BLUE LABEL
TELECOMS

Unaudited Results

for the half year ended 30 November 2011

Agenda

- Salient Features
- Strategy Update
- South African Distribution
- International Distribution
- Financial Overview
- Prospects

Salient Features for the half year ended 30 November 2011

- Revenue growth 7% to R9,2bn
- Gross profit increased 14% to R590m
- EBITDA up 47% to R438m

  - excluding once–off receipt of R79,4m up 20%
- Headline earnings up 44% to R277,4m

  - excluding once-off receipt of R79,4m up 8%
- Cash generated from operating activities R795m
- Cash resources increased to R2,3bn
- Accelerating points of presence roll-out programme in Mexico
- Specific 91,8m share buyback concluded at R4.25/share totaling R391m
- Entered strategic alliance with Mobilitrix for digital couponing

South African Distribution

Brett Levy - Joint CEO

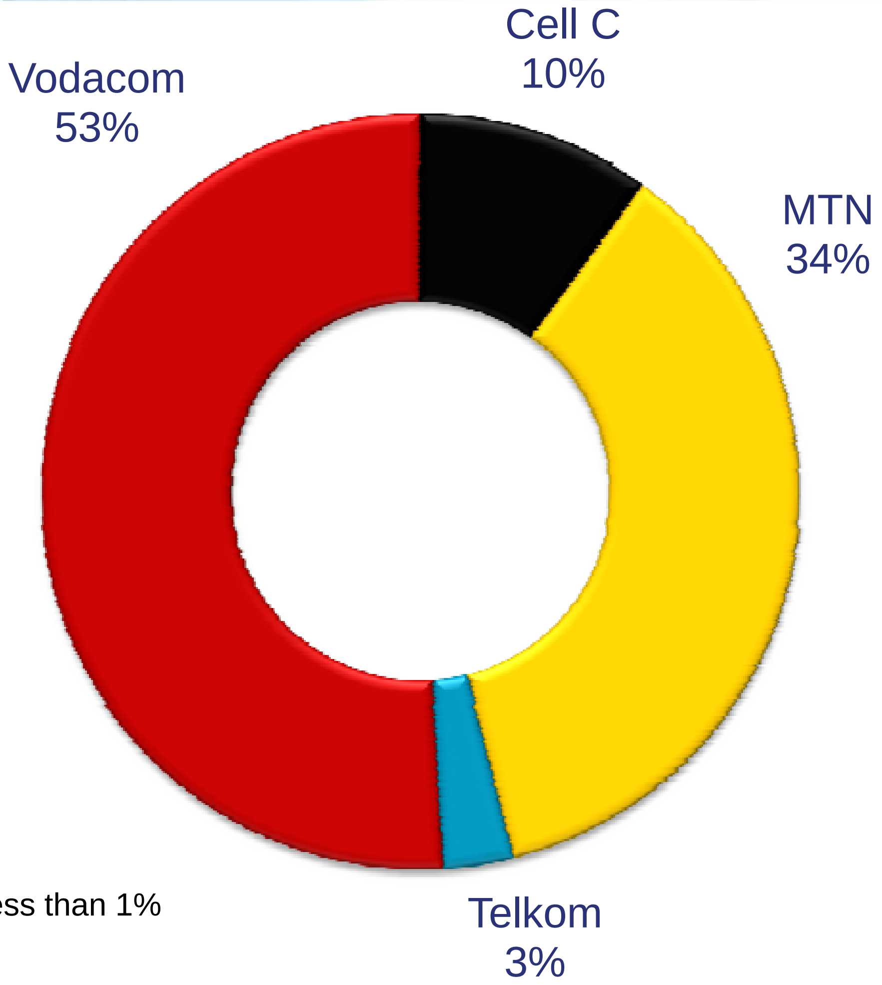
SA Distribution
Operational and Financial Highlights

- Revenue growth 7% to R9,1bn - increased volumes
- 3 income pillars:
  - commodity
  - annuity
  - interest earned
- Electricity commissions received up 37% to R41m
- Money transfers platform right–sized to reflect slower growth
- GP margins maintained

Prepaid Airtime and Starter-Packs

- Revenue growth 7%
- Target of 450 000 new connections per month on track
- Growth plan with 60 trucks and 100 foot-soldiers
- Price increases from MNO’s passed down to distribution channel
- Annuity revenue >R20m per month

Airtime Revenue per Network – November 2011



*the other networks amount to less than 1%

Prepaid Electricity

- Commissions received up 37% to R41m from R30m
- Equates to R2,7bn in sales, up from R1.5bn (1/2Yo1/2Y)
- Receive up to ~2% on net commissions
- Act as agent not principle - only commission earned included in revenue and not face value of sales
- Widespread electricity utility and municipality endorsements:

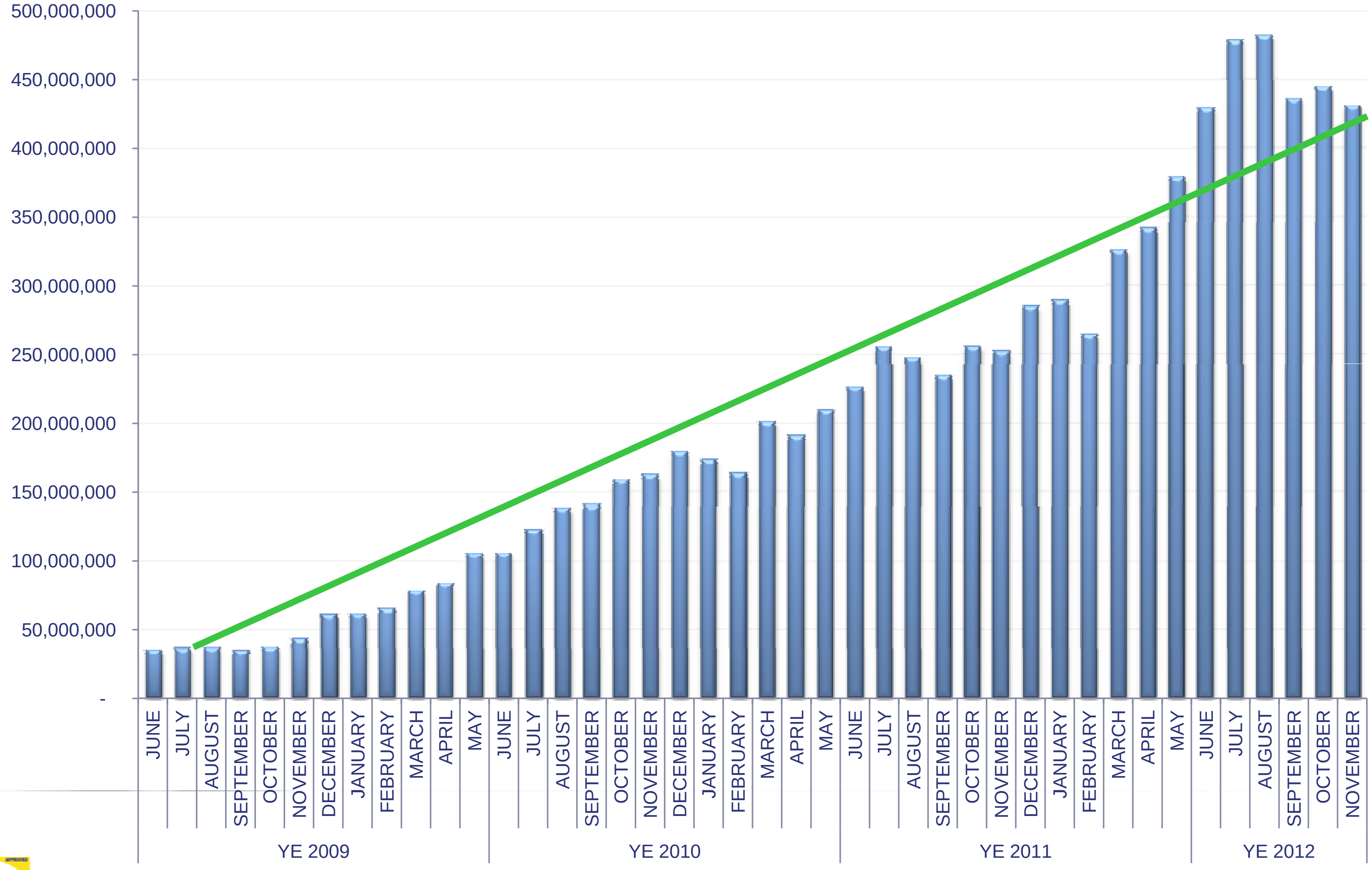
  - awarded Bela Bela and Polokwane contracts to vend electricity directly on their behalf

  - awarded Witzenberg contract to distribute prepaid tokens
- UniPIN offline prepaid electricity growth, Nov 2010 vs Nov 2011:

  - revenue: R8m to R30m

  - redemptions: 32 000 to 280 000

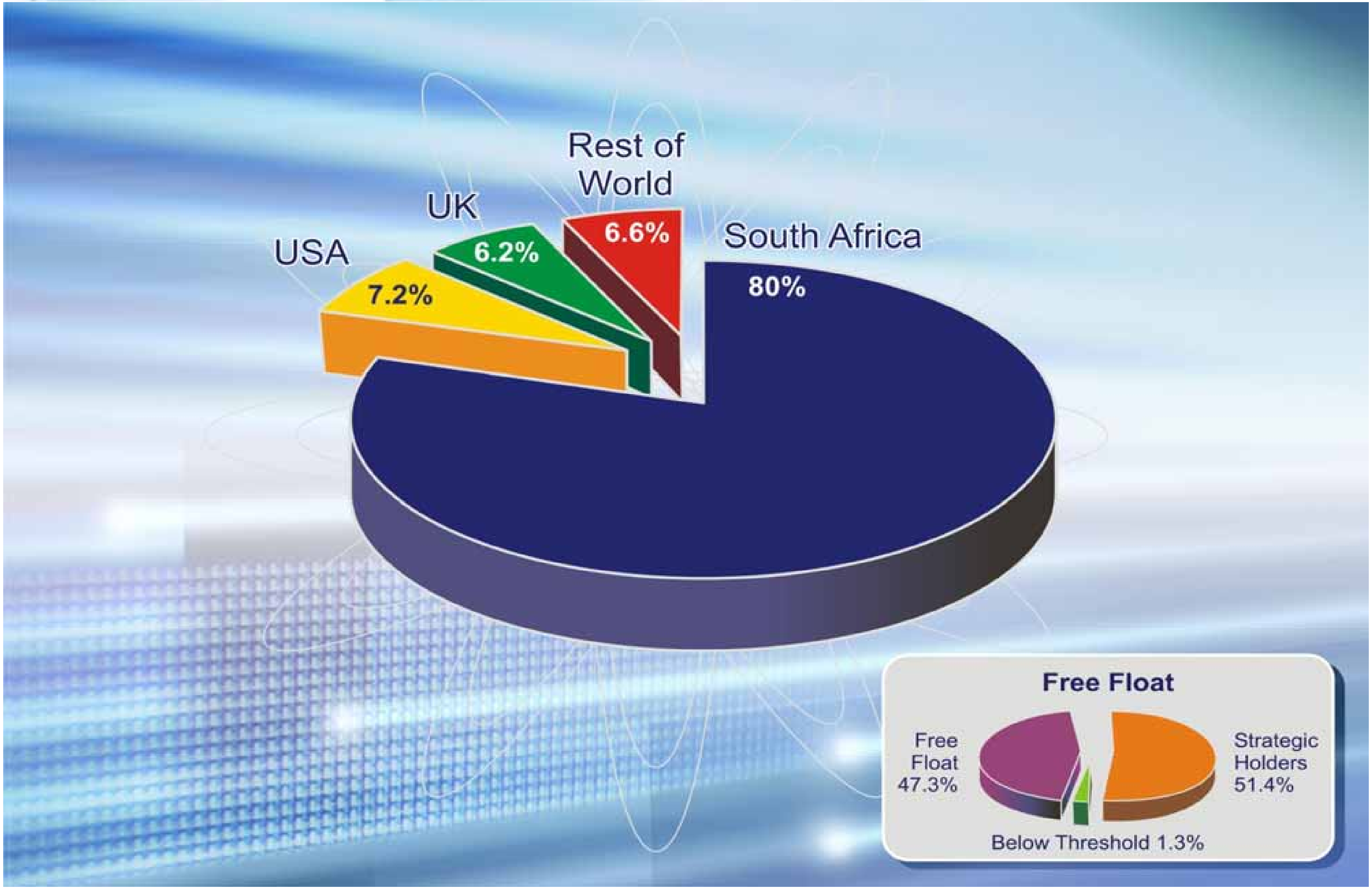
Prepaid Electricity Revenue Growth



Other Products and Services

- Retail outlets
- Near Field Communications (NFC)
- Media advertising
- Spinner
- SupaStakes football
- Senda Mobile Merchant
- Bill Payments
- Electronic Funds Transfers
- Financial services
- Transport ticketing and solutions
- Lotto
- Bela international calling card

Shareholder Profile and Free Float



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International Distribution

Mark Levy - Joint CEO

International Distribution: Operational and Financial Highlights

- Accelerating POP roll-out in Mexico
- Claims and counter-claims lodged in Multi-Links arbitration and date set down for November 2012
- Ukash redemption values up 89%, volumes up 81% and profit up 1,242%
- Disposal of 50.1% stake in Sharedphone International, post reporting period

- Strategic shift into versatile payment solutions provider continues
- Macro view:
  - Oxigen powering 90% of all mobile banking transactions*
  - 52% of Indian population is unbanked
- Financial inclusion business grows 24%:
  - domestic remittances (SBI and Yes Bank)
  - business correspondent banking (SBI and Yes Bank)
  - kiosk banking outlets (SBI)
  - long-term technology and marketing agreements (SBI - *MobiCash*)
  - Union Money mobile wallet (Union Bank with Nokia)
- National Payments Corporation of India and Oxigen jointly launch merchant payments on mobile
- 6,000 *Oxismart* low operating cost terminals already deployed
- Share of loss R4.4m

* source: RBI, April 2011

Blue Label Mexico

- Strong distribution capabilities with strategic partner Grupo Bimbo
- Rapid roll-out delivering average 2000 POPs per month
- Currently >20 000 POPs and growing steadily from 5 000 in May 2011
- Target market of independent shop owners reached thro' 17,000 truck routes
- Share of loss R8.5m
- Retail and financial services strategy in place
- Extending into US and Latin America markets based on self-service kiosk in-store

GRUPO BIMBO

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Blue Label Technology Segment

- Optimising group systems and platforms
- Focus on AEON : robustness, availability, scalability and skills development
- Significant increase in transaction volumes in calendar year
  - bulk distribution up 15%
  - AEON volumes up 100%
- Operating expenditure: R40m

Blue Label Mobile Segment

- >5 billion mobile users in world
- Ecosystem includes NFC

MSC

- Mobile services business
  - mobile banking platform and mobile merchant services

Cellfind

- WASP, aggregator and LBS Service Provider
  - miStatement and miPayslip

Media

- Advertising

Mobilitrix

- coupons and retail & virtual rewards
  - *"Engage, Motivate, Measure"*

MTN 2MyAid

MTN WhereRU

miStatement

miPayslip

mobi secure

mobi merchant

mobi wallet

vodacom look 4 me

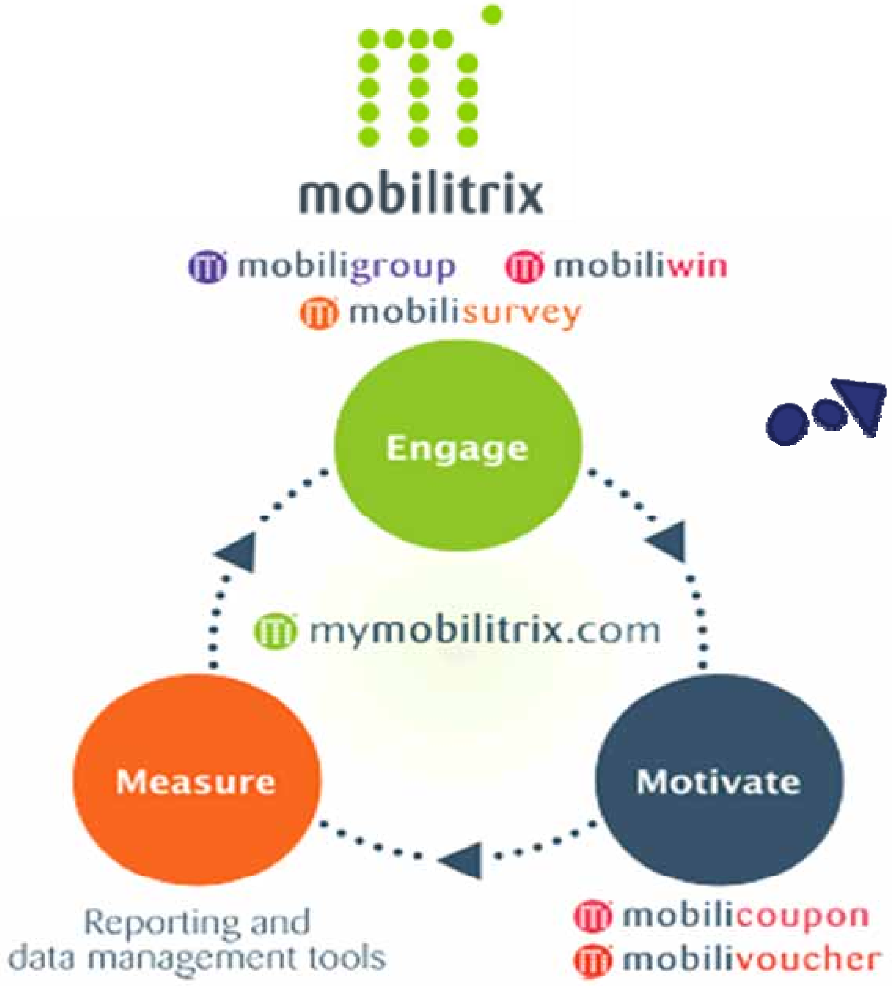
vodacom look 4 help

Blue Label Media

> 1 BILLION BULK PRINT VOUCHERS PER YEAR	TILL ROLL CAMPAIGNS	OUTDOOR MEDIA

Engage. Motivate. Measure.

Mobilitrix: End to End Solution



Retail Rewards

Coupon – linked to a specific SKU

Voucher – discounted value of total basket

Virtual Rewards

Airtime | Mxit Moola | Competition Entry | Content

Blue Label Solutions Segment

Blue Label Data Solutions

- Continues its excellent performance
- Diversifying product range
- Entrenching direct marketing strategies
- *“Your service partner in direct marketing”*

Velociti

- Creative management in difficult market conditions
- Call centre expertise increased to 850 seats supporting successful campaigns
- “*Empowering your brand*”

Enterprise Applications

Geo Marketing & Analysis

Call Centre

Target Marketing

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Financial Overview

David Rivkind - Financial Director

Highlights for the six months ended – Nov 2011

Revenue	Gross Profit	EBITDA
Increased by 7% to R9.2 billion	Increased by 14% to R590 million	Increased by 47% to R438 million*

NPAT	Headline EPS	Cash Generation
Increased by 41% to R272 million*	Increased by 44% to 36.74 cents per share*	R795 million accumulated to cash resources of R2.3 billion

Includes once off income receipt of R79.4 million

Income Statement

	Nov 2011 R'000	Nov 2010 R'000	Growth R'000	% Growth
Revenue	9,249,177	8,643,554	605,623	7%
Gross profit	589,732	518,906	70,826	14%
GP margins	**6.38%**	**6.00%**	**0.38%**	
Other income *	89,787	6,769	83,018	1 226%
Overheads	(241,249)	(226,825)	(14,424)	(6%)
EBITDA	438,270	298,850	139,420	47%
Depreciation, amortisation and impairment	(45,953)	(47,037)	1,084	2%
EBIT	392,317	251,813	140,504	56%
Net finance income	10,652	31,874	(21,222)	(67%)
Net profit before taxation	402,969	283,687	119,282	42%
Taxation	(117,862)	(95,197)	(22,665)	(24%)
Net profit after tax	285,107	188,490	96,617	51%
Minority interest	1,206	1,642	(436)	(27%)
Share of (losses)/profits from associates	(2,120)	1,336	(3,456)	(259%)
Share of losses from joint ventures	(9,188)	(5,708)	(3,480)	(61%)
Net profit from continuing operations	**275,005**	**185,760**	**89,245**	**48%**

****Includes once off income receipt of R79.4 million***

South African Distribution

	Nov 2011 R'000 Total group	Nov 2011 R'000 SA Distribution	Nov 2010 R'000 SA Distribution	Growth R'000 SA Distribution	% Growth
Revenue	9,249,177	9,088,819	8,519,296	569,523	7%
Gross profit	589,732	503,402	442,619	60,783	14%
Gross profit %	6.38%	5.54%	5.20%		
EBITDA	438,270	394,357	346,171	48,186	14%
EBITDA Margins	4.74%	4.34%	4.1%		

	6 months ended		6 months ended	
	30 Nov 2011	31 May 2011	30 Nov 2010	31 May 2010
Gross Profit Margins	5.54%	5.19%	5.20%	5.11%

- Predominant contributor to revenue and profitability
- Commissions recognised on electricity increased 37% to R41m. Gross revenue – R2.7bn

Associates

	Nov 2011 R'000	Nov 2010 R'000	Growth R'000	% Growth
Share of (losses)/profit from associates	**(2,120)**	**1,336**	**(3,456)**	**(259%)**
- Ukash	2,274	3,308	(1,034)	(31%)
- Oxigen Services India	(4,399)	(1,972)	(2,427)	(123%)
- Other	5	-	5	

- Ukash *
  - Growth in trading profits of R2.7m after eliminating deferred tax asset of R3.7m in prior year.
- India *
  - Revenue increased by 52%
  - Increase in overheads

** As reported in their local currency*

Joint Ventures

	Nov 2011 R'000	Nov 2010 R'000	Growth R'000
Share of losses from joint ventures	**(9,188)**	**(5,708)**	**(3,480)**
- Blue Label Mexico	(8,464)	(6,340)	(2,124)
- Other	(724)	632	(1,356)

- Blue Label Mexico
  - The increase in losses were attributable to expansionary expenditure in support of a concerted drive in the roll-out of point of sale devices in conjunction with Grupo Bimbo.

Income Statement

	Nov 2011 R'000	Nov 2010 R'000	Growth R'000	% Growth
Net profit from continuing operations	**275,005**	**185,760**	**89,245**	**48%**
Discontinued operation – APS Nigeria	(3,102)	6,877	(9,979)	(145%)
Net profit attributable to equity holders of parent	**271,903**	**192,637**	**79,266**	**41%**
Core intangible adjustment	10,237	13,744	(3,507)	(26%)
Core net profit	**282,140**	**206,381**	**75,759**	**37%**
Earnings per share (cents)	36.02	25.45		42%
Headline earnings per share (cents)	36.74	25.45		44%
Core earnings per share (cents)	37.38	27.27		37%

Balance Sheet

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Summarised Group Statement of Financial Position as at	30 Nov 2011	31 May 2011
Non- current assets	**998,127**	**851,665**
Property, plant and equipment	130,741	139,747
Intangible assets and goodwill (1)	528,074	433,513
Investment in associates and joint ventures (2)	322,854	239,997
Other non-current assets	16,458	38,408
Current assets	**4,725,338**	**4,216,942**
Inventories (4)	667,099	1,012,594
Trade and other receivables (5)	1,316,823	914,164
Prepayment (3)	391,402	-
Other current assets	44,113	63,487
Cash and cash equivalents	2,305,901	2,226,697
Assets of disposal group classified as held for sale	**-**	**20,481**
Total assets	**5,723,465**	**5,089,888**
Capital and reserves	**3,119,701**	**2,955,363**
Non-current liabilities	**109,048**	**38,093**
Current liabilities	**2,494,716**	**2,081,760**
Trade and other payables (6)	2,484,878	2,046,773
Bank overdraft	-	527
Other current liabilities	9,838	34,460
Liabilities of disposal group classified as held for sale	**-**	**13,872**
Total equity and liabilities	**5,723,465**	**5,089,088**

1. Purchase of starter pack bases – R121m
2. Funding for additional shareholding in Oxigen Services India – R74m
3. Prepayment for Microsoft shares of R391m.
4. Stock turn – 14 days
5. Debtors days – 24 days
6. Creditors days – 49 days

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Cash Flow

Summarised Group Statement of Cash Flows

as at 30 Nov	2011
Cash generated by operations	**879,393**
Interest received	31,946
Interest paid	(2,939)
Taxation paid	(113,756)
Cash flows from operating activities	**794,644**
Cash flows from investing activities	**(204,684)**
Cash flows from financing activities	**(517,629)**
Increase in cash and cash equivalents	**72,331**
Cash and cash equivalents at the beginning of the year	2,226,170
Translation difference	7,400
Cash and cash equivalents at the end of the year	**2,305,901**

- Cash generated by operating activities R795
- Starter pack base purchased for R121m
- Funding for additional equity in Oxigen Services India R74m
- Purchase of Microsoft ‘s 12% shareholding in BLT R391m
- Dividend payment R107m

Prospects

- Continued focus on the marketing and distribution of prepaid starter packs is expected to compound existing annuity revenues.
- Commissions generated from prepaid electricity sales are expected to continue to increase both organically and through contracts with additional electricity providers.
- The mobile segment is expected to compound its advertising revenue on bulk printed prepaid vouchers and point of sale receipt vouchers.
- The distribution capabilities of Grupo Bimbo is expected to filter down to a significant gain in the momentum of the roll-out of point of sale devices.
- Oxigen Services India has developed a robust foundation and is poised to embark on an aggressive foot print expansion which will incorporate banking services that will service the vast unbanked population in India.
- The strategic alliance established with Mobilitrix is expected to accelerate growth in loyalty and mobile couponing services in order to strengthen customer retention and incentive capabilities.

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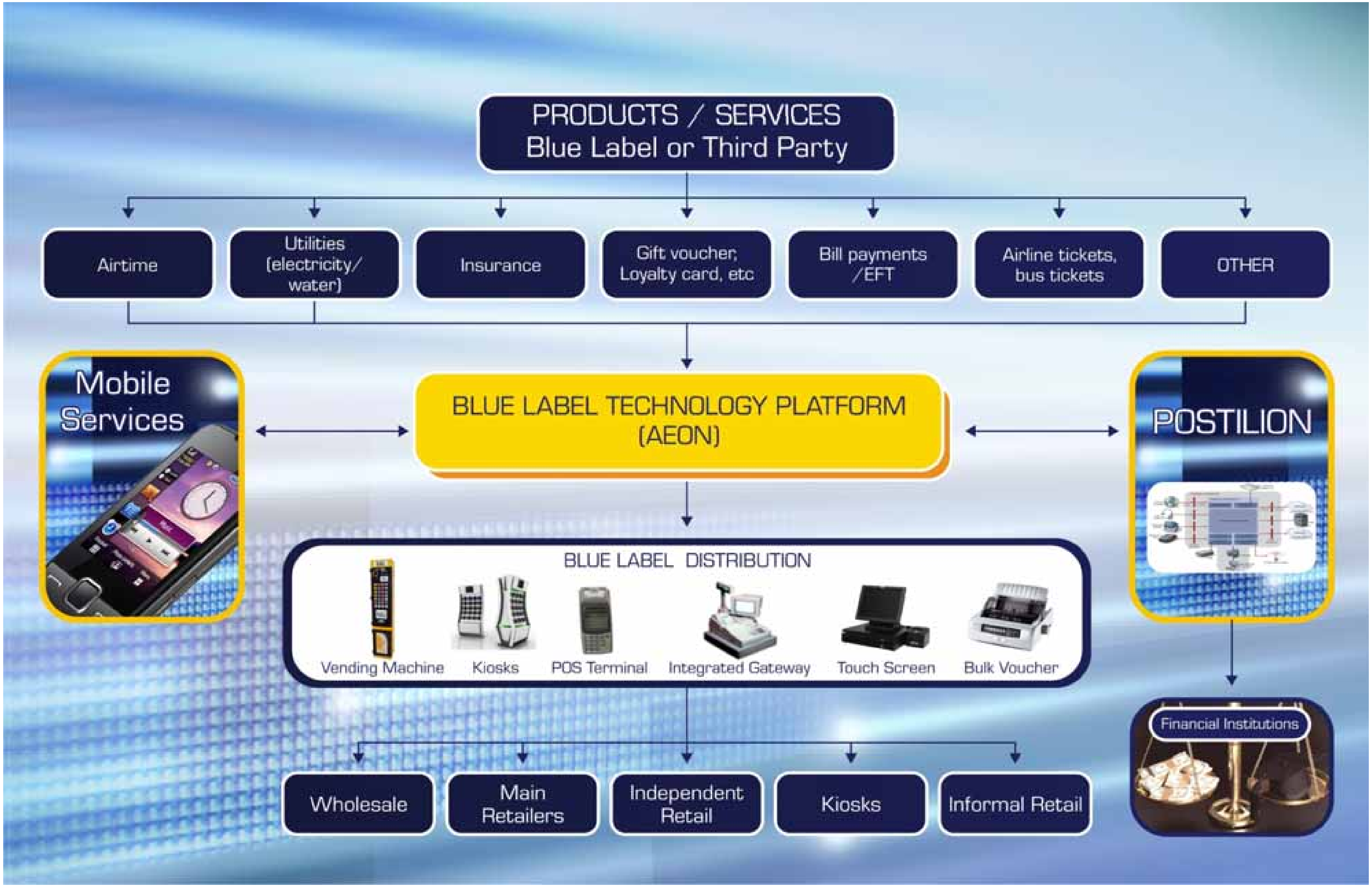
Thank you

Questions & Answers

Supplementary: Technical Overview



Supplementary: Group Structure

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Blue Label South Africa

- Blue Label Distribution
- The Prepaid Company
  - Crown Cellular
  - Bela Phone Company (51%)
- Ventury
  - CiGiCell (74%)
- The Post Paid Company (75%)

Blue Label International

- African Prepaid Services (72%)
  - APS Nigeria (51%)
- Gold Label Investments
  - Oxigen Services India (55.83%)
  - Ukash (15.75%)
- SharedPhone International (50.1%)
- Blue Label Mexico (40%)

Blue Label Mobile

- Cellfind
- Content Connect Africa
- Blue Label One
- Mobilitrix (51%)

Blue Label Technology

- Activi Deployment Services
- Transaction Junction (60%)

Blue Label Solutions

- Datacel
  - Velociti
  - CNS Call Centre
  - Blue Label Data Solutions (81%)

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* 100% unless otherwise stated

Supplementary: Global Footprint

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Two strategies for international expansion: Bricks and Mortar & Technology Offerings

Technology offering

Austria
Belgium
Benin
Canada
China
Czech Republic
Denmark
DRC
Estonia
Finland
France
Greece
Guinea Bissau
Haiti
Hungary
Ireland
Italy
Latvia
Lesotho
Liberia
Mozambique
Netherlands
Norway
Poland
Portugal
Russia
Rwanda
Serra Leone
Slovenia
Spain
Sweden
Tanzania
Uganda
Ukraine
United Kingdom
Uruguay
Yemen
Zimbabwe

Bricks and Mortar

India
Mexico
South Africa
United Kingdom

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Supplementary:
Barriers to Entry

- The following natural barriers to entry exist in the environments in which BLT operates:
  - The ease of ability to integrate can be hindered by lag times in the negotiation of supplier and customer contracts
  - Lock out periods for the processing of new technologies
  - Customers desire to prioritise for their own objectives and/or products and services
- These have become some of our greatest assets, achieved by securing long term contracts with customers and suppliers

Opportunity

- Prepaid provides certainty
- Prepaid is an alternative payment method
- Airtime builds the highway
- Growing demand in SA:
  - electricity, money transfers, data delivery
- Robust cash flows fund growth
- Retail and wholesale markets
- India and Mexico springboard

Delivery

- Robust, scalable and proprietary technology-AEON
- Ensure right skills and talent
- Minimal capital expenditure
- Minimal cost to delivery
- Sustainable across cycle
- Unleveraged balance sheet
- Build network distribution and introduce products

Value Added

- ~150,000 POPs in SA
- Organic growth
- Dividend yielding
- Large, fast-growing markets with low penetration
- Grow product-lines and consumer-base
- specific share buyback concluded