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**MOTUS**  
POWERING PROGRESS

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## Press release

# Motus Holdings Lists on Johannesburg Stock Exchange

### *Listing represents unrivalled exposure to full automotive value chain*

Today marks a significant milestone in the history of Motus Holdings (Motus) with its unbundling from Imperial Holdings and its independent listing on the Johannesburg Stock Exchange (JSE). The listing will enhance Motus' strategic focus, improve its operational efficiency and enable it to unlock sustainable shareholder value.

Commenting on the listing, Motus Acting CEO Ockert Janse van Rensburg said: "This is an exciting milestone in the history of our company. The unbundling and separate listing of Motus enables us to operate in a more focused and efficient manner, while at the same time providing shareholders with an opportunity to participate directly in the group's success. As a result of our differentiated value proposition, investing in Motus means participating in the entire automotive value chain, which underpins our ability to create sustainable value through the cycle. We appreciate the confidence that our shareholders have placed in us and acknowledge the responsibility to unlock value for our stakeholders."

Motus traces its roots back to 1948 when its founding company, Imperial Holdings, started as a humble motor dealership in downtown Johannesburg. Imperial listed on the JSE in 1987 and grew into one of South Africa's largest diversified conglomerates.

In 2017, after a strategic portfolio optimisation and realignment of Imperial's businesses, Motus was created as a separate holding company for all the automotive businesses within Imperial.

Today Motus is a diversified, non-manufacturing business in the automotive sector with unrivalled scale and scope in South Africa, and a presence in selected international markets (primarily in the UK and Australia).

Motus' unique business model is fully integrated across the automotive value chain through four key business segments, namely:

- Import and Distribution;
- Retail and Rental;
- Motor-Related Financial Services; and
- Aftermarket Parts.



Image caption: Motus CFO Ockert Janse van Rensburg (L) and Motus CEO Osman Arbee (R).

This business model provides diversified service offerings underpinned by significant annuity earnings and sustainable free cash flow generation, maximising revenue and income opportunities.

## **Import and Distribution**

Motus is the exclusive South African importer and distributor of Hyundai, Kia, Renault and Mitsubishi motor vehicles, panels and parts. Collectively these brands represent an estimated 15% market share in South Africa.

## **Retail and Rental**

As southern Africa's leading and largest integrated automotive group, approximately one in five new vehicles in South Africa is sold through Motus' distribution channels. The Retail and Rental business segment represents 23 Original Equipment Manufacturer (OEM) brands in South Africa, the UK and Australia. In South Africa, there are 356 dealerships, including 104 pre-owned dealerships, 232 passenger vehicle dealerships and 20 commercial vehicle dealerships. The UK and Australia represent 112 dealerships and 30 dealerships respectively. The car rental segment operates under the Europcar and Tempest brands, accounting for more than 25% of the South African rental market.

## **Motor-Related Financial Services**

Motor-Related Financial Services develops and distributes innovative vehicle related financial products and services through importers and distributors, dealers, vehicle finance houses, call centres and digital channels. This segment is a manager and administrator of service, maintenance and warranty plans and develops and sells value added products and services to more than 730 000 clients. It is also a provider of fleet management services.

## **Aftermarket Parts**

The Aftermarket Parts business segment distributes, wholesales and retails the accessories and parts for out-of-warranty vehicles, through a network of owned retail stores, franchised outlets and specialised workshops. The franchise base comprises household brands such as Midas, Alert Engine Parts and Turbo Exchange.

Motus has a highly experienced management team with deep industry knowledge and a proven track record. Through its fully integrated business model and over 18 000 employees, Motus offers a differentiated value proposition to customers, OEMs and business partners.

"I would also like to extend my appreciation to our entire organisation, whose hard work and perseverance have enabled this listing," added Janse van Rensburg.

– Ends –

## **For further information please contact:**

Graeme Coetzee, Brunswick South Africa

+27 11 502 7300 or +27 63 685 6053

[gcoetzee@brunswick.co.za](mailto:gcoetzee@brunswick.co.za)