

Introducing ...
PwC Remchannel

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Remchannel (Pty) Ltd

Up to
now

1984 – International Compensation

1998 – PSG

2000 – Remchannel internet based survey

2003 – Virtual

2004 – Management buy-out

Now

2010 – PwC Remchannel

PwC

Launch of
Executive Reward
within HRS in 2003

Seven years later ...

PwC Remchannel

What you, our clients, wanted

Quality and reliable benchmark data, locally and in Africa

Research and Thought Leadership

Technology to apply and/or interpret researched data

Human capital benchmarks/metrics

... All in one place

You're now getting it, right here

A strategic move to provide an holistic solution

- Technology
- Comprehensive capability within the reward space
- Skills and expertise
- Local, global and African network

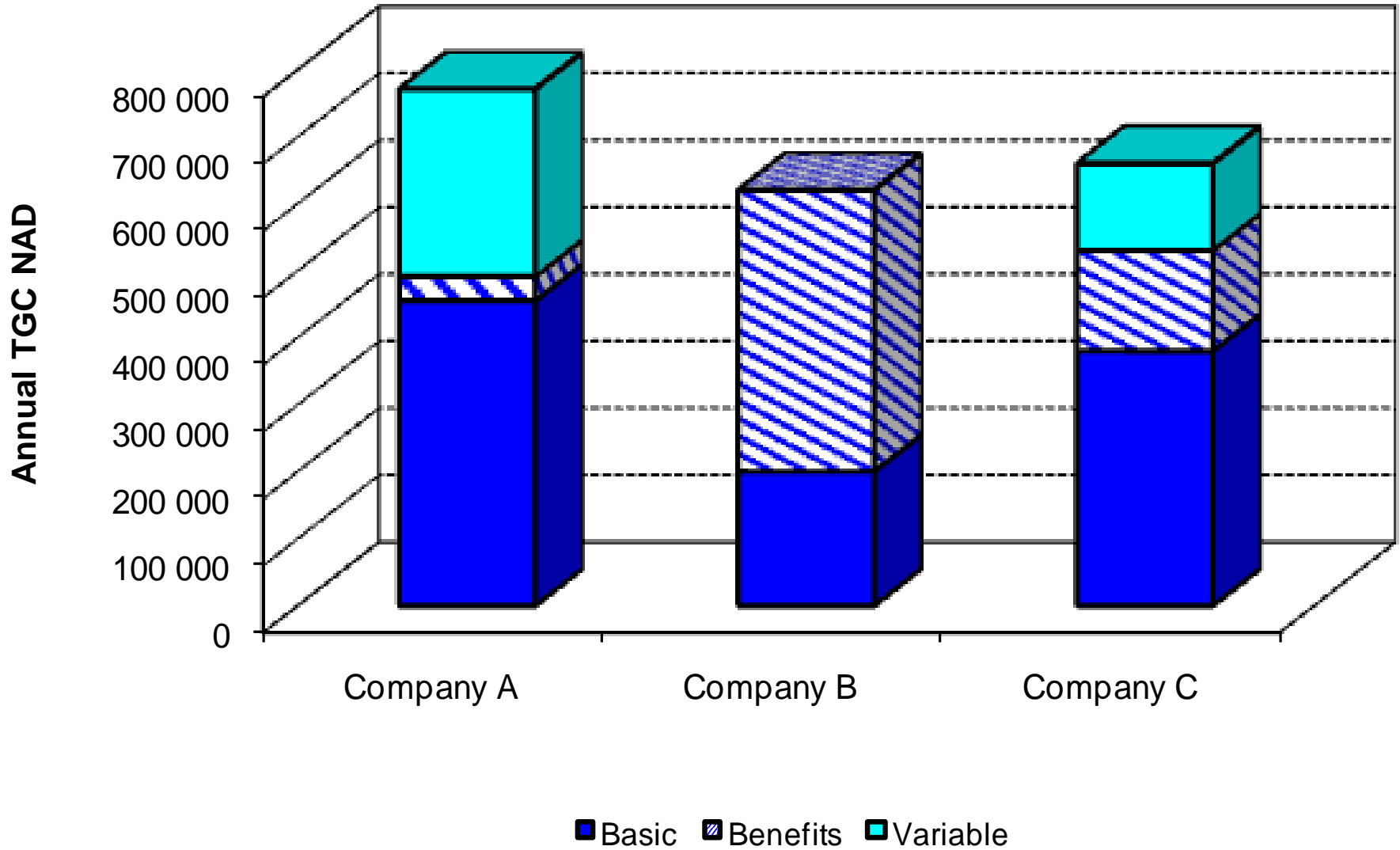
Local, global and **African** network

“Calling in Africa”

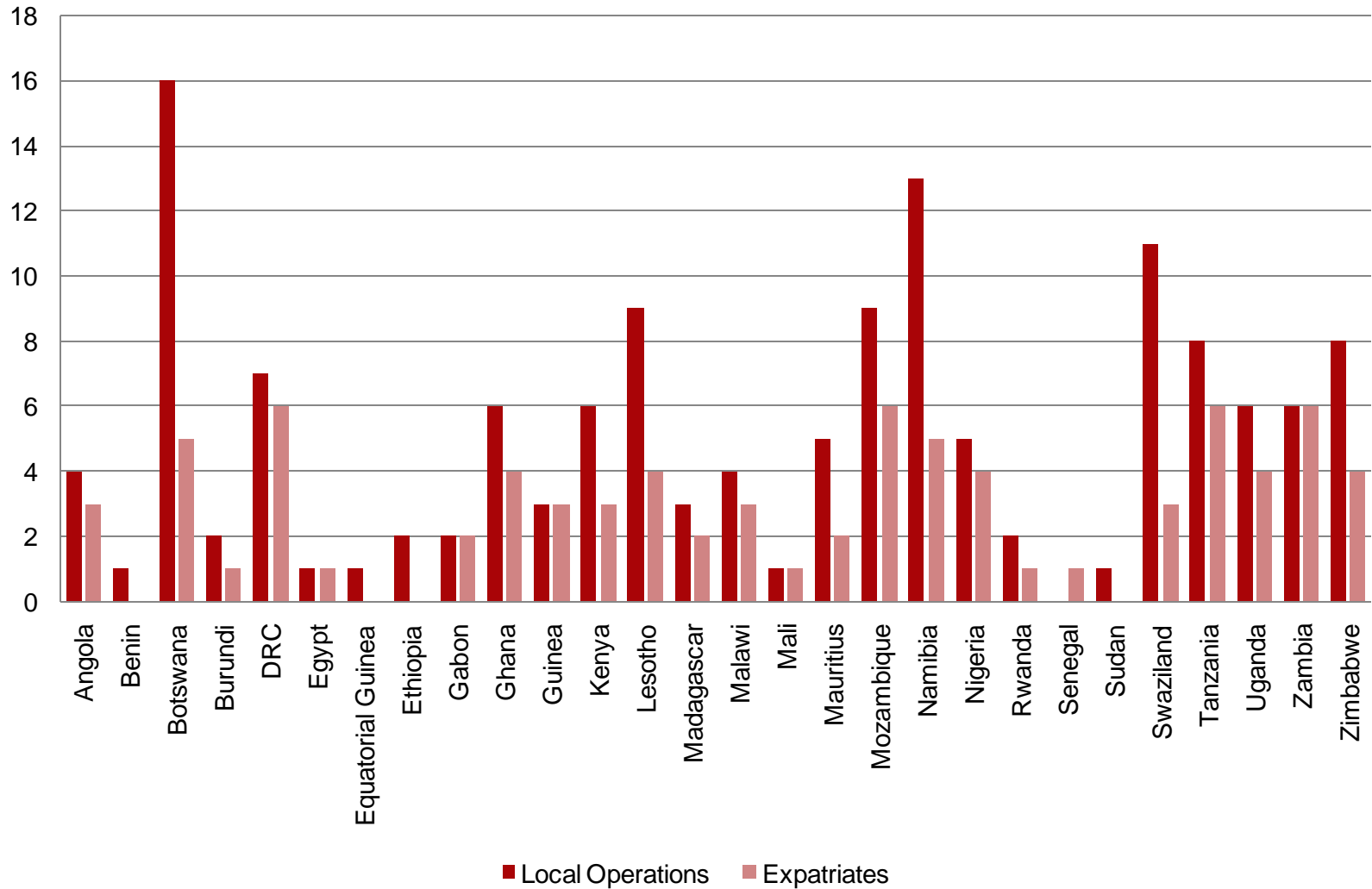
Each country must have a local flavour

Follow an ‘entrepreneurial’ model

Package Composition Example Table



Snap Survey Results: South African Organisations in Africa



Our African footprint



Global reward competencies

We are one of the leading international practices with reward specialists in over 60 countries.

Our practice is multi-disciplinary and comprises reward specialists, accountants, actuaries, lawyers, tax specialist and communication experts



What to expect

No change in terms of pricing

Greater capability and reach within the reward space

Cover all staff levels including executives

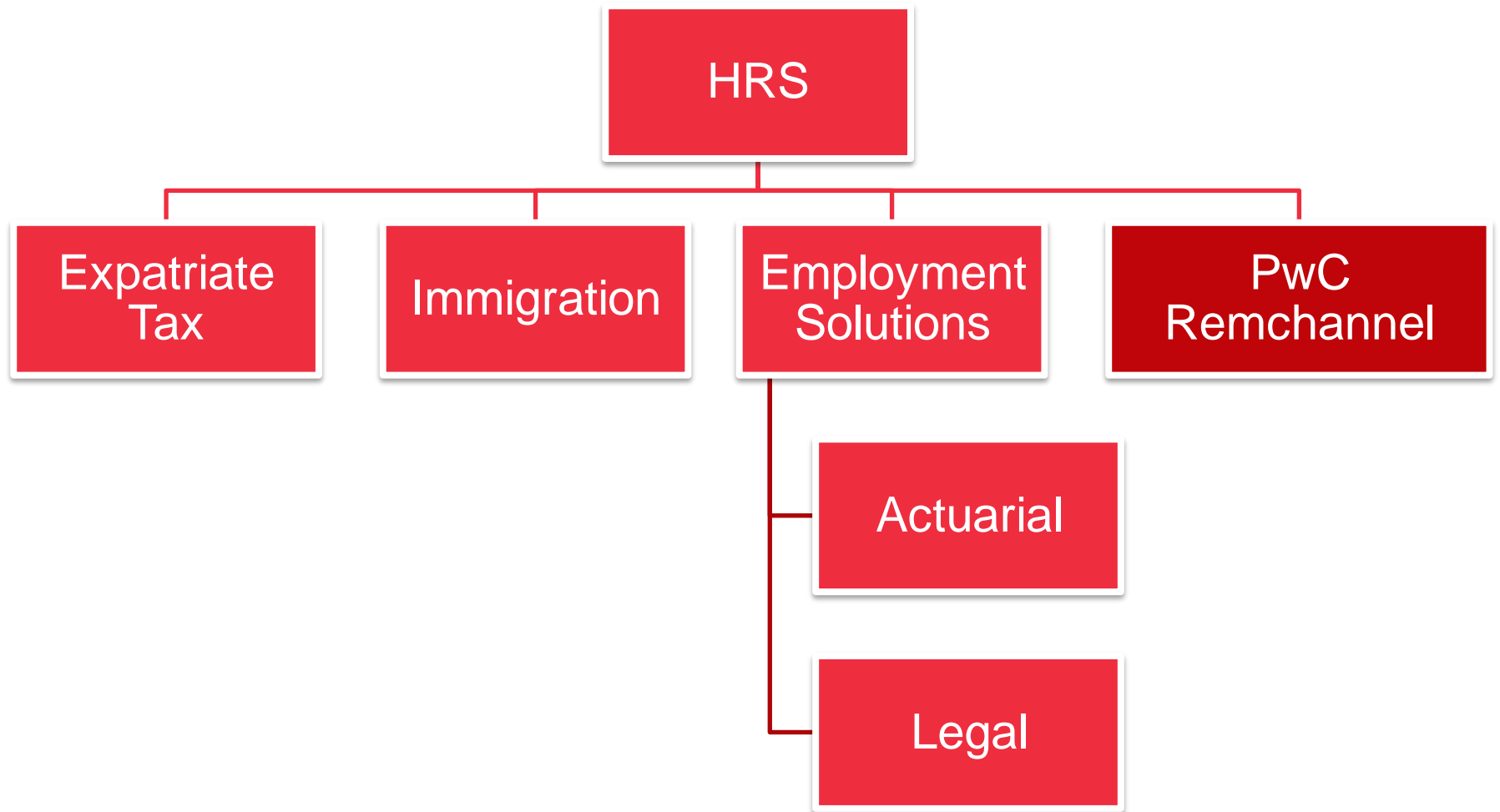
Greater access to related services

Value proposition

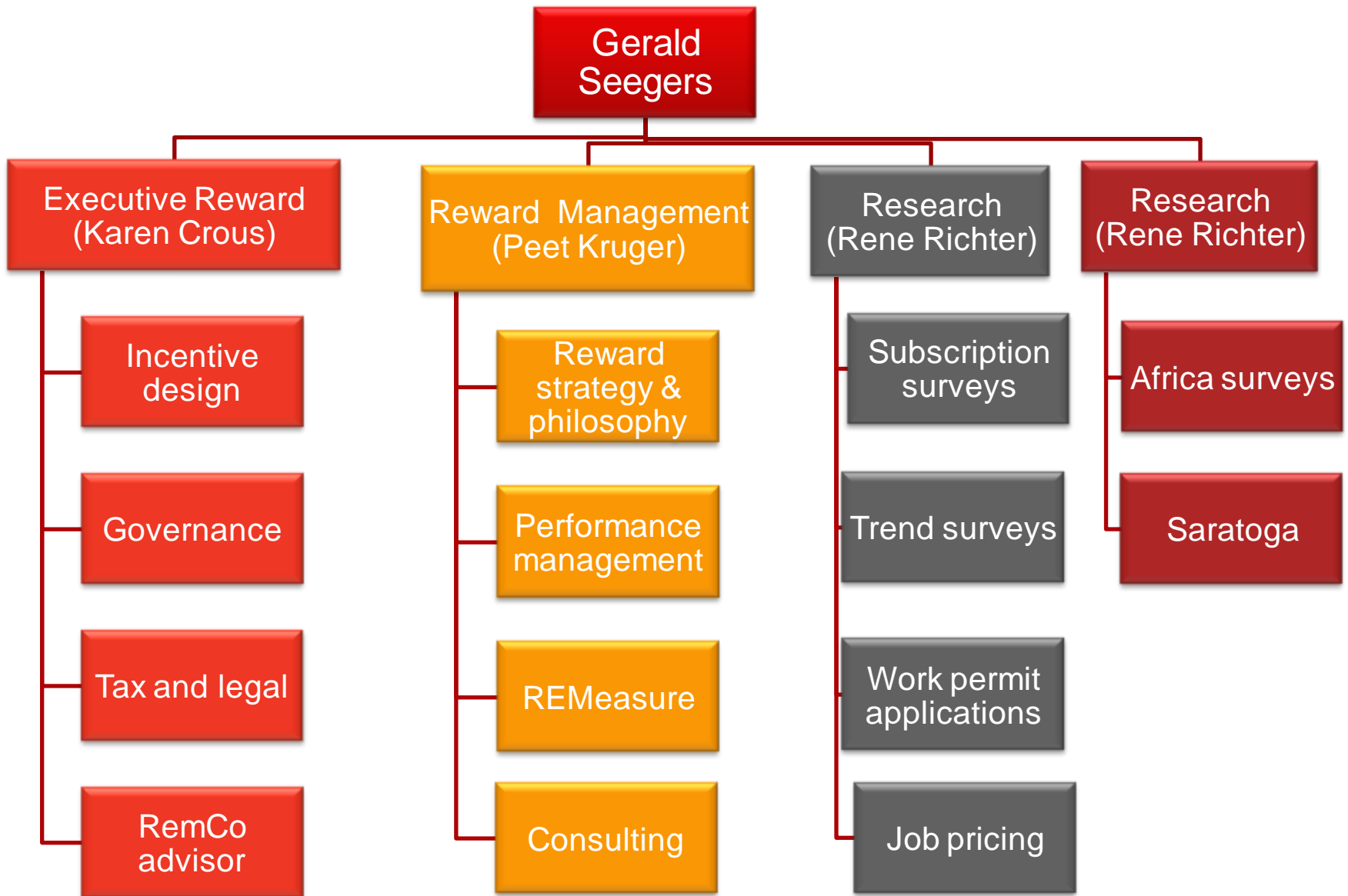
Providing quality information and solutions to clients, to maintain a reputation of uncompromised integrity and to act with the level of urgency that businesses require.

A bird's eye view

We operate in 153 territories and employ 5,450 professionals



PwC Remchannel – the new deal



PwC Remchannel

Thought Leadership

- Non-Executive fee trends
- Executive compensation trends
- Regional remuneration trends



Consulting

- Total Reward Solutions & EVP
- Reward philosophy & strategy
- Position Total Reward against the market
- Design remuneration structures
- Job profiling and evaluation
- Governance & compliance



Research & data collection

- Survey data collection
- HR Metrics data collection



Enabling products

- Remchannel on-line system
- Customised survey reports
- Saratoga
- EMCT (Salary review management tool)
- REMeasure

Forthcoming attractions

Short and Long-term incentive trends (Dec '10)

NED Survey (Dec '10)

NED trends publication (Jan '11)

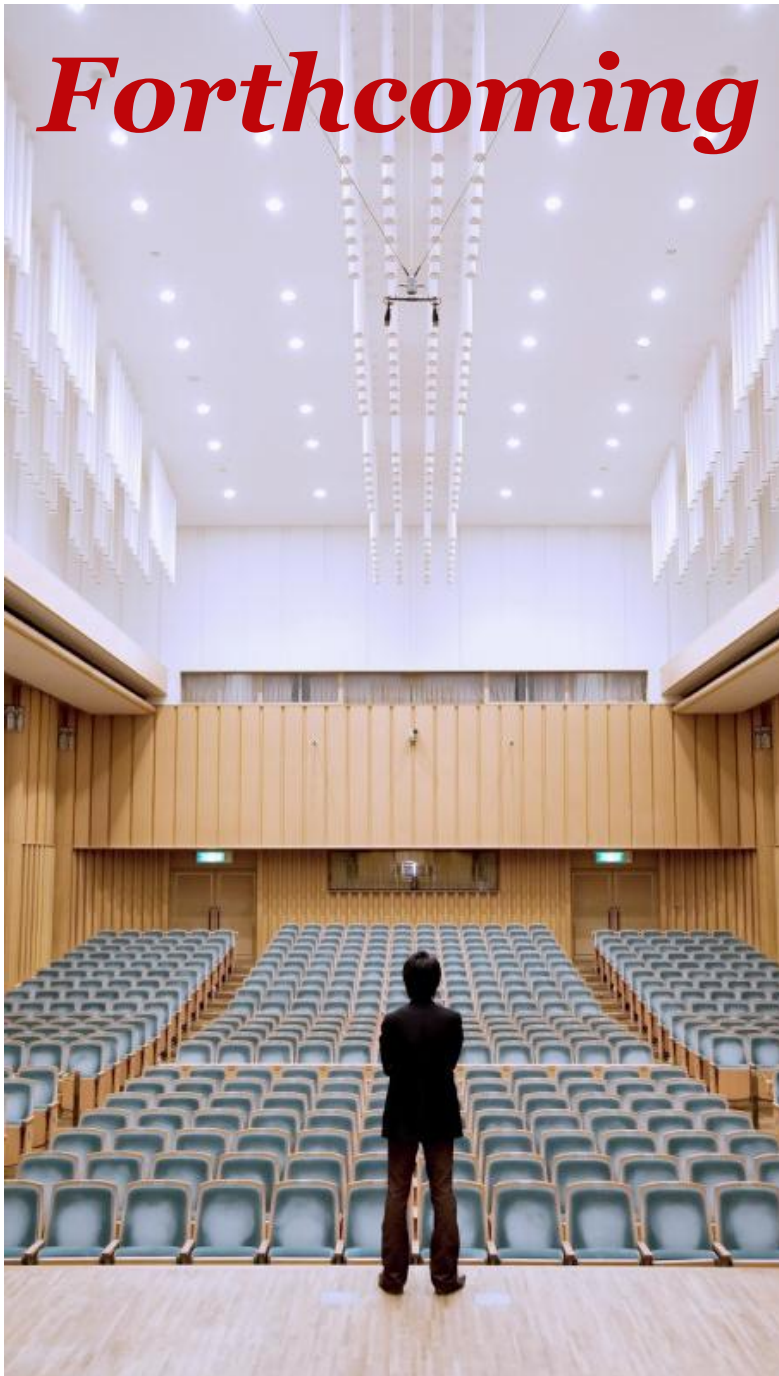
Salary and wage movements survey (Mar '11)

Southern African compensation trends publication (Apr '11)

Trustee remuneration survey (Apr '11)

ED trends publication (Jul '11)

Employee benefits guide (Aug '11)



Thank you