General Partner'), a limited liability company established in Luxembourg, which also owns 1 000 management shares in the Company. The General Partner has unlimited liability for any obligations of the Company that cannot be met from the assets of the Company. The General Partner's registered office is at 35, boulevard Prince Henri, L-1724, Luxembourg.

The Company's financial year starts on 1 April and ends on 31 March of each year.

The Company has also prepared consolidated financial statements which will be made available at the Company's head office as required by Luxembourg law.

## 2. SUMMARY OF SIGNIFICANT **ACCOUNTING POLICIES**

#### 2.1 BASIS OF PREPARATION

The financial statements have been prepared in accordance with Luxembourg legal and regulatory requirements under the historical cost convention, as well as with generally accepted accounting principles in Luxembourg.

The Law of 18 December 2015, amending the Law of 19 December 2002 on the Register of Commerce and Companies and the accounting and annual accounts of undertakings, and the Grand-Ducal Regulation as of the same date, have revised the layout of the balance sheet and profit and loss account.

To apply these new provisions, the allocation of accounts and presentation of the annual accounts as of 31 March 2017 have been modified. In order to ensure comparability, the previous year's figures have been reclassified in the same way, without any impact on the result of the former financial year.

The preparation of financial statements requires the use of certain critical accounting estimates. It also requires the General Partner to exercise its judgement in the process of applying the accounting policies. Changes in assumptions may have a significant impact on the financial statements in the period in which the assumptions changed. The General Partner believes that the underlying assumptions are appropriate and that the financial statements therefore present the financial position and results fairly.

The Company makes estimates and assumptions that affect the reported amounts of assets and liabilities in the next financial year. Estimates and judgements are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

#### 2.2 FORMATION EXPENSES

The formation expenses of the Company are directly charged to the profit and loss account of the year in which they are incurred.

#### 2.3 FINANCIAL ASSETS

Shares in affiliated undertakings held as fixed assets are valued at purchase price including the expenses incidental thereto. In case of permanent impairment in value in the opinion of the General Partner, value adjustments are made in respect of fixed assets, so that they are valued at the lower figure to be attributed to them at the balance sheet date. These value adjustments are not continued if the reasons for which the value adjustments were made have ceased to apply.

#### 2.4 DEBTORS AND CREDITORS

Debtors and creditors are valued at their nominal value. The debtors are subject to value adjustments where their recovery is compromised. These value adjustments are not continued if the reason for which the value adjustments were made have ceased to apply.

#### 2.5 FOREIGN CURRENCY TRANSLATION

Transactions expressed in currencies other than euro are translated into euro at the exchange rate effective at the time of the transaction.

Cash at bank is translated at the exchange rate effective at the balance sheet date. Exchange gains and losses are recorded in the profit and loss account of the year.

Fixed assets expressed in currencies other than euro are translated into euro at the exchange rate effective at the time of the transaction. At the balance sheet date, these assets remain at historic exchange rates.

Other assets and liabilities are translated separately respectively at the lower or at the higher of the value converted at the historical exchange rate or the value determined on the basis of the exchange rates effective at the balance sheet date. The unrealised exchange gains and losses are thus recorded in the profit and loss account. The realised exchange gains are recorded in the profit and loss account at the moment of their realisation.

#### 2.6 PREPAYMENTS

Prepayments include expenditure incurred in the financial year but relating to a subsequent financial year.

#### 2.7 PROVISIONS

Provisions are created to cover charges which originate in the financial year under review or in a previous financial year, the nature of which is clearly defined and which at the date of the balance sheet are either likely to be incurred or certain to be incurred but uncertain as to their amount at the date on which they will arise.

#### 3. SHARES IN AFFILIATED UNDERTAKINGS

3	1 March	31 March
	2017	2016
	€ 000's	€ 000's
Book value – opening and closing balance	929 289	1 929 289

The Company holds the entire share capital of Reinet Fund, whose functional currency is the euro. At 31 March 2017, the net asset value of Reinet Fund was € 6 004 million (31 March 2016: € 5 221 million) and it recorded a profit for the year of € 783 million (31 March 2016: € 177 million).

#### 4. SUBSCRIBED CAPITAL

	31 March	31 March
	2017	2016
	€ 000's	€ 000's
Ordinary shares		
The subscribed capital at 31 March 2017 amounts to € 220 102 100		
(31 March 2016: € 220 102 100) and is divided into 195 941 286		
ordinary shares (31 March 2016: 195 941 286), fully paid with no par value	220 102	220 102
Total ordinary share capital	220 102	220 102
Management shares		
The subscribed capital at 31 March 2017 amounts to € 1 000		
(31 March 2016: € 1 000) and is divided into 1 000 management shares		
with no par value	1	1
Total management share capital	1	1
Total capital	220 103	220 103

The ordinary shares confer on the shareholder the entitlement to participate in and to vote at meetings of shareholders, with each share carrying the right to one vote. Each share also entitles each shareholder to receive a proportionate share of any dividend that the Company may declare and a proportionate share of the net assets of the Company on liquidation. The liability of ordinary shareholders is limited to the amount of their investment in the Company.

The management shares are held by the General Partner and confer the same rights with regard to voting, dividends and the distribution of assets on liquidation as the ordinary shares. In addition, as the holder of the management shares, the General Partner has broad powers to manage the Company and has unlimited liability for any obligations of the Company that cannot be met from the assets of the Company.

#### 5. SHARE PREMIUM ACCOUNT

The share premium relates to a reserve amounting to  $\in$  770 310 129 (31 March 2016:  $\in$  770 310 129), available for distribution subject to the approval of the shareholders.

#### 6. LEGAL RESERVE

In accordance with Luxembourg law, the Company allocated annually a minimum of 5 per cent of its net profit to the legal reserve, which now equals 10 per cent of the subscribed capital.

The legal reserve amounting to  $\in$  22 100 000 (31 March 2016:  $\in$  22 100 000) is not available for distribution.

## COMPANY FINANCIAL STATEMENTS

## NOTES TO THE FINANCIAL STATEMENTS CONTINUED

#### 7. PROFIT OR LOSS BROUGHT FORWARD

	31 March	31 March
	2017	2016
	€ 000's	€ 000's
Opening balance	884713	877 951
Dividend paid	(31 547)	(30 763)
	853 166	847 188
Result for the prior year	31 807	37 525
Balance at the end of the year	884 973	884 713

#### 8. AMOUNTS OWED TO AFFILIATED UNDERTAKINGS

	31 March	31 March
	2017	2016
	€ 000's	€ 000's
Becoming due and payable after less than one year	2 117	834

### 9. EMOLUMENTS GRANTED TO MEMBERS OF THE ADMINISTRATIVE, MANAGERIAL AND **SUPERVISORY BODIES**

	Year ended	Year ended
	31 March	31 March
	2017	2016
	€ 000's	€ 000's
General Partner	1 165	951
Board of Overseers	80	94
	1 245	1 045

#### 10. RELATED PARTY TRANSACTIONS

During the financial year under review all transactions with related parties have been conducted on an arm's-length basis.

Dividend received from Reinet Fund of € 32 million in the year (31 March 2016: € 34 million).

## 11. TAXATION

The Company is subject to tax as determined by Luxembourg law, which takes into account profit for the financial year and dividends paid to shareholders in the current year.

#### 12. CONTINGENT LIABILITIES

At 31 March 2017, the Company has no contingent liabilities.

## 13. SUBSEQUENT EVENTS

There have been no events subsequent to 31 March 2017 which would have any material impact on these financial statements.

## PROPOSED APPROPRIATION OF RETAINED EARNINGS

as at 31 March 2017

	€ 000's
Available retained earnings	
Profit and loss brought forward	916 520
Dividend paid	(31 547)
	884 973
Net profit for the financial year	29 466
Balance at the end of the year	914 439

### PROPOSED APPROPRIATION

The proposed ordinary dividend payable to the Company's shareholders of  $\in 0.165$  per share, being some  $\in 32$  million in total, will be payable on 8 September 2017, once approved by the shareholders at the annual general meeting to be held on 29 August 2017.

The available retained earnings remaining after deduction of the dividend amount will be carried forward to the following year.

#### Reinet Investments Manager S.A.

General Partner Luxembourg, 16 May 2017

## COMPANY FINANCIAL STATEMENTS

## AUDIT REPORT

To the Shareholders of

#### Reinet Investments S.C.A.

#### Report on the financial statements

We have audited the accompanying financial statements of Reinet Investments S.C.A., which comprise the balance sheet as at 31 March 2017, the profit and loss account for the year then ended and a summary of significant accounting policies and other explanatory information.

## Responsibility of Reinet Investments Manager S.A. (the 'General Partner')

The General Partner is responsible for the preparation and fair presentation of these financial statements in accordance with Luxembourg legal and regulatory requirements relating to the preparation of the financial statements, and for such internal control as the General Partner determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

#### Responsibility of the 'Réviseur d'entreprises agréé'

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing as adopted for Luxembourg by the 'Commission de Surveillance du Secteur Financier'. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the 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 judgement of the 'Réviseur d'entreprises agréé', 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 'Réviseur d'entreprises agréé' 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 General Partner, 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 financial statements give a true and fair view of the financial position of Reinet Investments S.C.A. as of 31 March 2017, and of the results of its operations for the year then ended in accordance with Luxembourg legal and regulatory requirements relating to the preparation of the financial statements.

#### Other information

The General Partner is responsible for the other information. The other information comprises the information included in the annual report but does not include the financial statements and our audit report thereon.

Our opinion on the financial statements does not cover the other information and we do not express any form of assurance conclusion

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report this fact. We have nothing to report in this regard.

### Report on other legal and regulatory requirements

The management report, including the corporate governance statements, is consistent with the financial statements and has been prepared in accordance with the applicable legal requirements.

#### PricewaterhouseCoopers, Société coopérative

Luxembourg, 23 May 2017

Represented by

François Mousel

## NOTICE OF ANNUAL GENERAL MEETING

# Notice of the annual general meeting of shareholders of Reinet Investments S.C.A. to be held on 29 August 2017.

Shareholders are invited to attend the annual general meeting of shareholders of the Company in person or by proxy.

As provided for in the Statutes of the Company, the annual general meeting will take place on: Tuesday, 29 August 2017 at 2:00 pm at Hotel Le Royal, 12, boulevard Royal, L-2449 Luxembourg.

#### **AGENDA**

#### Business reports for the accounting year ended 31 March 2017

1. To consider the report of the General Partner to the shareholders; the report of the Board of Overseers; and the reports of the approved statutory auditor of the Company in respect of the statutory financial statements of the Company and in respect of the consolidated financial statements for the accounting year ended 31 March 2017.

#### Financial statements

- 2. To approve the statutory financial statements of the Company for the accounting year ended 31 March 2017.
- 3. To approve the consolidated financial statements of the Company for the accounting year ended 31 March 2017.

#### Appropriations

4. At 31 March 2017, the retained earnings available for distribution amounted to € 914 439 267. The General Partner proposes that a cash dividend of € 0.165 per share be paid. This represents a total dividend of € 32 330 477. The General Partner proposes that the remaining available retained earnings of the Company at 31 March 2017 after payment of the dividend be carried forward to the following business year.

# Granting of discharge of liability to the General Partner and Board of Overseers

5. To grant discharge of liability to the General Partner and all the members of the Board of Overseers of the Company who have been in office during the accounting year ended 31 March 2017 for the performance of their duties.

#### **Board of Overseers**

- 6. To re-elect Mr D Falck, Mr J Li, Mr Y Prussen and Mr S Rowlands as members of the Board of Overseers for the year ending at the next annual general meeting.
- 7. To approve a remuneration of € 50 000 per annum for each of the members of the Board of Overseers, such fees to be split equally between the Company and Reinet Fund S.C.A., F.I.S.

## NOTICE OF ANNUAL GENERAL MEETING CONTINUED

The statutory financial statements of the Company and the consolidated financial statements for the accounting year ended 31 March 2017, together with the reports of the approved statutory auditor, of the Board of Overseers and of the General Partner and any draft resolutions, are available at the registered office of the Company and on the Company's website: www.reinet.com.

The annual general meeting will be validly constituted to resolve on the matters raised in the agenda regardless of the number of shares represented at the meeting; resolutions to be considered at the meeting are approved by a simple majority of the votes cast. The meeting will be held in English.

Shareholders who together hold at least 5 per cent of the share capital may place items on the agenda of the meeting and submit draft resolutions for all the items on the agenda. Any such request must reach the Company no later than 7 August 2017.

Every shareholder who attends the meeting shall have the right to ask questions related to the items on the agenda of the annual general meeting.

Shareholders wishing to attend the meeting or who wish to appoint a proxy to represent them at the meeting must notify the Registrar, European Fund Administration S.A., 2, rue d'Alsace, L-1122 Luxembourg no later than 22 August 2017. The Registrar will draw up a list of shareholders and proxy holders authorised to attend the meeting.

Registration forms to request admission to the meeting or to appoint a proxy to attend the meeting may be obtained from the Registrar or downloaded from the Company's website: www.reinet.com.

The meeting may be attended by all persons (or their proxy) who were shareholders of record of the Company at midnight on 14 August 2017 Luxembourg time.

Shareholders who hold their shares with a bank or other financial intermediary and who wish to attend the meeting in person or appoint a proxy must also instruct their bank or financial intermediary with whom the shares are on deposit to send a certificate (the 'Shareholding Certificate') to European Fund Administration S.A. to be received no later than 22 August 2017 indicating clearly the precise identity of the shareholder and confirming the number of shares being held by the shareholder as at midnight on 14 August 2017 Luxembourg time.

Shareholders may appoint a proxy, who need not be a shareholder, as their representative at the meeting. Forms of proxy are provided on the registration forms for admission to the meeting. The signed proxy must be sent by mail, telefax or email to either the Company or European Fund Administration S.A. (register.bi@efa.eu). Shareholders and proxy holders should present suitable identification to the entrance control on the day of the meeting.

Proxy voting instructions may be given to the Chairman of the meeting; these must be received by the Company duly completed and signed by 22 August 2017. A Shareholding Certificate in respect of the shares must be provided to the Company or to European Fund Administration S.A. by that date by mail, telefax, or email (register.bi@efa.eu). Failure to provide the Shareholding Certificate will invalidate the proxy voting instructions. Unless proxies given to the Chairman of the meeting include explicit instructions as to the contrary, voting rights will be exercised in support of the proposals of the General Partner.

Registration forms for admission to the meeting and Shareholding Certificates must be delivered to European Fund Administration S.A. on 22 August 2017 at the latest. No admission cards will be issued after that day and shareholders or proxy holders not registered to attend the meeting will not be allowed to participate.

#### Reinet Investments Manager S.A.

General Partner For and on behalf of REINET INVESTMENTS S.C.A. Luxembourg, 16 May 2017

## EXCHANGE RATES AND SHARE INFORMATION

#### **EXCHANGE RATES AGAINST THE EURO**

	Year ended	Year ended
	31 March 2017	31 March 2016
Average for the year		
Sterling	0.8414	0.7333
US dollar	1.0973	1.1046
Swiss franc	1.0836	1.0740
South African rand	15.4322	15.2217
Closing – as at the end of the year		
Sterling	0.8488	0.7926
US dollar	1.0652	1.1380
Swiss franc	1.0686	1.0946
South African rand	14.3027	16.8075

#### SHARE INFORMATION

#### PRIMARY LISTING

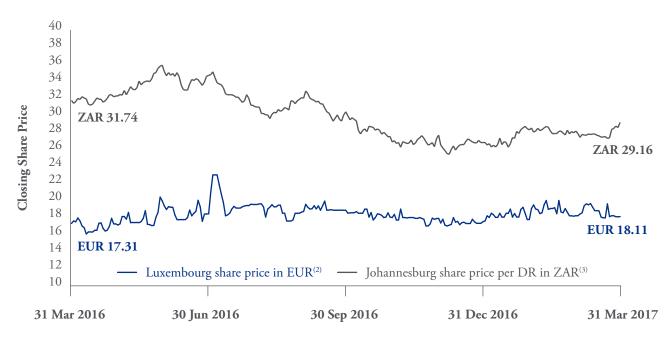
Reinet Investments S.C.A. ordinary shares are listed and traded on the Luxembourg Stock Exchange with the ISIN number LU0383812293 (symbol 'ReinetInvest'). Thomson Reuters code REIT.LU. Reinet Investments S.C.A. ordinary shares are included in the 'LuxX' index of the principal shares traded on the Luxembourg Stock Exchange.

#### SECONDARY LISTING

The depository receipts issued by Reinet Securities SA in respect of the Reinet Investments S.C.A. ordinary shares are traded on the Johannesburg Stock Exchange under the ISIN number CH0045793657 (symbol 'REI'). Thomson Reuters code REIJ.J. One depository receipt issued by Reinet Securities SA represents one-tenth of one ordinary share in Reinet Investments S.C.A.

As at 31 March 2017 and 31 March 2016 there were 195 942 286 shares in issue.

#### DAILY CLOSING PRICES FROM 31 MARCH 2016 TO 31 MARCH 2017<sup>(1)</sup>



<sup>(1)</sup> The EUR:ZAR exchange rate was 1:16.8075 on 31 March 2016 and 1:14.3027 on 31 March 2017.

<sup>(2)</sup> Represents the closing share price of Reinet Investments S.C.A. on the Luxembourg Stock Exchange (listed under the symbol 'ReinetInvest').

<sup>(3)</sup> Represents the closing price of depository receipts issued by Reinet Securities SA in respect of Reinet Investments S.C.A. ordinary shares traded on the Johannesburg Stock Exchange (listed under the symbol 'REI'). One depository receipt represents one-tenth of one ordinary share in Reinet Investments S.C.A.

Source: Bloomberg

## STATUTORY INFORMATION

#### **REGISTERED OFFICE**

REINET INVESTMENTS S.C.A. 35, boulevard Prince Henri L-1724 Luxembourg Grand Duchy of Luxembourg Telephone: +352 22 42 10

Company Secretary: Mr S Grundmann

#### **REGISTERED NUMBER**

REINET INVESTMENTS S.C.A.

Registre de commerce et des sociétés, Luxembourg B 16.576

#### **GENERAL PARTNER**

REINET INVESTMENTS MANAGER S.A. 35, boulevard Prince Henri L-1724 Luxembourg Grand Duchy of Luxembourg Telephone: +352 22 42 10

Company Secretary: Mr S Grundmann

#### **CUSTODIAN**

BANQUE DE LUXEMBOURG S.A. 14, boulevard Royal L-2449 Luxembourg Grand Duchy of Luxembourg Telefax: +352 48 6561 8002

## **REGISTRAR AND PAYING AGENT**

EUROPEAN FUND ADMINISTRATION S.A. 2, rue d'Alsace P.O. Box 1725 L-1017 Luxembourg Grand Duchy of Luxembourg

### RÉVISEUR D'ENTREPRISES AGRÉÉ

PRICEWATERHOUSECOOPERS SOCIÉTÉ COOPÉRATIVE 2, rue Gerhard Mercator L-2182 Luxembourg Grand Duchy of Luxembourg

## **FURTHER INFORMATION**

Website: www.reinet.com Email: info@reinet.com

