



Quince Capital Limited

Reunert Investors Day

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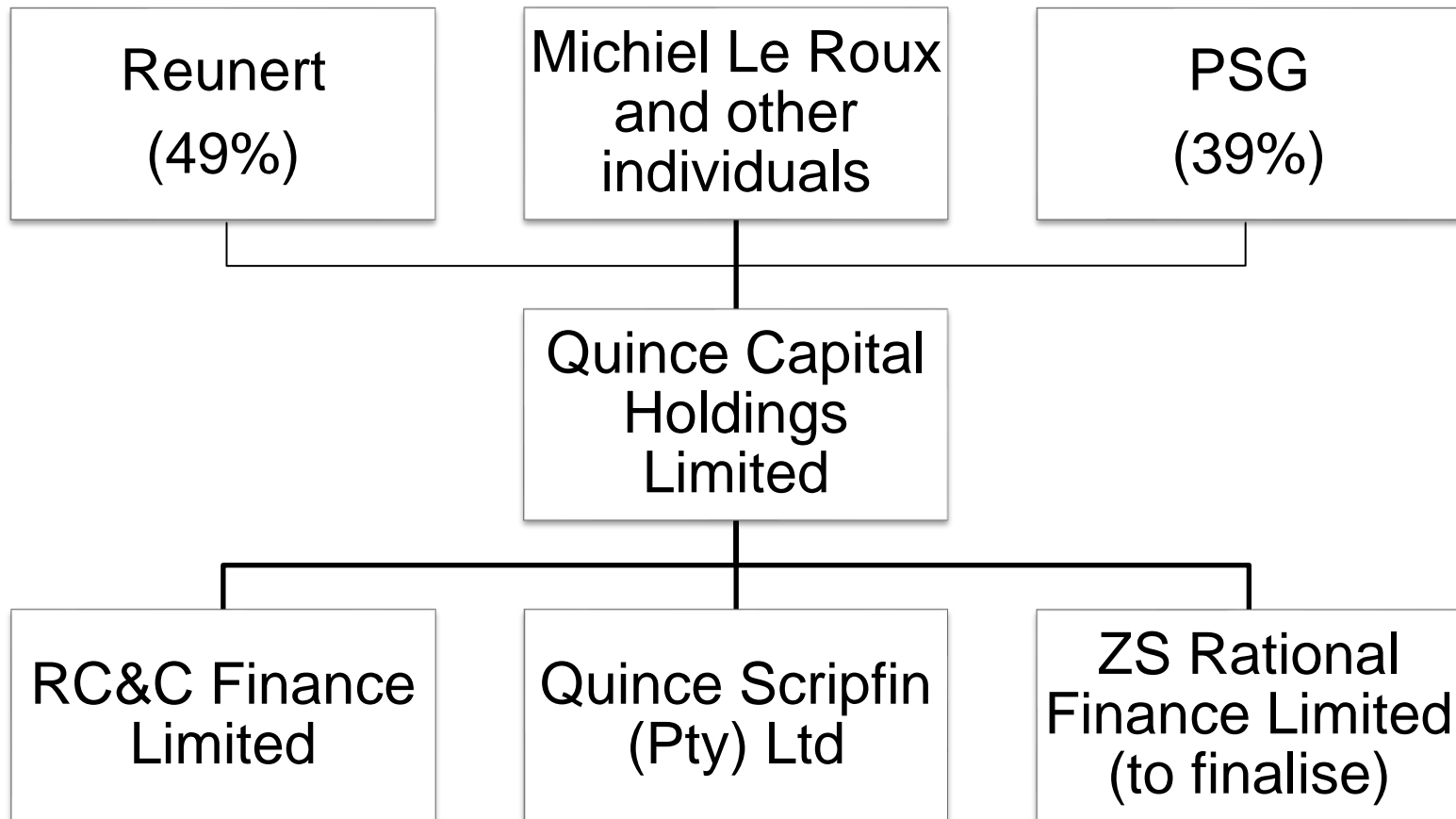
Introduction

- Quince Capital
 - Shareholders & Directors
 - Business Focus
- Front Line Businesses
 - RC&C
 - ZS Rational
 - Quince Scripfin

Joint Venture

- Conceptualised in 2006, implemented effective 1 May 2007
- Reunert contributed: RC&C book (Nashua finance)
- PSG contributed: ZS Rational, margin lending book in Quince Scripfin plus significant capital
- Potential initial earnings dilution for Reunert with significant earnings growth potential

Quince Capital Shareholding & Group Structure



Directors

- Michiel Le Roux
(chairman)
- Johan du Preez
(ceo)
- Gerrit Pretorius
- Dave Rawlinson
- Chris Scoble
- Pat Gallagher
- Jannie Mouton
- Chris Otto
- Jaap du Toit

Business Focus

- Niche financing opportunities
 - Not in direct competition with big banks
- Invest in good lending business constrained by capital
- Innovative funding - invest in debt raising expertise
- Establish culture to attract finance entrepreneurs

Business Focus

- Double profit in 3 years
- Expected normalised PAT – R60/70m
- Total lending book > R1.7bn
- Target business with at least 20% ROE
- Immediate priority:
 - Optimise funding arrangements
 - Efficient use of capital

RC&C Finance Limited



- Acquired from Reunert on 1 May 2007
- Financing of office equipment
 - Nashua finance
 - Quince Asset Rentals
- Discounting of rental agreements
- Competitors: Sasfin, Fintech, Technofin, ABSA Technology Finance, Merchant West

RC&C – Infrastructure

- Mike Purnell (MD) and team consisting of experienced CA's and bankers.
- 45 employees
- Originate countrywide & operate from 2 offices in Johannesburg
- Expanding services
 - Nashua = 25%
 - Quince Asset Rental
 - Partnerships

RC&C

Priorities

- Funding through securitisation
 - Standard Bank/Blue Titanium conduit
 - Finalising the enhancement levels
 - Margins contracted before subprime collapse
 - Consolidation of SPV
 - Hedging all interest rate risk
- Expand in context of good risk & credit management

ZS Rational



- Acquisition – competition commission
- Origins in residential mortgage bridge finance
- Industry estimated at R2bn
- To be renamed Quince Property Finance
- NCA compliant
- Growing rapidly - Current book > R70m
- Competitors include Paforma, Rodel, Bridgeway, Mettle factors

ZS Rational - Infrastructure



- Offices based in Tygervalley
- Willem le Roux(MD) & 15 employees including 3 CA's
- Distribution expanding – national footprint
- Funded via bank loans and shareholder capital
- Considering to expand into other property related funding

Quince Scripfin



- Access to PSG client base via PSG Konsult
- Start up business
- Loans against equity portfolios
- Loan to value of 50%
- Differs from CFD & SSF
- Opportunity – PSG had R42bn AUM (Feb 07)
- Priority: Funding arrangements & bed down system

Quince Scripfin - Infrastructure



- Based in Tygervalley– leveraging existing infrastructure
- On back of PSG online systems
- Recruiting relationship management skills



Geared for growth

