



	Share capital R'000	Share premium R'000	Non-distributable reserves R'000	Retained earnings R'000	Total R'000
Balance at 1 April 2008	762	52 001	57 725	232 689	343 177
Total comprehensive income for the year:					
Profit for the year	—	—	—	29 913	29 913
Other comprehensive income:					
Exchange differences in translating foreign operations	—	—	943	—	943
Fair-value adjustment on available-for-sale instruments	—	—	(23)	—	(23)
Total other comprehensive income	—	—	920	—	920
Total comprehensive income for the year	—	—	920	29 913	30 833
Transaction with owners recorded directly in equity:					
Contributions by and distributions to owners:					
Equity-settled share-based payments to employees	—	—	5 985	—	5 985
IFRS 2 recognition of BEE credential	—	—	606	—	606
Additional settlement on BEE transaction	—	—	383	—	383
Cancellation of ordinary shares	(29)	(10 924)	—	—	(10 953)
Treasury stock acquired	(71)	(29 545)	—	—	(29 616)
Treasury stock issued	38	22 109	—	—	22 147
Dividends paid	—	—	—	(12 977)	(12 977)
Total transactions with owners	(62)	(18 360)	6 974	(12 977)	(24 425)
Balance at 31 March 2009	700	33 641	65 619	249 625	349 585
Total comprehensive income for the year:					
Profit for the year	—	—	—	13 273	13 273
Other comprehensive income:					
Exchange differences in translating foreign operations	—	—	(26 982)	—	(26 982)
Fair-value adjustment on available-for-sale instruments	—	—	24	—	24
Total other comprehensive income	—	—	(26 958)	—	(26 958)
Total comprehensive income for the year	—	—	(26 958)	13 273	(13 685)
Transaction with owners recorded directly in equity:					
Contributions by and distributions to owners:					
Equity-settled share-based payments to employees	—	—	(11 503)	—	(11 503)
IFRS 2 recognition of BEE credential	—	—	606	—	606
Additional settlement on BEE transaction	—	—	111	—	111
Treasury stock acquired	(2)	(412)	—	—	(414)
Treasury stock issued	55	22 414	—	—	22 469
Dividends paid	—	—	—	(10 782)	(10 782)
Total transactions with owners	53	22 002	(10 786)	(10 782)	487
Balance at 31 March 2010	753	55 643	27 875	252 116	336 387

Consolidated statement of cash flows
for the year ended 31 March 2010

	2010 R'000	2009 R'000
Cash utilised in operating activities	(25 836)	(153 659)
Cash utilised in investing activities	(888)	(23 713)
Cash generated from/(utilised in) financing activities	77 291	(25 302)
Net increase/(decrease) in cash and cash equivalents	50 567	(202 674)
Cash transferred to held for sale	(36 999)	—
Cash and cash equivalents at beginning of year	197 150	398 818
Effect of exchange rate fluctuations on cash held	(26 569)	1 006
Cash and cash equivalents at end of year	184 149	184 149
Note to the cash flow statement		
Cash utilised in operating activities		
Net profit before tax adjusted for non-cash items	49 852	53 297
Working capital changes	(50 043)	(162 445)
Taxation paid	(14 878)	(31 528)
Dividends paid	(10 767)	(12 983)
Cash utilised in operating activities	(25 836)	(153 659)

Results per share

	2010	2009
Weighted average number of ordinary shares ('000)	70 218	69 336
Headline earnings per share (cents)		
From continued operations	3,2	16,4
From discontinued operations	20,8	26,8
Headline earnings per share (cents)	24,0	43,2
Diluted headline earnings per share (cents)		
From continued operations	2,7	13,8
From discontinued operations	17,8	22,5
Diluted headline earnings per share (cents)	20,5	36,3
Ordinary dividend paid per share (cents)	13,0	17,0
Net asset value per share (cents)	446,5	499,2
Reconciliation of headline earnings		
R'000	R'000	R'000
Basic earnings	13 273	29 913
Loss on disposal of equipment	32	50
Impairment of goodwill	5 688	—
Profit on sale of investments	(2 152)	—
Headline earnings	16 841	29 963
– From continued operations	2 220	11 397
– From discontinued operations	14 621	18 556

Consolidated statement of comprehensive income
for the year ended 31 March 2010

	2010 R'000	2009 R'000
Operating income	237 934	236 430
Interest income	15 171	21 146
Revenue	253 105	257 576
Profit on sale of investments	20	—
Total income	253 125	257 576
Operating costs	(230 880)	(214 531)
Operating profit before finance costs	22 245	43 045
Finance costs	(9 853)	(6 905)
Income from investments	39	—
Profit before tax	12 431	36 140
Income tax expense	(8 208)	(15 625)
Profit from continued operations	4 223	20 515
Reallocation of costs, net of income tax	(7 720)	(9 150)
Adjusted profit from continued operations	(3 497)	11 365
Profit from discontinued operations (net of tax)	16 770	18 548
Profit for the year	13 273	29 913
Other comprehensive income		
Exchange differences in translating foreign operations	(26 982)	943
Fair-value adjustment on available-for-sale instruments	28	(27)
Income tax on other comprehensive income	(4)	4
Other comprehensive income for the year net of income tax	(26 958)	920
Total comprehensive income for the year	(13 685)	30 833
Earnings per share		
Basic earnings per share (cents)	18,9	43,1
Diluted earnings per share (cents)	16,1	36,2
Continued operations		
Basic earnings per share (cents)	(5,0)	16,4
Diluted earnings per share (cents)	(4,2)	13,8

Consolidated statement of financial position
as at 31 March 2010

	2010 R'000	2009 R'000
Assets		
Non-current assets		
Equipment	22 444	33 096
Investments	276	511
Investment in equity accounted investees	66	—
Intangible assets	9 229	19 582
Deferred tax assets	8 836	12 601
Total non-current assets	40 851	65 790
Current assets		
Amounts receivable in respect of stockbroking activities	3 427 244	5 593 804
Trade and other receivables	43 582	45 482
Listed securities holdings	517	723 955
Current tax assets	2 784	5 239
Cash and cash equivalents	193 368	200 485
Assets classified as held for sale	7 888 785	—
Total current assets	11 156 280	6 568 965
Total assets	11 597 131	6 634 755
Equity and liabilities		
Equity		
Share capital	753	700
Share premium	55 643	33 641
Non-distributable reserves	27 875	65 619
Retained earnings	252 116	249 625
Total equity	336 387	349 585
Non-current liabilities		
Loans – borrowings and deferred payments	106 886	50 000
Deferred tax liabilities	94	1 502
Total non-current liabilities	106 980	51 502
Current liabilities		
Amounts payable in respect of stockbroking activities	3 319 306	5 486 488
Listed securities sold short	381	640 853
Trade and other payables	52 866	101 887
Current tax liabilities	1 615	910
Shareholders for dividends	210	195
Bank overdraft	9 219	3 335
Liabilities classified as held for sale	7 770 167	—
Total current liabilities	11 153 764	6 233 668
Total liabilities	11 260 744	6 285 170
Total equity and liabilities	11 597 131	6 634 755

Operating segments

	Institutional stockbroking R'000	Institutional stockbroking (discontinued) R'000	Retail services R'000	Corporate finance R'000	Settlement and prime broking R'000	Other/eliminations R'000	Consolidated R'000
2010							
Revenue from external customers	93 405	186 139	133 602	20 101	13 037	107	446 391
Inter-segment revenue	3 421	7 127	1 725	318	11 337	(23 928)	—
Total income	96 826	193 266	135 327	20 419	24 374	(23 821)	446 391
Finance costs	(99)	(1 365)	(17 110)	(35)	(6 153)	13 544	(11 218)
Non-cash items:							
Depreciation and Amortisation	(1 405)	(2 898)	(1 519)	(445)	(275)	(5 463)	(12 005)
IFRS 2 recognition of BEE credential	—	—	—	—	—	606	606
Impairment of goodwill	—	—	—	—	—	(5 688)	(5 688)
Reportable segment profit before income tax	8 079	12 238	10 584	(4 046)	1 316	(3 502)	24 669
Income tax expense	(2 880)	(3 188)	(3 676)	1 117	(395)	(2 374)	(11 396)
Profit for the year	5 199	9 050	6 908	(2 929)	921	(5 876)	13 273
Reportable segment assets	368 490	7 885 093	1 733 656	23 431	1 582 492	3 969	11 597 131
Reportable segment liabilities	220 474	7 770 167	1 588 569	8 055	1 553 824	119 655	11 260 744
2009							
Revenue from external customers	86 051	234 870	125 406	47 686	11 036	939	505 988
Inter-segment revenue	11 259	13 542	190	1 571	19 347	(45 909)	—
Total income	97 310	248 412	125 596	49 257	30 383	(44 970)	505 988
Finance costs	(1 666)	(3 889)	(20 900)	(87)	(10 123)	25 871	(10 794)
Non-cash items:							
Depreciation and Amortisation	(915)	(1 522)	(1 512)	(310)	(266)	(4 823)	(9 348)
IFRS 2 recognition of BEE credential	—	—	—	—	—	(606)	(606)
Reportable segment profit before income tax	3 133	15 039	9 611	18 128	7 113	(1 845)	51 179
Income tax expense	1 908	(5 641)	(2 807)	(5 078)	(2 015)	(7 633)	(21 266)
Profit for the year	5 041	9 398	6 804	13 050	5 098	(9 478)	29 913
Reportable segment assets	3 797 731	—	1 628 987	28 949	1 345 527	(166 439)	6 634 755
Reportable segment liabilities	3 579 743	—	1 475 973	9 362	1 315 526	(95 434)	6 285 170

Preliminary audited results for the year ended 31 March 2010

- **Headline earnings per share of 24 cents**
- **Net asset value per share of 447 cents**
- **Dividend per share of 4 cents**
- **Assets under administration of R36 billion**

BARNARD JACOBS MELLET HOLDINGS LIMITED
Registration number: 1995/004798/06
Incorporated in the Republic of South Africa
ISIN: ZAE000014262 JSE code: BJM
("the Group", "BJM" or "the Company")

COMMENTARY

Operations

The Barnard Jacobs Mellet Group returned a profit of R13,3 million for the year ended 31 March 2010. Notwithstanding a recovery in financial markets since the start of the global crisis, the local market remains fragile in the wake thereof. Equity brokerage contributes 59% of revenue which was negatively impacted by a 12% decline in the value traded on the JSE Limited for the year.

Costs excluding impairment charges, were cut by 8,6% compared to the previous year, with manpower related expenditure being down 18%. As a consequence, headline earnings per share decreased by 44% to 24 cents per share while basic earnings per share decreased by 56% to 18,9 cents per share.

Barnard Jacobs Mellet Private Client Services continued to show real positive growth with the value of assets under administration currently at R35,5 billion compared to R25,2 billion at the prior financial year end. BJM Corporate Finance was the only loss making operating segment within the Group.

The Group assessed the value of goodwill on its statement of financial position, and has impaired the disclosed goodwill in the aggregate of R5,7 million, the bulk of which relates to the acquisition of the corporate finance team in 2007.

The announcement by the Group of the disposal of its South African institutional trading business on 3 May 2010 prompted the disclosure of this unit as a discontinued operation in accordance with IFRS 5, and the restatement of comparative numbers.

The adoption of revised accounting standards have resulted in certain items, previously accounted for directly in equity, being reflected on the face of the Statement of Comprehensive Income. The largest item is the exchange differences in translating foreign operations at the closing exchange rate at the reporting date and does not represent any cash flow implications.

On 1 April 2009 the Group acquired all the shares in Quadro Executive Estate Planning (Pty) Ltd, a trust and fiduciary service provider, for R1 817 386 in cash and a total expected contingent payment of R1 651 192. The contingent payments shall not be less than R500 000 or more than R2 000 000 per annum.

Prospects

With the anticipated sale of the South African institutional business we expect earnings to be under pressure as the Group will have to manage down its infrastructural cost base to the requisite level for the rest of the businesses.

Dividend

Notice is hereby given that the board of directors has declared a final dividend of 4 cents per share in respect of the year ended 31 March 2010. The current policy of two times cover remains unchanged.

Last day to trade Friday, 25 June 2010
Ex-dividend date Monday, 28 June 2010
Record date Friday, 2 July 2010
Dividend payment date Monday, 5 July 2010

Share certificates may not be dematerialised or rematerialised between Monday, 28 June 2010 and Friday, 2 July 2010, both days inclusive.

Basis of preparation

The Group annual financial statements for the year ended 31 March 2010 have now been audited by the Group's auditors, KPMG Inc. This preliminary report has been extracted from these audited financial statements and is prepared in accordance with the recognition and measurement requirements of IFRS and the presentation and disclosure requirements of IAS 34. The auditor's report on the annual financial statements is unqualified and is available for inspection at the Company's registered office.


John Bester
Chairman
Johannesburg


Andile Mazwai
Chief Executive Officer
2 June 2010

Directors
JA Bester (Chairman), HSC Bester, AM Mazwai* (CEO), AR Martin, TS Seopa, L Wilson*
*Executive

Company secretary
Nexia Levitt
Kiron Management Services cc

Sponsor
Barnard Jacobs Mellet
Corporate Finance (Pty) Limited

Registered office
Barnard Jacobs Mellet House
24 Fricker Road, Illovo Corner,
Illovo, 2196

Transfer secretaries
Link Market Services South Africa (Pty) Limited
11 Diagonal Street
Johannesburg, 2001