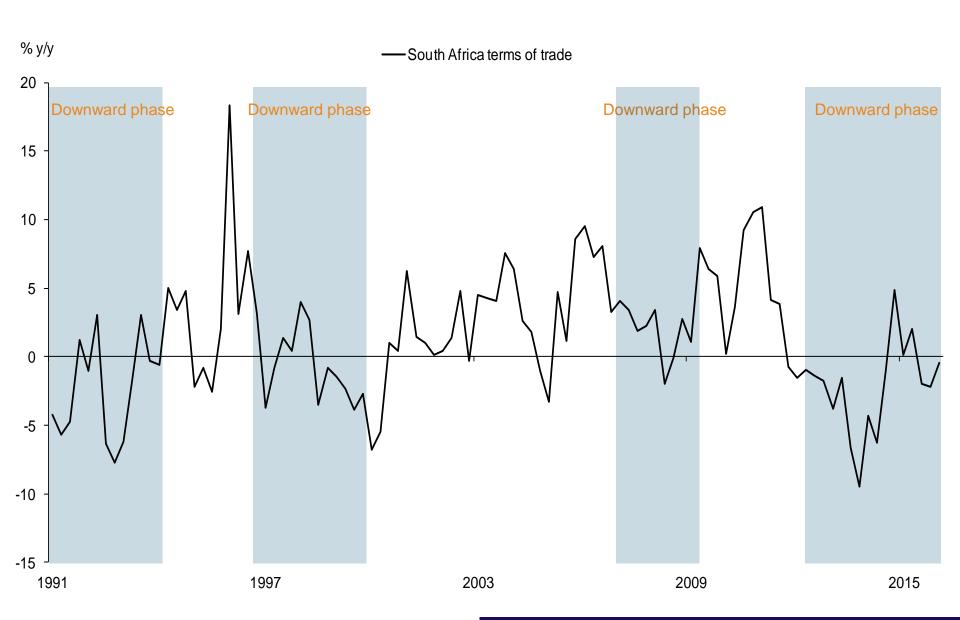


Ettienne Le Roux, chief economist

June 2016

Falling terms of trade coinciding with economic downswings

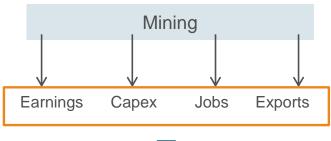




Explaining the mechanics



Sector impact





Manufacturing

Utilities

Transport

Machinery & equipment

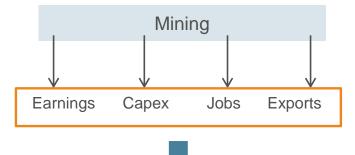
Business services

Construction etc

Explaining the mechanics



Sector impact





Utilities

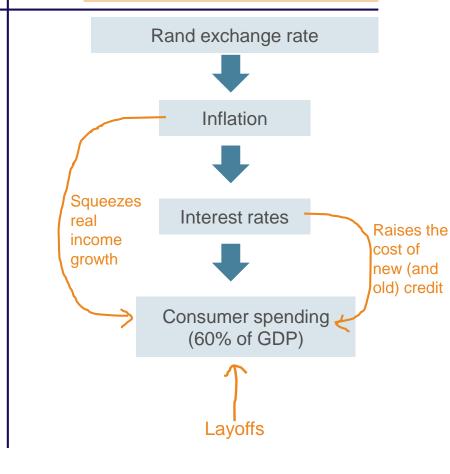
Transport

Machinery & equipment

Business services

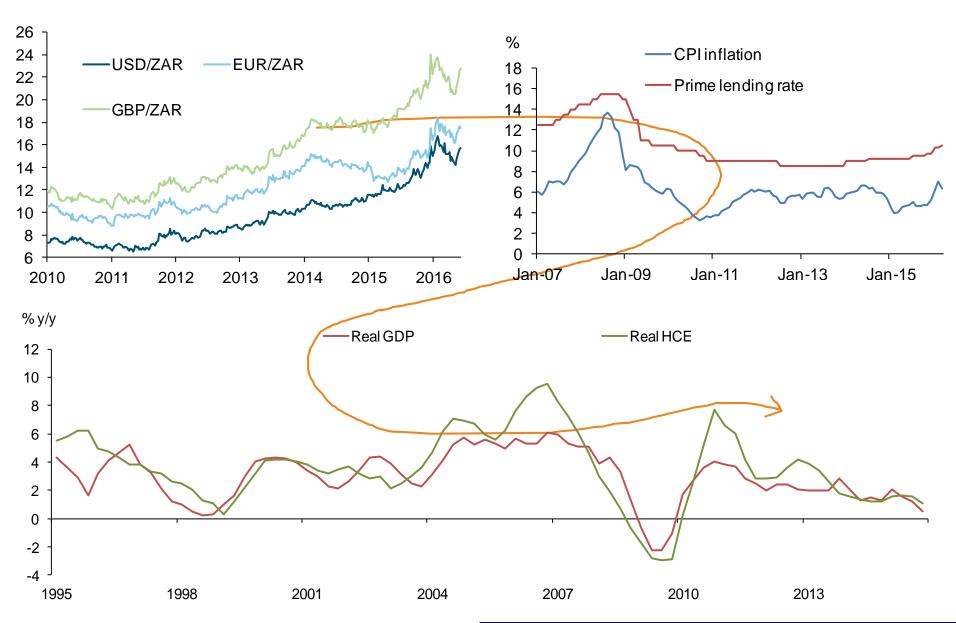
Construction etc

Macroeconomic impact



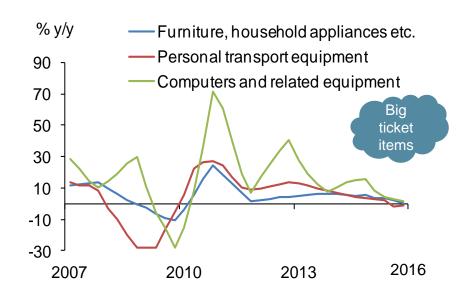
The macroeconomic impact for example is clear in the data

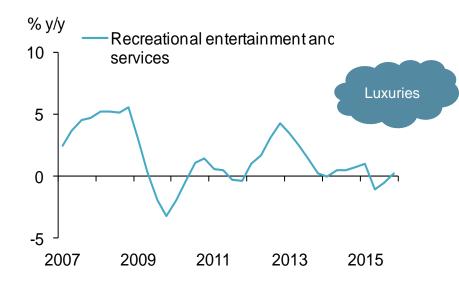




From consumerism to conservatism

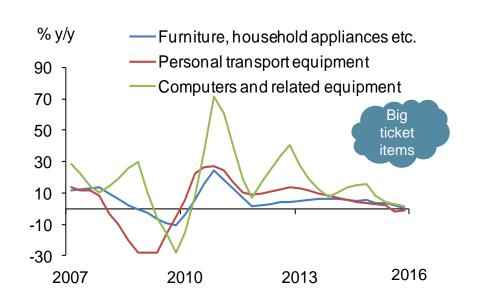


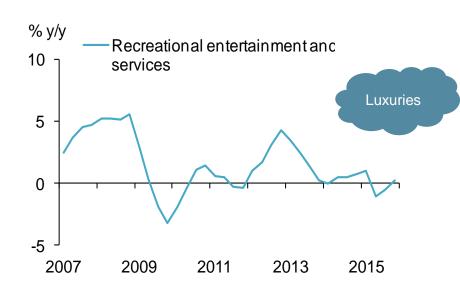




From consumerism to conservatism

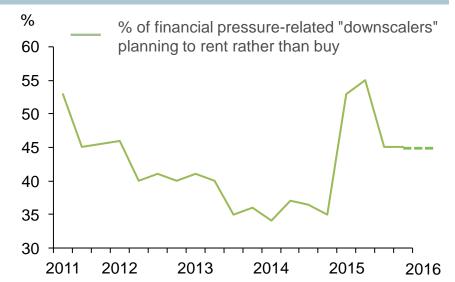






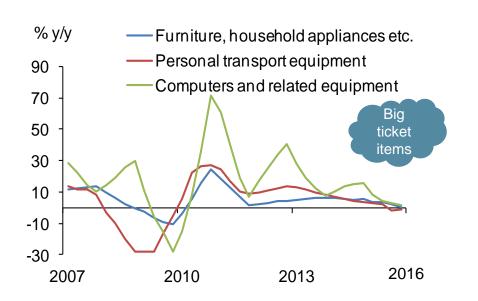
Similar patterns in the residential property market

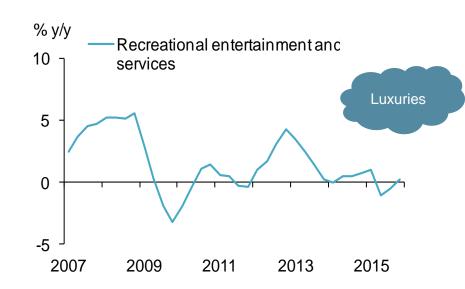




From consumerism to conservatism

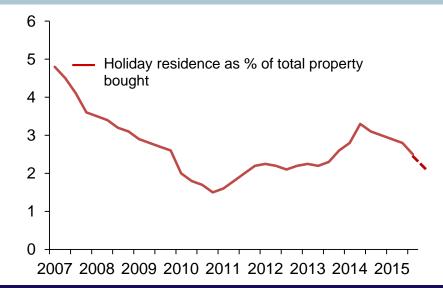






Similar patterns in the residential property market







Signs that:

More and more "downscalers" are choosing to rent rather than buy

Cars are increasingly being financed over longer periods

Consumers are ever more downshifting to cheaper medical aid plans

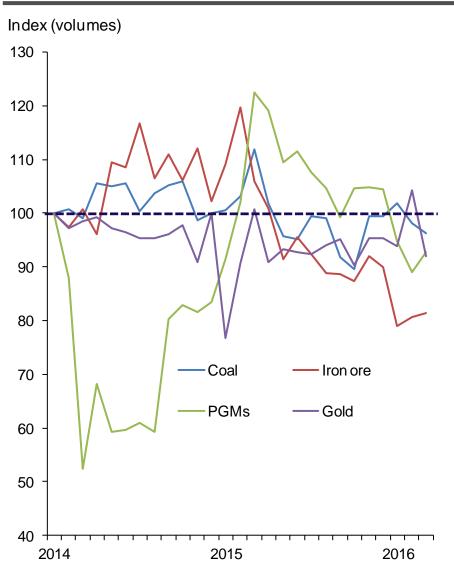
Consumers are increasingly accessing their pension and provident funds when switching jobs

Consumers are making changes to short term insurance policies to reduce monthly payments etc

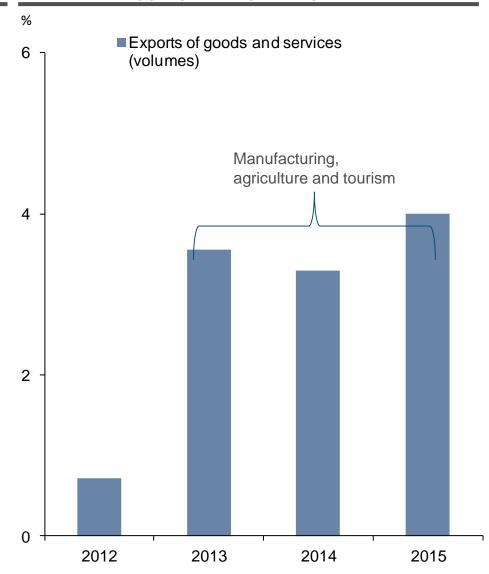
Evidence of life on the export front



Despite mining output being a drag



Exports in aggregate is growing



Industries that are doing relatively well despite the downturn



Winners/ coping

Agriculture

Exporters of citrus, fruit, nuts etc

Tourism

Mining

Building materials (sand, stone etc)

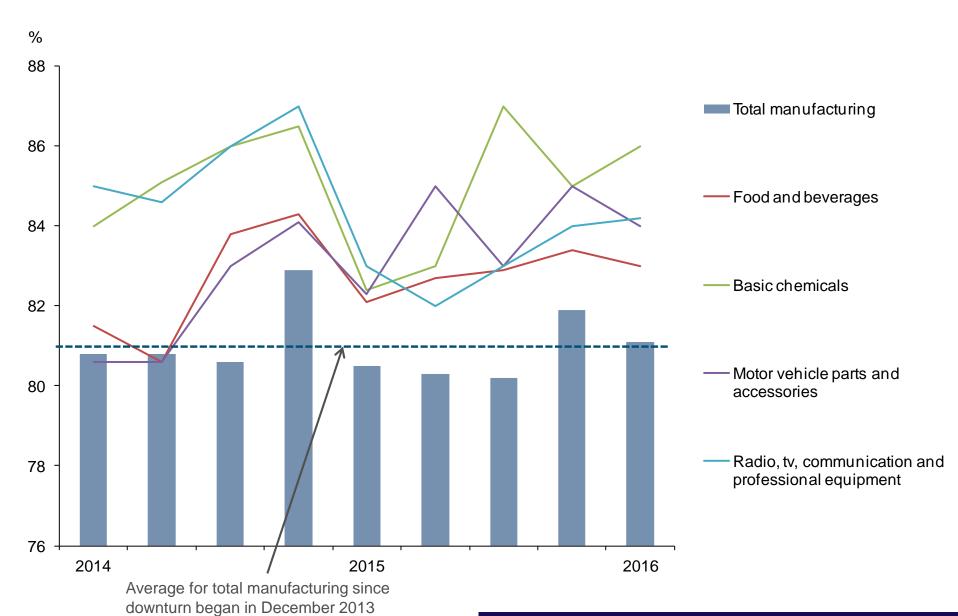
Manufacturing

- Beverages
- Basic chemicals
- Motor vehicle parts and accessories
- Radio and TV communication apparatus
- Sawmilling and planing of wood

High and/or rising capacity utilisation rates

Capacity utilisation rates by industry





Source: StatsSA

Industries that are doing relatively well despite the downturn



Winners/ coping

Utilities

Renewable energy (and suppliers into this sector)

Construction

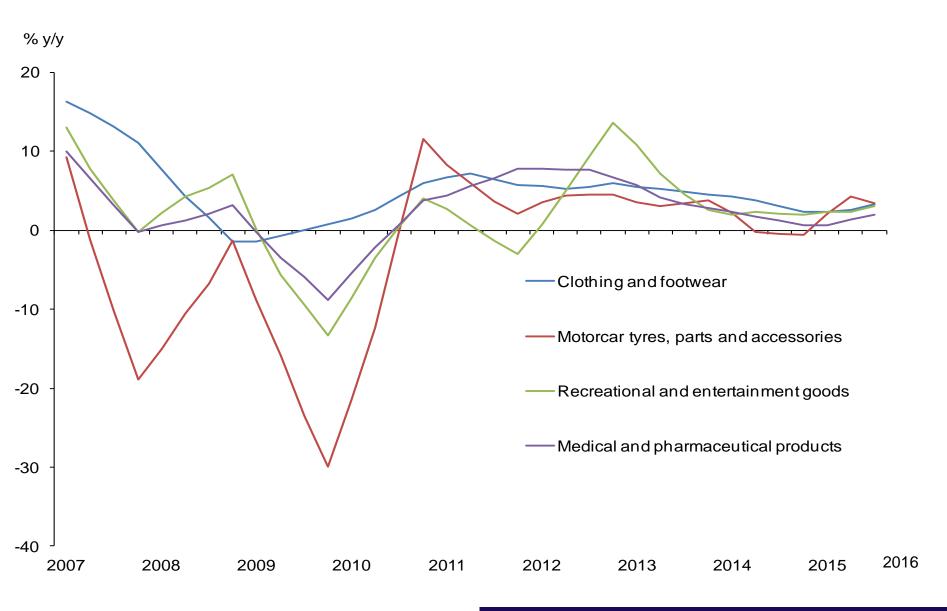
 Property developers in the "gap-market", mid-sized residential property market (to buy and/or rent)/ student accommodation, retirement villages etc

Retail

- Clothing and footwear
- Medical and pharmaceutical products
- Sports equipment and camping gear, hobbies etc
- Motor tyres, parts and accessories

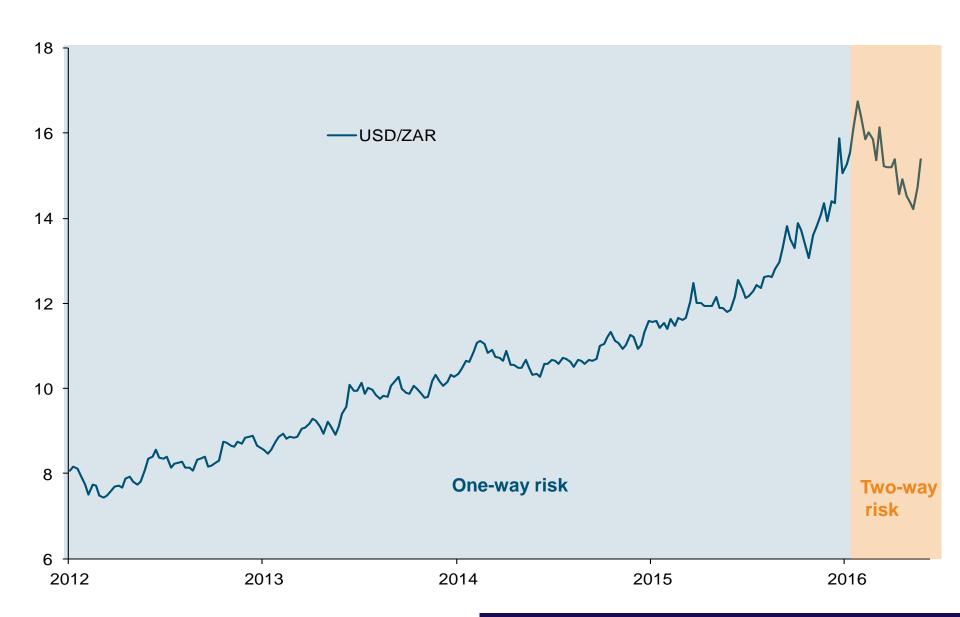
Still decent volume growth despite challenging times





More two-way risk on the rand

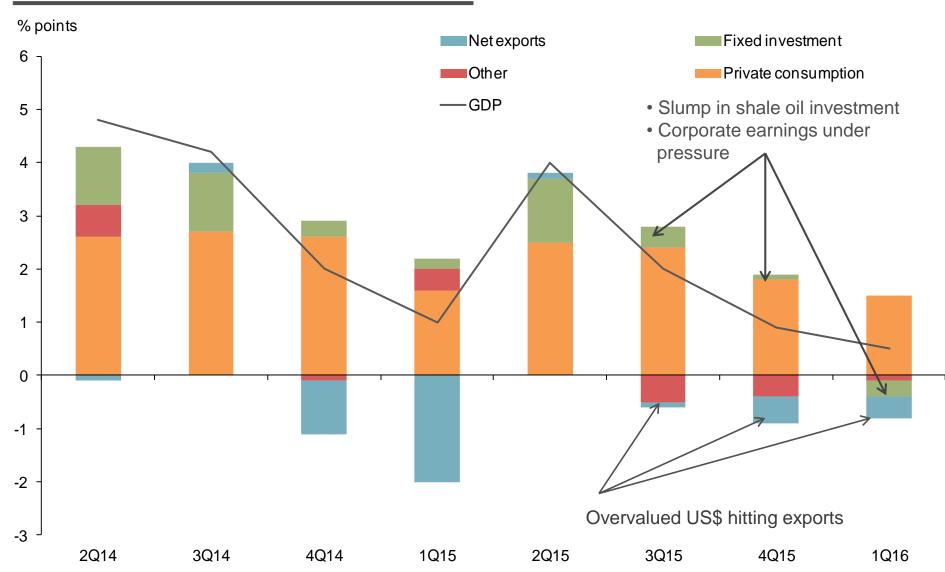




Why? Rising doubts about the strength of the US recovery



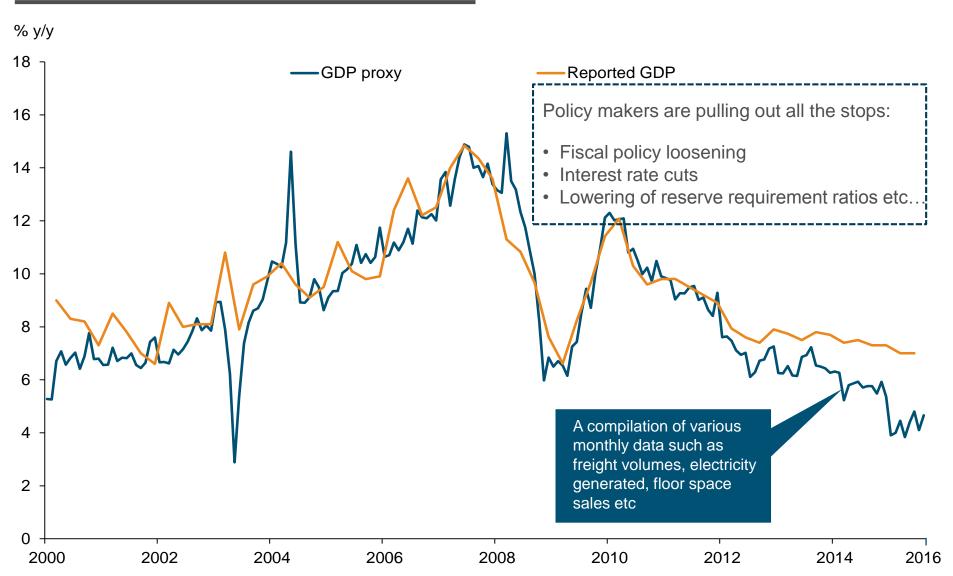
Contributions to quarterly US GDP growth



Why? Concerns are easing about a hard landing in China

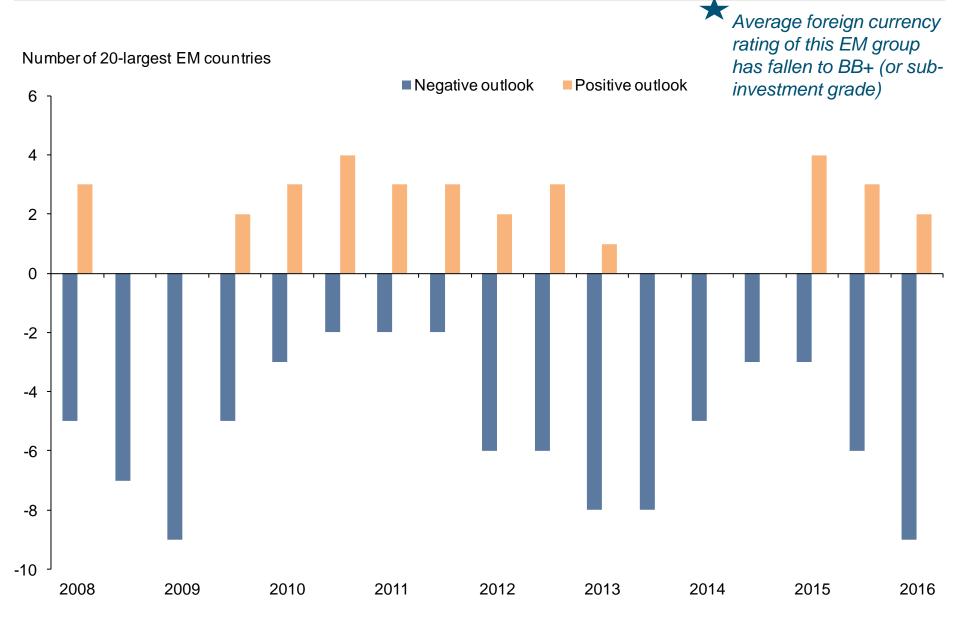


Signs of stimulus starting to take effect



Outlook distribution of 20-largest sovereign borrowers rated by S&P

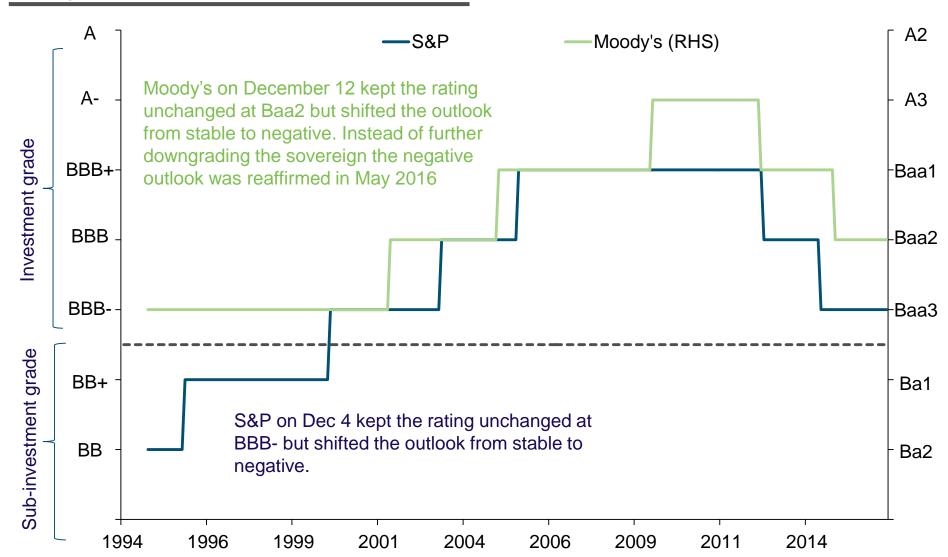




SA's foreign currency (FC) rating history



Downgrades started in 2012



Source: S&P, Moody's, Fitch, I-Net Bridge

SA's local currency (LC) rating status



Distinctly better rated



It's the <u>local currency</u> rating that for example determines SA's inclusion in the Citibank World Government Bond Index

Both S&P and Moody's have to cut SA's local currency rating to sub-investment grade before SA will lose its spot

S&P Moody's

Foreign currency rating

BBB- (negative outlook)

BBB (negative outlook)

BBB (negative outlook)

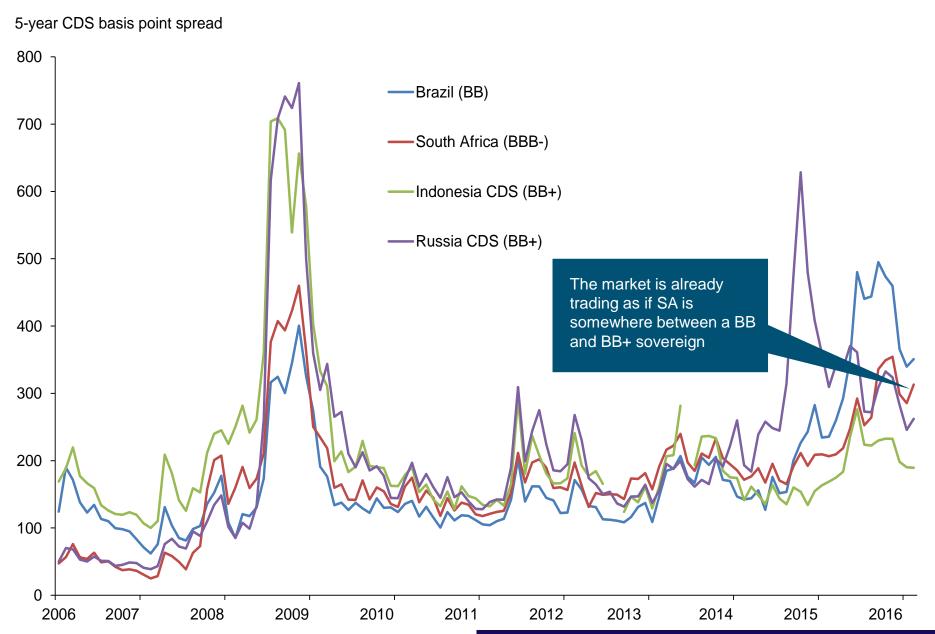
BBB (negative outlook)

Two notches higher

Sources: S&P, Moody's, Fitch
Strictly Private and Confidential

Is FC sub-investment grade already in the price?





Why did Moody's refrain from further cutting SA's FC rating?



Some growth boosting initiatives highlighted in the February Budget

- To expand IPP model of renewable energy into gas and coal
- To launch Invest SA
- CCMA to take a more active role in settling labour disputes
- To merge/rationalise SOEs to save costs and improve efficiencies
- To ease the VISA regime
- To ensure migration policy helps ease the skills constraints
- To modernise public tendering processes to cut corruption and save costs

Progress report

- DOE will canvas IPPs' appetite to help develop, operate and finance three new solar parks and a new 600 MW gas-fired power generation project in partnership with SOEs
- Happened already
- Examples of success in the recent Comair and Pikitup strikes
- SAA and SA Express, Broadband Infraco and Sentect etc
- Some regulations have already been relaxed with further adjustments to come
- White Paper on immigration policy will be published in coming months
- Office of the CPO has been expanded from 1 to 125 employees in three years. Success has already been achieved (e.g. detected irregularities in a correctional services contract)

Macroeconomic forecast summary 2016 - 2018



Low economic growth throughout our forecast horizon: Range 0% - 2%

Inflation averaging around 6% over the next two years: Range 5.5% - 7.5%

Interest rate normalisation to continue: Repo rate peak of around 7.25%

Rand as volatile as ever with a wide trading range: USD/ZAR14 - 17

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July 2012