

## **GREYSTONE PARTNERS LIMITED**

(Incorporated in Swaziland - Registration Number 74/2009)

Annual Financial Statements for the year ended 31 March 2012



## General information

**Greystone Partners Limited** 

Country of incorporation and domicile

Company registration number

74 of 2009

Nature of business and principal activities

**Investment Holding Company** 

Kingdom of Swaziland

**Business Address** 

2<sup>nd</sup> Floor, Nedbank Centre

Corner Dr Sishayi and Sozisa Roads

PO Box 5727

Mbabane

Fund Manager

African Alliance Swaziland Limited

Auditors

PriceWaterhouseCoopers (Swaziland)

MTN Office Park

**Karl Grant Street** 

PO Box 569

Mbabane

**Bankers** 

Nedbank (Swaziland) Limited

Swazi Płaza

PO Box 70

Mbabane

**Functional currency** 

The financial statements are expressed

in Emalangeni



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## **Greystone Partners Limited**

The reports and statements set out below comprise the financial statements presented to the shareholders:

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## Directors' responsibilities and approval

**Greystone Partners Limited** 

The directors are responsible for preparing the Directors' Report and the financial statements in accordance with International Financial Reporting standards and in the manner required the Swaziland Companies Act of 2009.

Company law requires the directors to prepare the company financial statements for each financial year, which meet the requirements of the Swaziland Companies Act of 2009. In addition, the directors, have elected to prepare the company financial statements in accordance with international Financial Reporting Standards.

The company financial statements are required by law to give a true and fair view of the state of affairs of the company and of the profit or loss of the company for the period.

In preparing these financial statements, the directors are required to:

- Select suitable accounting policies and then apply them consistently;
- Make judgements and estimates that are reasonable and prudent;
- State whether they have been prepared in accordance with International Financial Reporting Standards; and
- Prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

The directors are responsible for keeping proper accounting records that disclose with reasonable accuracy at any time the financial position of the company and to enable them to ensure that its financial statements comply with the Swaziland Companies Act no. 8 of 2009, International Financial Reporting Standards and the Swaziland Stock Exchange Listing Requirements. They have general responsibility for taking such steps as are reasonably open to them to safeguard the assets of the company and to prevent and detect fraud and other irregularities.

The financial statements set out on pages 6 to 33, which have been prepared on the going concern basis, were approved by the board of directors on 26 September 2012 and were signed on its behalf by:

Director

Director



**Independent Auditor's Report**to the shareholders and Board of Directors of Greystone Partners Limited

We have audited the annual financial statements of Greystone Partners Limited, which comprise the directors' report, the statement of financial position as at 31 March 2012, and the statement of comprehensive income, the statement of changes in equity, the cash flow statement for the year then ended and, a summary of significant accounting policies and other explanatory notes, as set out on pages 6 to 33.

### Directors' Responsibility for the Financial Statements

The company's directors are responsible for the preparation and fair presentation of these financial statements in accordance with international Financial Reporting Standards, and in the manner required by the Swaziland Companies Act 2009 and the Swaziland Stock Exchange Listing Requirements. This responsibility includes: designing, implementing and maintaining internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error; selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances.

## Auditor's Responsibility

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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. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance 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 auditor's judgement, 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 auditor 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 directors, 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 present fairly, in all material respects, the financial position of the company as of 31 March 2012, and of its financial performance and cash flows for the year then ended in accordance with International Financial Reporting Standards, and in the manner required by the Swaziland Companies Act 2009.

PricewaterhouseCoopers Partner: Theo Mason

Chartered Accountant (Swaziland)

Mbabane Date: 03 AECEMBER, 2011.

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Partner in charge J P E Lewis

Resident partners T Mason, M Fakudze

PricewaterhouseCoopers, MTN Office Park, Karl Grant Street, Mbabane, Swaziland
P O Box 569, Mbabane H100, Swaziland Telephone +268 2404 2861/3, Telephone or 2404 3143, Facsimile +268 2404 5015, www.pwc.com



## Directors' report

## **Greystone Partners Limited**

The directors submit their report for the year ended 31 March 2012.

### Incorporation

The company was incorporated on 27 January 2009 and obtained its certificate to commence business on the same day.

#### Review of activities

#### Main business and operations

The principal object of the company is to carry on business as an investment holding company. The company shall invest primarily in emergent, unlisted businesses with sustainable growth potential. Although the company aims to invest predominantly in the Kingdom of Swaziland, where opportunities are unavailable, there may be a case for investing elsewhere within the Common Monetary Area.

It is envisaged that the average size of a specific equity investment would be in the order of E5 million and above, with a minimum size of approximately E 500,000. The company will endeavor to secure interests of between 5% and 50% in unlisted companies.

During the period the company commenced its investments primarily in unlisted businesses with growth potential. S'thofeni M Ginindza, HRH Lonkhokhela Dlamini, Lungile G Dlamini and Jobe S Mashwama resigned as directors and Alfred T Dlamini, Mandla L Dlamini and Banele M Nyamane were appointed as directors of the company. Banele M Nyamane has resigned as director after the year end but before the end of the reporting period.

The operating results and state of affairs of the company are fully set out in the attached financial statements and do not in our opinion, require any further comment.

Net loss for the company was E303, 186 (2011 - E 445,158), after taxation of E 979,119 (2011 - E 272,839).

### investments

During the period under review the company acquired a 0.05% holding in Swazispa Holdings Limited for E 29,779 as well as a 3.32% stake in Southern Banking Corporation Limited for E 12,028,984.

Subsequent to the year end, the company acquired a 25% equity share in Swazi Mahewu (Pty) Limited for E 10 million. Swazi Mahewu's primary focus is on the production and distribution of mahewu, a traditional drink made from maize and sugar. The company has also indirectly invested E 25 million in Swaziland Royal Insurance Corporation ("SRIC") and acquired a 6.5% ordinary shareholding. SRIC is a dominant player in Swaziland short term insurance market.

## Post reporting date events

The directors are not aware of any matter or circumstance arising since the end of the financial period that would have materially altered the results reported.

#### Authorised and issued share capital

Changes in the authorised and issued share capital of the company during the period under review are fully disclosed in note 5 of the financial statements.

#### Dividends paid

No dividends were declared or paid to shareholder during the period.



## Directors' report

**Greystone Partners Limited** 

#### Corporate governance

Sound corporate governance structures and processes are being applied at Greystone and are considered by the board to be pivotal to delivering sustainable growth in the interest of all stakeholders. Governance structures and processes are regularly reviewed and adapted to accommodate internal corporate developments and to reflect national and international best practice to the extent considered in the best interest of the company.

The board meets regularly, retains control over the company and monitors executive management. The board reserves to itself a range of key decisions to ensure that it retains proper direction and control of the company. The roles of the Chairperson and the Chief Executive Officer do not vest in the same person and the Chairperson is a non-executive director. The Chairperson provides leadership and guidance to the company's board, encourages proper deliberation of all matters requiring the board's attention, obtains optimum input from the other directors and ensures all decisions of the board are clearly worded and are tikely to advance the company's interests.

The board retains control over its operations and has established an Investment Committee. The investment Committee is an advisory committee and not an executive committee and as such will not perform any management functions or assume any management responsibilities, but will rather primarily make investment recommendations to the board for its approval and final decision.

#### **Directors**

The Board of Directors for the period and at the date of this report is as follows:

N	a	П	B	e	

Alfred T Dlamini (Chairperson)

HRH Lonkhokhela Dlamini

Lungile G Dlamini

Mandia L Diamini

S'thofeni M Ginindza

Nelsiwe K Mabuza (Chief Executive Officer)

**Desmond T Mahony** 

Jobe S Mashwama

Banele M Nyamane

Nationality

Swazi (appointed 20 May 2011)

Swazi (resigned 10 May 2011)

Swazi (resigned 10 May 2011)

Swazi (appointed 20 May 2011)

Swazi (resigned 10 May 2011)

South African

Swazi

Swazi (resigned 10 May 2011)

Swazi (appointed 10 May 2011, resigned 31 May 2012)



## Directors' report

**Greystone Partners Limited** 

**Investment Committee** 

The Investment Committee for the period and at the date of this report is as follows:

Name Nationality

Dumisani Dlamini Swazi
Mduduzi M Dlamini Swazi

Sizakele P Dlamini Swazi (appointed 25 June 2012)
Zakithi B Dlamini Swazi (appointed 25 June 2012)

S'thofeni Ginindza Swazi

Theo Hlophe Swazi (resigned 18 May 2012)

Desmond T Mahony South African

### Secretary

The secretary of the company is L da Camara at 4<sup>th</sup> Floor, 23 Melrose Boulevard, Melrose Arch, 2196, South Africa and Suite 231, Private Bag X1, Melrose Arch, 2076.

## Auditors

PriceWaterhouseCoopers (Swaziland) have indicated their willingness to continue in office in accordance with the Companies Act.

The financial statements set out on pages 6 to 33, were approved by the board of directors on 26 September 2012

ers signed on its behalf by:

Director

Director



# Statement of financial position as at 31 March 2012

**Greystone Partners Limited** 

Figures in Emalangeni	Note	31 March 2012	31 March 2011 (restated)
Assets			
Non-current assets			
Fair value through profit or loss:			
Investments	2	13,323,477	200,000
	_	13,323,477	200,000
Current assets			
Cash and cash equivalents	4	74,040,272	69,041,820
	_	74,040,272	69,041,820
Total assets		87,363,749	69,241,820
Equity and Habilities			
Equity			
Share capital	5	83,365,897	68,090,105
Share based payment reserve	6	3,669,581	1,081,784
Retained loss		(748,344)	(445,158)
Total equity	_	86,287,134	68,726,731
Liabilities			
Non-current liabilities			
Deferred tax liability	7	319,414	_
*		319,414	
Current liabilities			
Amounts owing to related parties	9		200 000
Other payables	10	97,496	200,000 42,250
Current income tax liability	8	659,705	272,839
•		757,201	515,089
Total liabilities	<del></del>	1,076,615	515,089
Total equity and liabilities		87,363,749	69,241,820



# Statement of source and application of funds as at 31 March 2012

**Greystone Partners Limited** 

Figures in Emalangeni	Note	31 March 2012	31 March 2011 (restated)
Funds derived from:			
Proceeds of shares issued	_	15,275,792	68,090,105
	_	15,275,792	68,090,105
Funds applied to:			
Net loss		388,781	172,319
Liabilities for taxes		<b>659,70</b> 5	272,83 <del>9</del>
Acquisition of investment		12,058,763	•
Increase in working capital		2,168,543	67,644,947
	<u> </u>	15,275,792	68,090,105



## Statement of comprehensive income as at 31 March 2012

**Greystone Partners Limited** 

Figures in Emalangeni	Note	For the 12 months ending 31 March 2012	For the 12 months ending 31 March 2011(restated)
Interest income		4,128,198	1,408,181
Operating expenses	_	(4,516,979)	(1,580,500)
Operating loss	12	(388,781)	(172,319)
Unrealised gain on revaluation of investments		1,064,714	
Profit/(loss) before taxation	_	675 933	(172,319)
Taxation	14	(979,119)_	(272,839)
Total comprehensive loss	_	(303,186)	(445,158)
earnings per share	15	(0.004)	(0,019)



## Statement of changes in equity as at 31 March 2012

**Greystone Partners Limited** 

Figures in Emalangeni	Share capital	Share premium	Total share capital	Share based payment reserve (restated)	Retained Income /(loss)	Total equity
Balance at 31 March 2010	1		1	*	u	1
Issue of shares	699,999	69,300,000	69,999,999	•	•	69, <b>999,</b> 999
initial listing costs	-	(1,909,895)	(1,909,895)			(1,909,895)
Movement in share based payment	-			1,081,784		1,081,784
Total comprehensive loss for the period restated		•		-	(445,158)	(445, 158)
Balance at 31 March 2011					*	
(restated)	700,000	67,390,105	68,090,105	1,081,784	(445,158)	68,726,731
Issue of shares Costs Movement in share based	1 <b>50,000</b> -	15,150,000 (24,208)	15,300,000 (24,208)			15,300,000 (24,208)
Total comprehensive loss for the period	٠	٠		2,587,797		2,587,797
Balance at 31	-	•	•		(303, 186)	(303, 186)
March 2012	850,000	82,515,897	83,365,897	3,669,581	(748,344)	86,287,134



## Statement of cash flows as at 31 March 2012

**Greystone Partners Limited** 

Figures in Emalangeni	Note	For the 12 months ending 31 March 2012	For the 12 months ending 31 March 2011
Cash flows from operating activities			
Cash used in operations	16	2,054,262	951,715
Purchase of investments	2	(12,058,763)	•
Income tax paid	8	(272,839)	<u> </u>
Net cash inflow from operating activities	•	(10,277,340)	951,715
Cash flows from financing activities			
Proceeds on share issue net of expenses	_	15,275,792	68,090,104
Net cash inflow from financing activities	-	15,275,792	68,090,104
Total cash and cash equivalents at the beginning of the period	_	69,041,820	1_
Total cash and cash equivalents at the end of the period	4	74,040,272	69,041,820



**Greystone Partners Limited** 

#### 1. Presentation of financial statements

The financial statements have been prepared in accordance with International Financial Reporting Standards, and the Companies Act no. 8 of 2009. The financial statements incorporate the principal accounting policies set out below. These are the accounting policies of the company and are adhered to in all instances that they apply to the company.

These accounting policies are consistent with the previous period.

- 1.1 Adoption of new or revised standards
- (a) Standards and amendments to existing standards effective 1 January 2011
  - The amendment to IAS 24, 'Related party disclosures', clarifies the definitions of a related party. The new definition clarifies in which circumstances persons and key management personnel affect related party relationships of an entity. The amendment also introduces an exemption from the general related party disclosure requirements for transactions with a government and entities that are controlled, jointly controlled or significantly influenced by the same government as the reporting entity. The adoption of the amendment did not have any impact on the financial position or performance of the company.
  - IFRS 7 (amendment) 'Financial instruments: Disclosures'. This amendment was part of the IASB's annual
    improvement project published in May 2010. The amendment emphasises the interaction between
    quantitative and qualitative disclosures about the nature and extent of risks associated with financial
    instruments. Adoption of this amendment did not have a significant impact on the company's financial
    statements.

There are no other standards, interpretations or amendments to existing standards that are effective that would be expected to have a significant impact on the company.

- (b) New standards, amendments and interpretations issued but not effective for the financial year beginning 1 January 2011 and not early adopted
  - iAS 32 'Financial Instruments: Offsetting of financial assets and financial liabilities' will be adopted by 1 January 2014 for the first time for its financial reporting period ending 31 March 2015. The amendment aims to provide clarification on the application of offsetting rules. The company would need to assess the impact of the amended statement on the financial statements. Until the effect of the amended statement has been determined, the company cannot determine the significance of the impact on the financial statements.
  - IFRS 9, 'Financial instruments', effective for annual periods beginning on or after 1 January 2015, specifies how an entity should classify and measure financial assets and liabilities, including some hybrid contracts. The standard improves and simplifies the approach for classification and measurement of financial assets compared with the requirements of IAS 39. Most of the requirements in IAS 39 for classification and measurement of financial liabilities were carried forward unchanged. The standard applies a consistent approach to classifying financial assets and replaces the numerous categories of financial assets in IAS 39, each of which had its own classification criteria.



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- The standard is not expected to have a significant impact on the company's financial position or performance, as it is expected that the company will continue to classify its financial assets and financial liabilities (both long and short) as being at fair value through profit or loss.
- IFRS 10, 'Consolidated financial statements', effective for annual periods beginning on or after 1 January 2013, builds on existing principles by identifying the concept of control as the determining factor in whether an entity should be included within the consolidated financial statements of the parent company. The standard provides additional guidance to assist in the determination of control where this is difficult to assess. The new standard will not have an impact on the company's financial position or performance.
- IFRS 12, 'Disclosures of interests in other entities', effective for annual periods beginning on or after 1 January 2013, includes the disclosure requirements for all forms of interests in other entities, including joint arrangements, associates, special purpose vehicles and other off balance sheet vehicles. The new standard will not have an impact on the company's financial position or performance.
- IFRS 13, 'Fair value measurement', aims to improve consistency and reduce complexity by providing a
  precise definition of fair value and a single source of fair value measurement and disclosure requirements
  for use across IFRSs. The requirements, which are largely aligned between IFRSs and US GAAP, do not
  extend the use of fair value accounting but provide guidance on how it should be applied where its use is
  already required or permitted by other standards within IFRSs or US GAAP. The company is yet to assess
  IFRS13's full impact.

There are no other standards, interpretations or amendments to existing standards that are not yet effective that would be expected to have a significant impact on the company.

## 1.2 Critical accounting estimates and judgments

in preparing the financial statements, management is required to make estimates and assumptions that affect the amounts represented in the financial statements and related disclosures. Use of available information and the application of judgement are inherent in the formation of estimates. Actual results in the future could differ from these estimates which may be material to the financial statements. Significant judgements include:

### a) Loans and receivables

The company assesses its loans and receivables for impairment at each reporting date. In determining whether an impairment loss should be recorded in profit and loss, the company makes judgements as to whether there is observable data indicating a measurable decrease in the estimated future cash flows from a financial asset.

## b) Fair value estimation

The fair value of investments traded in active markets (such as trading and available-for-sale securities) is based on quoted market prices at the reporting date. The quoted market price used for financial assets held by the company is the current bid price. In valuing unlisted investments, the company follows the principles recommended in the International Private Equity and Venture Capital Valuation Guidelines. Given the inherent uncertainties in estimating the value of unlisted investments, the company has in good faith and with due caution used a variety of assumptions, including estimates of market conditions and risks at that time.



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However, because of the inherent uncertainty of valuation, these estimated values may differ significantly from the values that would have been used had a ready market for the investment existed, and the difference could be material.

The company applies a number of methodologies to determine and assess the reasonableness of the fair value as determined. These methodologies may include earnings multiples, recent transaction prices and net asset value.

The carrying value less impairment provision of trade receivables and payables are assumed to approximate their fair values. The fair value of financial liabilities for disclosure purposes is estimated by discounting the future contractual cash flows at the current market interest rate that is available to the company for similar financial instruments.

#### c) Taxation

Judgement is required in determining the provision for income taxes due to the complexity of legislation. There are many transactions and calculations for which the ultimate tax determination is uncertain during the ordinary course of business. The company recognizes liabilities for anticipated tax audit issues based on estimates of whether additional taxes will be due. Where the final tax outcome of these matters is different from the amounts that were initially recorded, such differences will impact the income tax and deferred tax provisions in the period in which such determination is made.

The company recognises the net future tax benefit related to deferred income tax assets to the extent that it is probable that the deductible temporary differences will reverse in the foreseeable future. Assessing the recoverability of deferred income tax assets requires the company to make significant estimates related to expectations of future taxable income. Estimates of future taxable income are based on forecast cash flows from operations and the application of existing tax laws in each jurisdiction. To the extent that future cash flows and taxable income differ significantly from estimates, the ability of the company to realise the net deferred tax assets recorded at the reporting date could be impacted.

## 1.3 Financial assets and liabilities

### 1.3.1 Classification

The company classifies its investments in debt and equity securities, as financial assets or financial tiabilities at fair value through profit or loss and loans and receivables. The classification depends on the purpose for which the financial assets were acquired. Management determines the classification of its financial assets at initial recognition.

### (a) Financial assets and liabilities at fair value through profit or loss

The fair value through profit or loss category has two sub-categories: financial assets or financial liabilities held for trading; and those designated at fair value through profit or loss at inception.

## (i) Financial assets and liabilities held for trading

A financial asset or financial liability is classified as held for trading if it is acquired or incurred principally for the purpose of selling or repurchasing in the near term or if on initial recognition is part of a portfolio of identifiable financial investments that are managed together and for which there is evidence of a recent actual pattern of short-term profit taking.

(ii) Financial assets and liabilities designated at fair value through profit or loss at inception



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Financial assets and financial liabilities 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 documented investment strategy.

The company's policy requires the Investment Manager and the Board of Directors to evaluate the information about these financial assets and liabilities on a fair value basis together with other related financial information.

### (b) Loans and receivables

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. They are included in current assets, except for maturities greater than 12 months after the end of the reporting period. These are classified as non-current assets. The company's loans and receivables comprise 'cash and cash equivalents' in the balance sheet (notes 4)

## 1.3.2 Recognition and measurement

Regular purchases and sales of financial assets are recognised on the trade-date - the date on which the company commits to purchase or sell the asset. Financial assets and financial liabilities are initially recognised at fair value and transaction costs are expensed in the income statement. Financial assets are derecognised when the rights to receive cash flows from the investments have expired or have been transferred and the company has transferred substantially all risks and rewards of ownership. Loans and receivables are subsequently carried at amortised cost using the effective interest method.

Subsequent to initial recognition, all financial assets and financial liabilities at fair value through profit or loss are measured at fair value. Gains or losses arising from changes in the fair value of the 'financial assets at fair value through profit or loss' category are presented in the income statement within unrealised gains on revaluation of investments in the period in which they arise. Dividend income from financial assets at fair value through profit or loss is recognised in the income statement as part of other income when the group's right to receive payments is established.

Changes in the fair value of monetary and non-monetary securities classified as available for sale are recognised in other comprehensive income.

### 1.4 Impairment of financial assets

### Assets carried at amortised cost

The company assesses at the end of each reporting period whether there is objective evidence that a financial asset or group of financial assets is impaired. A financial asset or a group of financial assets is impaired and impairment losses are incurred only if there is objective evidence of impairment as a result of one or more events that occurred after the initial recognition of the asset (a 'loss event') and that loss event (or events) has an impact on the estimated future cash flows of the financial asset or group of financial assets that can be reliably estimated.

Evidence of impairment may include indications that the debtors or a group of debtors is experiencing significant financial difficulty, default or delinquency in interest or principal payments, the probability that they will enter bankruptcy or other financial reorganisation, and where observable data indicate that there is a measurable decrease in the estimated future cash flows, such as changes in arrears or economic conditions that correlate with defaults.

For loans and receivables category, the amount of the loss is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows (excluding future credit losses that have not been incurred) discounted at the financial asset's original effective interest rate. The carrying amount of the asset is reduced and the amount of the loss is recognised in the income statement. If a loan or held-to-maturity investment has a variable interest rate, the discount rate for measuring any impairment loss is the current effective interest rate determined under the contract. As a practical expedient, the company may measure impairment on the basis of an instrument's fair value using an observable market price.



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If, in a subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognised (such as an improvement in the debtor's credit rating), the reversal of the previously recognised impairment loss is recognised in the income statement.

## 1.5 Trade payables

Trade payables are obligations to pay for services that have been acquired in the ordinary course of business from suppliers. Accounts payable are classified as current liabilities if payment is due within one year or less (or in the normal operating cycle of the business if longer). If not, they are presented as non-current liabilities.

Trade payables are recognised initially at fair value and subsequently measured at amortised cost using the effective interest method.

## 1.6 Cash and cash equivalents

Cash and cash equivalents comprise cash on hand and demand deposits and other short-term highly liquid investments that are readily convertible to a known amount of cash and are subject to an insignificant risk of changes in value. These are initially and subsequently recorded and measured at fair value.

## 1.7 Current and deferred income tax

The tax expense for the period comprises current and deferred tax. Tax is recognised in the income statement, except to the extent that it relates to items recognised in other comprehensive income or directly in equity. In this case, the tax is also recognised in other comprehensive income or directly in equity, respectively.

The current income tax charge is calculated on the basis of the tax laws enacted or substantively enacted at the balance sheet date in the countries where the company operate and generate taxable income. Management periodically evaluates positions taken in tax returns with respect to situations in which applicable tax regulation is subject to interpretation. It establishes provisions where appropriate on the basis of amounts expected to be paid to the tax authorities.

Deferred income tax is recognised, using the liability method, on temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the financial statements. However, deferred tax liabilities are not recognised if they arise from the initial recognition of goodwill; deferred income tax is not accounted for if it arises from initial recognition of an asset or liability in a transaction other than a business combination that at the time of the transaction affects neither accounting nor taxable profit or loss. Deferred income tax is determined using tax rates (and laws) that have been enacted or substantially enacted by the balance sheet date and are expected to apply when the related deferred income tax asset is realised or the deferred income tax liability is settled.

Deferred income tax assets are recognised only to the extent that it is probable that future taxable profit will be available against which the temporary differences can be utilised.

Deferred income tax assets and liabilities are offset when there is a legally enforceable right to offset current tax assets against current tax liabilities and when the deferred income taxes assets and liabilities relate to income taxes levied by the same taxation authority on either the same taxable entity or different taxable entities where there is an intention to settle the balances on a net basis.

## 1.8 Share capital and equity

An equity instrument is any contract that evidences a residual interest in the assets of an entity after deducting all of its liabilities.

If the company reacquires its own equity instruments, those instruments are deducted from equity. No gain or loss is recognised in profit or loss on the purchase, sale, issue or cancellation of the company's own equity instruments. Consideration paid or received shall be recognised directly in equity.



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#### 1.9 Share based payments

The company has issued a compound financial instrument to the Fund Manager under which the entity receives services from the Fund Manager as consideration for the equity instrument (options) of the company. The management agreement between the Fund Manager and the company states that the Fund Manager will by means of a convertible preference share be entitled to participate in the gains achieved by ordinary shareholders. The preference shares shall vest when the manager performs its duties over the period of the seven year contract and the internal rate of return linked to market capitalisation must exceed 12.5% on the 30<sup>th</sup> of April each year for the entity to qualify for the shares. The company has essentially issued seven awards simultaneously which represent a staged vesting.

On initial measurement, the company has measured the fair value of the services obtained indirectly by reference to the fair value of the equity granted as consideration. To measure the compound instruments the company has valued the debt and equity components separately, taking into account the fact that the counterparty must forfeit its right to receive cash in order to receive the equity instrument. The debt component has been accounted for as cash settled share based payment transaction, while the equity component has been accounted for as an equity settled share based payment.

Subsequent to that, the company has estimated the fair value of the equity instrument using a valuation technique to estimate what the price of those equity instruments would have been on measurement date in an arm's length transaction between knowledgeable willing parties. The valuation technique used is consistent with generally accepted valuation methodologies for pricing financial instruments and has incorporated all assumptions and factors that knowledgeable, willing market participants would consider in setting the price, taking into account all vesting and non vesting conditions. The grant fair value of the instrument has and will be expensed over the vesting periods and a corresponding increase in equity. The grant date fair value will not be re-measured subsequently.

For cash settled options, the company re- measures the fair value of the liability at each reporting date and at the date of settlement. The measurement reflects the impact of all conditions and all possible outcomes on a weighted average basis. Any changes in the fair value of the cash settled portion are recognised in the profit or loss for the period.

## 1,10 Provisions and contingencies

Provisions for environmental restoration, restructuring costs and legal claims are recognised when: the company has a present legal or constructive obligation as a result of past events; it is probable that an outflow of resources will be required to settle the obligation; and the amount has been reliably estimated. Restructuring provisions comprise lease termination penalties and employee termination payments. Provisions are not recognised for future operating losses.

Where there are a number of similar obligations, the likelihood that an outflow will be required in settlement is determined by considering the class of obligations as a whole. A provision is recognised even if the likelihood of an outflow with respect to any one item included in the same class of obligations may be small.

Provisions are measured at the present value of the expenditures expected to be required to settle the obligation using a pre-tax rate that reflects current market assessments of the time value of money and the risks specific to the obligation. The increase in the provision due to passage of time is recognised as interest expense

Provisions raised by the company relates to provisions for audit fees.

## 1.11 Interest income

Interest income is recognised on a time-proportionate basis using the effective rate method. It includes interest income from cash and cash equivalents.



**Greystone Partners Limited** 

### 1,12 Dividend income

Dividend income is recognised when the right to receive payment is established.

## 1,13 Offsetting of financial instruments

Financial assets and liabilities are set off and the net amount presented in the Statement of financial position when, and only when, the company has a legal right to set off the amounts and intends either to settle on a net basis or to realise the asset and settle the liability simultaneously.

#### 1.14 Comparative information

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



200,000

12,028,984

12,228,984

12,258,763

1,270,000

12,028,984 13,298,984

13,323,477

## Notes to the financial statements

**Greystone Partners Limited** 

Orchard

Insurance Limited

**SBC Limited** 

Figures in Emalangeni

Unlisted Investments

2. Invest	tments						
31 March 2012	Company	Type of shares	% Holding	No. of shares	Cost of shares	Valuation	Notes
Fair value thro loss: Listed Investments	ough profit or Swazispa Holdings Limited	Ordinary	0.05%	3,499	29,779	24,493	a
		o. omat y	0.00%		29,779	24,493	

200,000

a - The shares were value at the listed market price of E 7 per share.

Ordinary

**Ordinary** 

b - The investment was valued at E 6.35 per share based on the recent arm's length transaction in March 2012.

10%

3.32%

c - The directors' have valued the investment at cost which is estimated to be the fair value of the investment as it was purchased towards year end and no significant share movements occurred in the investee's shares between the purchase date and year end.

31 March 2011	Company	Type of shares	% Holding	No. of shares	Cost of shares	Valuation	Notes
Fair value thro loss; Unlisted Investments	ough profit or Orchard Insurance Limited	Ordinary	10%	200,000 _	200,000	200,000 200,000	<b>a</b> , c

- a The company held the shares as a nominee for African Alliance Limited in the previous year, however, in the current year the shares were fully transferred to Greystone Partners Limited.
- c The directors' have valued the investment at cost which is estimated to be the fair value of the investment as it was purchased towards year end and no significant share movements occurred in the investee's shares between the purchase date and year end.



**Greystone Partners Limited** 

Figures in Ema	alangeni			31 March	2012	31 March 2011
3. Finan	cial assets by cate	gory				
31 March 2012	Loans and	Fair Value Through profit or loss - held for	Fair value Through profit or loss -	Held to Maturity Invest	Avail able for	
	receivables	trading	designated	ments	sale	Total
Investments Cash and	•	•	13,323,477	-	•	13,323,477
cash equivalents	74,040,272 74,040,272	·	13,323,477			74,040,272 87,363,749
31 March 2011		Fair value through	Fair value			
	Loans and receivables	profit or loss - held for trading	through profit or loss - designated	Held to Maturity Invest ments	Available for sale	Tota
Investments Cash and	· ·	-	200,000	-		200,00
cash equivalents	69,041,820		-			69,041,82
	69,041,820	-	200,000	-		69,241,82
4. Cash a	ınd cash equivalen	ts				
Bank balances					9,097	78,88
African Alliance	Swaziland Lilange	ni Fund			031,175	68,962,94
Cash at bank a	nd short term dep	osits, excludin	g cash on hand		40,272	69,041,82
Financial instit	ution		£ 1		15	
	Swaziland Lilange	ni Fund		74,	031,175	68,962,940 78,880
Nedbank Swazil	iano cimiceo			74.0	9,097 140,272	78,880 69,041,820



## **Greystone Partners Limited**

Authorised 150,000,000 ordinary shares of 1 cent each 1,500,000 1,500,000  Issued 85,000,007 ordinary shares of 1 cent each (2011 - 70,000,007 ordinary shares of 1 cent each (2011 - 70,000,007 ordinary shares of 1 cent each) 850,000 700,000  Share premium 82,515,897 67,390,105  Reconciliation of shares issued in the current year value premium Total Shares in issue at 31 March 2011 - Public shareholders 700,000 69,300,000 70,000,000  Shares issued during the year - Public shareholders 150,000 15,150,000 15,300,000  Shares in issue at 31 March 2012 850,000 84,450,000 85,300,000  Chare-based payments  Total share-based payments  Total share-based payments reserve - Equity settled 3,669,581 1,081,784  Reconciliation of the reserve  Opening balance 1,081,784  Expense recognised in the statement of comprehensive income 2,587,797 1,081,784  Closing balance 3,669,581 1,081,784	Figures in Emalangeni	3	1 March 2012	31 March 2011
150,000,000 ordinary shares of 1 cent each         1,500,000         1,500,000           Issued         85,000,007 ordinary shares of 1 cent each (2011 - 70,000,007 ordinary shares of 1 cent each)         850,000         700,000           Share premium         82,515,897         67,390,105           Reconciliation of shares issued in the current year         Nominal value premium Pr	5. Share capital			
Sasued   S5,000,007 ordinary shares of 1 cent each (2011 - 70,000,007 ordinary shares of 1 cent each)   850,000   700,000   700,000   82,515,897   67,390,105   83,365,897   68,090,105   700,000	Authorised			
85,000,007 ordinary shares of 1 cent each (2011 - 70,000,007 ordinary shares of 1 cent each)  Share premium  850,000  82,515,897  67,390,105  83,365,897  68,090,105  Reconciliation of shares issued in the current year value premium value premium Total Shares in issue at 31 March 2011 - Public shareholders 700,000  Shares in issue at 31 March 2011 - Public shareholders 150,000  Shares in issue at 31 March 2012  850,000  84,450,000  85,300,000  6. Share-based payments  Total share-based payments  Reconciliation of the reserve Opening balance  1,081,784  Expense recognised in the statement of comprehensive income 2,587,797  1,081,784	150,000,000 ordinary shares of 1 cent each		1,500,000	1,500,000
Share premium         850,000         700,000           Share premium         82,515,897         67,390,105           Reconciliation of shares issued in the current year         Nominal value premium value premium Total         Share premium Total           Shares in issue at 31 March 2011 - Public shareholders         700,000         69,300,000         70,000,000           Shares in issue at 31 March 2012         850,000         15,150,000         15,300,000           Shares in issue at 31 March 2012         850,000         84,450,000         85,300,000           6. Share-based payments         3,669,581         1,081,784           Reconciliation of the reserve Opening balance         1,081,784         1,081,784           Expense recognised in the statement of comprehensive income         2,587,797         1,081,784	Issued			
Share premium         82,515,897         67,390,105           Reconciliation of shares issued in the current year         Nominal value premium pr	85,000,007 ordinary shares of 1 cent each (2011 - 70,000,007			
Reconciliation of shares issued in the current year Nominal value premium Total Shares in issue at 31 March 2011 - Public shareholders 700,000 69,300,000 70,000,000 Shares issued during the year - Public shareholders 150,000 15,150,000 15,300,000 Shares in issue at 31 March 2012 850,000 84,450,000 85,300,000 6. Share-based payments  Total share-based payments  Total share-based payments reserve - Equity settled 3,669,581 1,081,784  Reconciliation of the reserve Opening balance 1,081,784 5,587,797 1,081,784	ordinary shares of 1 cent each)		850,000	700,000
Reconciliation of shares issued in the current year value premium Total Shares in issue at 31 March 2011 - Public shareholders 700,000 69,300,000 70,000,000 Shares issued during the year - Public shareholders 150,000 15,150,000 15,300,000 Shares in issue at 31 March 2012 850,000 84,450,000 85,300,000  6. Share-based payments  Total share-based payments  Total share-based payments reserve - Equity settled 3,669,581 1,081,784  Reconciliation of the reserve Opening balance 1,081,784  Expense recognised in the statement of comprehensive income 2,587,797 1,081,784	Share premium		82,515,897	67,390,105
Shares in issue at 31 March 2011 - Public shareholders 700,000 69,300,000 70,000,000 Shares issued during the year - Public shareholders 150,000 15,150,000 15,300,000 Shares in issue at 31 March 2012 850,000 84,450,000 85,300,000  6. Share-based payments  Total share-based payments reserve - Equity settled 3,669,581 1,081,784  Reconciliation of the reserve Opening balance 1,081,784 - Expense recognised in the statement of comprehensive income 2,587,797 1,081,784			83,365,897	68,090,105
Shares in issue at 31 March 2011 - Public shareholders 700,000 69,300,000 70,000,000 Shares issued during the year - Public shareholders 150,000 15,150,000 15,300,000 Shares in issue at 31 March 2012 850,000 84,450,000 85,300,000 6. Share-based payments  Total share-based payments reserve - Equity settled 3,669,581 1,081,784 Payments palance 1,081,784 Expense recognised in the statement of comprehensive income 2,587,797 1,081,784	Reconciliation of shares issued in the current year	Nominal	Share	
Shares issued during the year - Public shareholders 150,000 15,150,000 15,300,000 Shares in issue at 31 March 2012 850,000 84,450,000 85,300,000 6. Share-based payments  Total share-based payments reserve - Equity settled 3,669,581 1,081,784  Reconciliation of the reserve Opening balance 1,081,784 - Expense recognised in the statement of comprehensive income 2,587,797 1,081,784	•	value	premium	Total
Shares in issue at 31 March 2012 850,000 84,450,000 85,300,000  6. Share-based payments  Total share-based payments reserve - Equity settled 3,669,581 1,081,784  Reconciliation of the reserve  Opening balance 1,081,784 -  Expense recognised in the statement of comprehensive income 2,587,797 1,081,784	Shares in issue at 31 March 2011 - Public shareholders	700,000	69,300,000	70,000,000
6. Share-based payments  Total share-based payments reserve - Equity settled  Reconciliation of the reserve  Opening balance  Expense recognised in the statement of comprehensive income  1,081,784  - 1,081,784	Shares issued during the year - Public shareholders	150,000	15,150,000	15,300,000
Total share-based payments reserve - Equity settled 3,669,581 1,081,784  Reconciliation of the reserve  Opening balance 1,081,784 -  Expense recognised in the statement of comprehensive income 2,587,797 1,081,784	Shares in issue at 31 March 2012	850,000	84,450,000	85,300,000
Reconciliation of the reserve  Opening balance 1,081,784  Expense recognised in the statement of comprehensive income 2,587,797 1,081,784	6. Share-based payments			
Opening balance 1,081,784 - Expense recognised in the statement of comprehensive income 2,587,797 1,081,784	Total share-based payments reserve - Equity settled		3,669,581	1,081,784
Expense recognised in the statement of comprehensive income 2,587,797 1,081,784	Reconciliation of the reserve			
	Opening balance		1,081,784	•
Closing balance 3,669,581 1,081,784	Expense recognised in the statement of comprehensive income	****	2,587,797	1,081,784
	Closing balance		3,669,581	1,081,784

## **Description of the Scheme**

Share options were granted to the Fund Manager according to a management agreement signed on the 25th of October 2010. The management contract stipulates that as an incentive bonus, The Fund Manager will by means of a convertible Preference Shares, be entitled to participate in the gains achieved by ordinary shareholders.

The terms of the participation mechanism are as follows:

- On 1 May of each year the Board of Directors shall issue convertible preference shares ("The Preference Shares") to the Fund Manager if the company's Internal Rate of Return ("IRR") linked to market capitalisation exceeds 12.5% after taking into account the effect of any new share issues, and adding back dividends and other distributions on 30 April of that year.
- The company shall issue Preference Shares numbering one third of the ordinary shares as at 1 May of each year.



## **Greystone Partners Limited**

- Thereafter the Preference Shares shall be available for conversion to ordinary shares at the option of the holder 11 months after the date of initial issue of the Preference Shares but no later than 14 months after the initial date of issue.
- In the event that the Preference Shares are not converted within the prescribed period, the holder will be deemed to have waived the option to convert the Preference Shares and, in turn, elected to redeem the Preference Shares for par value (1 cent).
- The holders of the Preference Shares shall not be entitled to receive any dividends nor vote at any meeting.
- The total issued Preference Shares shall always be equal to 33% of the total issued ordinary share capital of the company, unless otherwise resolved by more than 75% of the shareholders.
- The Preference Shares shall convert to a variable number of ordinary shares and the number of shares is dependent on the price of the company's shares during the year after the initial issue date.

## Valuation Methodology

The scheme is equity settled and is therefore not reprised at each reporting date. A Monte Carlo simulation method was applied whereby the share price was simulated through time using risk neutral principles.

### **Inputs and Assumptions**

- The total ordinary shares in issue on valuation date (29 October 2010) were 70 000 007. The share price on valuation date was E1.00 and the grant date was 25 October 2010.
- For volatility, an equally weighted volatility calculated over the historical period leading up to the valuation date equal in the duration to the vesting dates was applied. Since the company shares do not trade very often on the Swaziland Stock Exchange, Johannesburg Stock Exchange listed Brait S.A's share price volatility was applied as proxy for the company. Brait S.A's volatility was calculated as 29.76% over the period 28 April 2004 to 29 October 2010.
- The risk free rates were independently sourced from the bond exchange of South Africa (a subsidiary of the JSE). The South African Rand zero coupon swap curve as at valuation date was used as a proxy for the Emalangeni risk free curve.
- No dividend yield was assumed as the agreement stipulated that the holder of the preference shares will
  not confer the right to receive any dividends out of the profits of the company.
- Performance period for the first allocation, a performance period of 6 months was applied. For all subsequent allocations, a performance period of 1 year was applied.



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Figu	res in Emalangeni		31 March 2012	31 March 2011
7.	Deferred income tax			
At th	e beginning of the year	319, 410	•	
	ged to statement of comprehensive incomprehensive incomprehens			
(Note	: 14)	1865	319,414	-
At th	e end of the year	320 779	319,414	•
diffe	rred income taxes are calculated in full rences under the liability method using (2011 - 30%)	on temporary the principal tax rate of		
8,	Tax liability			
The	movement in the current income tax	account is as follows:		
At th	e beginning of the year	659 705	272,839	
	in the current year	_	(272,839)	-
Char	ged to statement of comprehensive inco	ome - (Note 14) ?( <u>. 6</u>		272,839
At th	e end of the year	835 551	659,705	272,839
9,	Amounts owing to related parties			
Afric	an Alliance Limited		-	200,000
			-	200,000
	oan is current, interest free and will ex ance Limited.	pire on the termination of the	put option on the sl	nares in Orchard
	Other pavables			
insur 10.	Other payables		60 974	<i>4</i> 2 250
insur 10. Audit	Other payables fees fland Stock Exchange Fees		69,871 27,625	42,250



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	ı Emalangeni			31 March 2012	31 March 2011
11, F	inancial liabilities by catego	гу			
31 March			Fair value through profit or loss - held for trading	Fair value for profit or loss - designated	Total
Other pay		7,496	·		Total 97,496
	97	,496			97,496
31 March			Fair value through profit I' loss - held for trading	Fair value for profit or loss - designated	Total
Amounts or					
Other paya		),000 2,250	•	•	200,000
outer pay.		,250 ,250	<u> </u>		42,250 242,250
	perating profit profit for the period is stated	after accou	nting for the		
following:		4.11. 2550	To the		
Manageme	nt fees fees - for services rendered to			1,755,508	433,425
Dilectors	iees - Iot services rendered ti	h the compa			
			ny	13,500	17,232
Share base	d payment expense (refer to		ny	2,587,797	1,081,784
Share base Investment	d payment expense (refer to committee fees		ny	2,587,797 16,000	1,081,784 5,000
Share base Investment Bank charg	d payment expense (refer to committee fees		ny 	2,587,797	1,081,784
Share base Investment Bank charg	d payment expense (refer to committee fees es		ny 	2,587,797 16,000	1,081,784 5,000
Share base Investment Bank charg 13. Au Audit fees	d payment expense (refer to committee fees es			2,587,797 16,000 343	1,081,784 5,000 809
Share base Investment Bank charg 13. Au Audit fees 14. Ta	d payment expense (refer to committee fees es addition's remuneration exation taxation harged to the statement of committee for the statement of committee to the statement of committee t	note 6)		2,587,797 16,000 343	1,081,784 5,000 809
Share base Investment Bank charg 13. At Audit fees 14. Ta Swaziland rax debit c Comprising:	d payment expense (refer to committee fees es addition's remuneration exation taxation harged to the statement of committee for the statement of committee to the statement of committee t	note 6)		2,587,797 16,000 343 75,305	1,081,784 5,000 809 42,250
Share base Investment Bank charg 13. Au Audit fees 14. Ta Swaziland rax debit c Comprising: Current tax Deferred ta	d payment expense (refer to committee fees es aditor's remuneration exation harged to the statement of committee fax axion harged to the statement of committee for the statement of commi	note 6)	re income 13.1 211	2,587,797 16,000 343 75,305	1,081,784 5,000 809 42,250
Share base Investment Bank charg 13. Au Audit fees 14. Ta Swaziland rax debit c Comprising: Current tax Deferred ta	d payment expense (refer to committee fees es aditor's remuneration exation harged to the statement of command tax	note 6)		2,587,797 16,000 343 75,305	1,081,784 5,000 809 42,250
Share base Investment Bank charg 13. Au Audit fees 14. Ta Swaziland rax debit c Comprising: Current tax Deferred ta	d payment expense (refer to committee fees es aditor's remuneration exation harged to the statement of commal tax ax er for the year	note 6)	re income 13.1 211	2,587,797 16,000 343 75,305	1,081,784 5,000 809 42,250 272,839
Share base Investment Bank charg 13. At Audit fees 14. Ta Swaziland rax debit c Comprising: Current tax Deferred ta Tax expense	d payment expense (refer to committee fees es aditor's remuneration wation harged to the statement of committee fees es aditor the statement of committee for the year liation	note 6)	re income 13.1 211	2,587,797 16,000 343 75,305 979,119 659,705 319,414 979,119	1,081,784 5,000 809 42,250 272,839
Share base Investment Bank charg 13. At Audit fees 14. Ta Swaziland r Tax debit c Comprising: Current tax Deferred ta Tax expense Tax reconci Profit /(loss Tax calculated)	d payment expense (refer to committee fees es aditor's remuneration wation harged to the statement of committee fees are for the year liation before tax are detailed at 30 % of accounting professional committees at 30 % of accounting professions.	note 6)	79 866 1 368 199 211	2,587,797 16,000 343 75,305 979,119 659,705 319,414 979,119	1,081,784 5,000 809 42,250 272,839 272,839
Share base Investment Bank charg 13. Au Audit fees 14. Ta Swaziland rax debit c Comprising: Current tax Deferred ta Tax expense Tax reconci Profit /(loss	d payment expense (refer to committee fees es aditor's remuneration wation harged to the statement of committee fees are for the year liation before tax are detailed at 30 % of accounting professional committees at 30 % of accounting professions.	note 6)	re income 13.1 211	2,587,797 16,000 343 75,305 979,119 659,705 319,414 979,119	1,081,784 5,000 809 42,250  272,839  272,839  (172,319)

The applicable tax rate is the Swaziland company rate which is 30% (2011: 30%)



**Greystone Partners Limited** 

Figures in Emalangeni	31 March 2012	31 March 2011
15. Earnings per share		
Basic and diluted (loss)/earnings per share are based on tota and a weighted average number of shares of 82,500,007 (20	al comprehensive loss of E303, 186 11 - 23,333,340).	(2011 - E 445,158)
16. Cash used in operations		
Profit /(loss) before taxation	675,933_	(172,319)
, , , , , , , , , , , , , , , , , , ,	675,933	(172,319
Adjustment for:		
Unrealized gain on revaluation of investments	(1,064,714)	
Share based payments	2,587,797	1,081,784
Changes in working capital		
(Decrease)/increase in other payables	(144,754)	42,250
/ /	2,054,262	951,715

### 17. Related parties

### Management Fees

The company appointed African Alliance Swaziland Limited, an investment management company incorporated in Swaziland, to implement the investment strategy as specified in the Management Agreement dated 25 October 2010. Under the Management Agreement, the management fee shall be paid quarterly in advance and shall be equal to 2% per annum of the market capitalization of the company on the Swaziland Stock Exchange as of the first day of the period in respect of which the management fee is then being paid. The management fees paid during the year amounted to E 1,755,508 (2011 - E 433,425).

### Share based payments

As an incentive bonus, the Manager is entitled, by means of a convertible preference share mechanism, to participate in the gains achieved by the ordinary shareholders of the company in excess of 12.5% per annum of the company's market capitalisation, after taking into account the effect of any new share issues, and adding back dividends and other distributions. This is to be achieved through the issue by the Board of Directors of the company to the Manager, on 1 May of each year, including the financial year beginning 1 May 2010, of convertible preference shares in the company numbering one third of the number of ordinary shares in issue at that time. As at 1 May 2012 28,333,335 (2011 - nil) convertible preference shares are due to be issued to the Manager. The value of the options was E 3,669,581 (2011: E 1,081,784).

### Related party balances

African Alliance Swaziland Lilangeni Fund	74,031,175	68,962,940
African Alliance Limited	·	200,000
	74,031,175	69,162,940
Related party transactions Investments - SBC Limited	12,028,984	
Interest income - African Alliance Swaziland Lilangeni Fund	4,125,902	1,396,365
micercae micerca	16,154,886	1,396,365



**Greystone Partners Limited** 

Figures in Emalangeni

31 March 2012

31 March 2011

#### 18. Financial Risks

### 18.1 Financial risk factors

The company's activities expose it to a variety of financial risks: market risk (including currency risk, interest rate risk, cash flow interest risk and price risk), credit risk and liquidity risk.

The company's overall risk management programme seeks to maximize the returns derived for the level of risk to which the company is exposed and seeks to minimize potential adverse effects on the company's financial performance.

All security investments present a risk of loss of capital. The maximum loss of capital on purchased equities is limited to the fair value at financial reporting date.

The management of these risks is carried out by the Fund Manager under policies approved by the Board of Directors. The Board provides written principles for overall risk management, as well as written policies covering specific areas, such as foreign exchange risk, interest rate risk, credit risk and the investment of excess liquidity.

The company uses different methods to measure and manage the various types of risk to which it is exposed; these methods are explained below:

### 18.1.1 Market risk

### (i) Interest rate risk

interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate due to changes in market interest rates.

The company continuously assesses the market expectations of Swaziland Interest rate environments.

The following financial instruments will be directly impacted by changes in market interest rates: financial assets at fair value through profit or loss, cash and cash equivalents.

Cash and cash equivalents	74,040,272	68,090,105
	74,040,272	68,090,105

A change of 50 basis points in interest rates at the reporting date would have increased (decreased) profit or loss by the amounts shown below. This analysis assumes that all other variables remain constant. The analysis is performed on the same basis as for 2011:

	Profit or loss		<u>Equity</u>	
	2012	2011	2012	2011
	E	E	E	Ε
Increase of 50 basis points	370,201	345,209	370,201	345,209
Decrease of 50 basis points	(370,201)	(345,209)	(370,201)	(345,209)



**Greystone Partners Limited** 

Figures in Emalangeni 31 March 2012 31 March 2011

(ii) Price risk

Price risk includes equity price risk.

Equity price risk is the risk that the value of a financial instrument will fluctuate as a result of changes in market prices.

At 31 March 2012 the company's overall exposure to price risk was as follows:

Equity securities held at fair value through profit or loss

13,323,477

200,000

All equity investments held by the company are with counterparties in Swaziland. The prices of shares listed in the Swaziland Stock Exchange (SSE) change less frequently. Assuming the same behavior of listed investments, a 2% percent increase in the SSE All Share Index at the reporting date, with all other variables held constant, would have increased profit or loss by E 266,470 (2011: E 4,000); an equal change in the opposite direction would have decreased profit or loss E 266,470 (2011: E 4,000). The analysis is performed on the same basis for 2011.

(b) Credit risk

Credit risk is the risk that counterparty to a financial instrument will fail to discharge an obligation and cause the company to incur a financial loss.

The main concentration to which the company is exposed arises from the company's cash and cash and cash equivalents which are held mainly with African Alliance Swaziland Limited. The company is also exposed to counterparty credit risk on fair value through profit and loss securities.

The carrying amounts of financial assets represent the maximum exposure to credit risk. The maximum exposure to credit risk at the reporting date was:

Financial assets

Investments	13,323,477	200,000
Cash and equivalents	74,040,272	69,041,820
	87,363,749	69,241,820

Investments and cash and cash equivalents are placed with reputable counterparties. There were no credit limits that were exceeded during the reporting period and management does not expect any losses from non performance from counterparties. Cash and cash equivalents amounting to E74 031 175 (2011: E68 962 940), refer to note 4, was held with African Alliance Swaziland Limited.

Credit quality of financial assets

The credit quality of financial assets that are neither past due nor impaired is assessed by reference to internal credit risk ratings. The entity's financial assets, grouped according to internal credit risk ratings, are as follows:

Financial assets	Cash and Cash equivalents	Financial assets at fair value through profit	Tink
		or loss	Total
31 March 2012	E	E	E
Counter parties without credit ratings:			
- Low risk	74,040,272	13,323,477	87,363,749
<ul> <li>High risk</li> </ul>	•		•
	74,040,272	13,323,477	87,363,749



**Greystone Partners Limited** 

Financial assets

Cash and at fair value

Cash through profit

equivalents or loss Total

31 March 2011

Counter parties without credit ratings:

Low risk

High risk

69,241,820	200,000	69,041,820
•	•	-
69,241,820	200,000	69,041,820

The credit risk rating is based on the following:

Low risk - This category is utilized for fully performing accounts and all financial assets held with local reputable companies.

High risk - This category is for all high risk counterparties.

The table below shows the credit risk for financial instrument. These tables show the long and short term rating of the counterparties:

Country	Correspondence Bank/Investment Manager	Currency	Short Term Rating	Long Term Rating
Cash and cash equivalents				
Kingdom of Swaziland	African Alliance	Lilangeni	Not rated	Not rated



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## (c) Liquidity risk

Liquidity risk is the risk that the company will encounter difficulty in raising funds to meet commitments associated with financial instruments.

The company's exposure to liquidity risk is considered low as its obligations are far less that the cash held.

The company manages liquidity risk by reviewing the contractual maturities of both its financial assets and financial liabilities. Refer to Liquidity analysis (below) for the detailed maturity analysis and the reconciliation to the financial statements.

## Liquidity analysis

	Less than 1 month or available/	More than 1			
	payable	month but	1 to 5	Over	
	on demand	less than 1 year	Years	5 years	Tota
31 March 2012	Ε	E	E	E	
Financial assets					
Investments	•	-	-	13,323,477	13,323,47
Cash and cash equivalents	74,040,272		-	•	74,040,27
Total assets	74,040,272	<u> </u>	•	13,323,477	87,363,74
Financial liabilities					
Other payables		97,496		•	97,496
Total liabilities		97,496	•		97,49
	Less than 1				
	month or available/	More than 1			
	avaliable/ payable	more than i month but	1 to 5	Over	
			1105		
			Years		Tota
31 March 2011	on demand E	less than 1 year E		5 years E	
31 March 2011 Financial assets	on demand	less than 1 year	Years	5 years	
Financial assets	on demand	less than 1 year	Years	5 years	
Financial assets	on demand	less than 1 year	Years	5 years E	200,00
Financial assets investments Cash and cash	on demand E	less than 1 year	Years E	5 years E	200,00 69,041,82
Financial assets Investments Cash and cash equivalents Total assets	on demand E - 69,041,820	less than 1 year	Years E	5 years E 200,000	200,00 69,041,82
Financial assets Investments Cash and cash equivalents Fotal assets  Financial liabilities	on demand E - 69,041,820	less than 1 year	Years E	5 years E 200,000	200,00 69,041,82
Financial assets Investments Cash and cash equivalents Fotal assets  Financial liabilities Amounts owing to	on demand E - 69,041,820	less than 1 year E	Years E	5 years E 200,000	200,00 69,041,82 69,241,82
Financial assets Investments Cash and cash equivalents Fotal assets  Financial liabilities	on demand E - 69,041,820	less than 1 year	Years E	5 years E 200,000	200,000 69,041,820 69,241,820 200,000 42,250



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#### 18.2 Capital risk management

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

The fair value of financial assets and liabilities that are not traded in an active market is determined by using valuation techniques. The company uses a variety of methods and makes assumptions that are based on market conditions existing at each year end date.

For instruments for which there is no active market, the company may use internally developed models, which are usually based on valuation methods and techniques generally recognized as standard with the industry. Valuation models are used primarily to value unlisted equity and other debt instruments for which markets were or have been inactive during the financial year. Some of the inputs to these models may not be observable and are therefore estimated based on assumptions.

The output of a model is always an estimate or approximation of a value that cannot be determined with certainty, and valuation techniques employed may not fully reflect all factors relevant to the position the company holds. Valuations are therefore adjusted, where appropriate, to allow for additional factors including model risk, liquidity risk and counterparty risk.

The fair value hierarchy has the following levels:

Level 1 inputs are quoted prices (unadjusted) in active markets for identical assets or liabilities that the entity can access at the measurement date;

Level 2 inputs are inputs other than quoted prices included within level 1 that are observable for the asset or liability, either directly or indirectly and:

Level 3 inputs are unobservable inputs for assets or liability.

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 by the Fund. The Fund considers observable data to be that 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 assets and liabilities by class measured at fair value at 31 March 2012.

Financial assets at fair value through profit of	Level 1	Level 2	Level 3	Total
los Equity securities	24,493	13,298,984		13,323,477
Total liabilities	24,493	13,298,984	•	13,323,477



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### Figures in Emalangeni

31 March 2012

31 March 2011

## 19. Prior year error - Share based payments

Share options were granted to the Fund Manager according to a management agreement signed on the 25th of October 2010. The management contract stipulated that as an incentive bonus, The Fund Manager will by means of a convertible preference share, be entitled to participate in the gains achieved by ordinary shareholders.

- The terms of the participation mechanism are as follows. On 1 May of each year the Board of Directors shall issue convertible preference shares ("The Preference Shares") to the Fund Manager if the company's Internal Rate of Return ("IRR") linked to market capitalisation exceeds 12.5% after taking into account the effect of any new share issues, and adding back dividends and other distributions on 30 April of that year.
- The company shall issue Preference Shares numbering one third of the ordinary shares as at 1 May of each year.
- Thereafter the Preference Shares shall be available for conversion to ordinary shares at the option of the holder 11 months after the date of initial issue of the Preference Shares but no later than 14 months after the initial date of issue.
- In the event that the Preference Shares are not converted within the prescribed period, the holder will be deemed to have waived the option to convert the Preference Shares and, in turn, elected to redeem the Preference Shares for par value (1 cent).
- The holders of the Preference Shares shall not be entitled to receive any dividends nor vote at any meeting.
- The total issued Preference Shares shall always be equal to 33% of the total issued ordinary share capital of the company, unless otherwise resolved by more than 75% of the shareholders.
- The Preference Shares shall convert to a variable number of ordinary shares and the number of shares is dependent on the price of the company's shares during the year after the initial issue date.

The company did not account for the share options in 2011 resulting in a prior year error. During the year, the company recognised the adjustments so as to comply with International Financial Reporting Standards. The company has recognised these adjustments retrospectively. The effect of the adjustments are stated below

### Statement of Financial position

increase in equity settled share based payments	2,587,797 2,587,797	1,081,784 1,081,784
Statement of comprehensive income		
Increase in operating expenses	2,587,797 2,587,797	1,081,784 1,081,784
Effect in Earnings per share		
Decrease in earnings per share		(0.0319)