

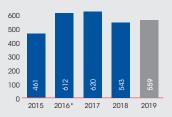
## AUDITED ANNUAL RESULTS AND DIVIDEND DECLARATION

for the 53 weeks ended 30 June 2019

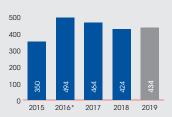




#### **OPERATING PROFIT (Rm)**



#### **HEADLINE EARNINGS (Rm)**



#### NAV PER SHARE (cents)



<sup>\* 2016</sup> Excludes BEE transaction

#### **COMPANY PROFILE**

Cashbuild is southern Africa's largest retailer of quality building materials and associated products, selling direct to a cash-paying customer base through our chain of stores (315 at the end of this financial year which includes the one DIY store and 59 P&L Hardware stores). Cashbuild carries an in-depth quality product range tailored to the specific needs of the communities we serve. Our customers are typically home-builders and improvers, contractors, farmers, traders, as well as all other customers requiring quality building materials at the best value.

#### FINANCIAL HIGHLIGHTS

The Group adopts the retail accounting calendar, this financial year had 53 weeks and the prior year had 52 weeks.

Revenue for the year increased by 6%. Revenue for stores in existence prior to July 2017 (pre-existing stores – 281 stores) increased with 3% and our 34 new stores provided 3% of the increase. Gross profit increased by 6% with gross profit percentage slightly decreasing from 25.2% to 25.1%. This was achieved in tough trading conditions with selling price inflation of 3%.

Operating expenses, including new stores, remained well controlled and increased by only 7% (existing stores 3% and new stores 4%) resulting in operating profit increasing by 3%.

Basic earnings per share increased by 2% with headline earnings per share also increasing by 2% from the prior year. Cash and cash equivalents decreased by 38% to R590 million as a result of payments to suppliers effected prior to year-end close resulting from the 53rd week. Stock levels, including new stores, remained constant with overall stockholding at 84 days (2018: 88 days) at year end. Net asset value per share has increased by 14%, from 7 561 cents (June 2018) to 8 636 cents.

During the year, Cashbuild opened 11 new stores (nine Cashbuild stores and two P&L Hardware stores), refurbished 26 stores and relocated four Cashbuild stores. Cashbuild closed five Cashbuild stores, three P&L Hardware stores and six DIY stores. Cashbuild will continue its store expansion, relocation and refurbishment strategy in a controlled manner, applying the same rigorous process as in the past.

#### **PROSPECTS**

Group revenue for the six weeks after year-end has increased by 1% on the comparable six week period. Management believe trading conditions will remain extremely challenging in the year ahead. This information has not been reviewed nor audited by the Company's auditor.

#### **DECLARATION OF DIVIDEND**

The board has declared a final dividend (No. 53), of 420 cents (June 2018: 346 cents) per ordinary share out of income reserves to all shareholders of Cashbuild Limited. The dividend per share is calculated based on 24 989 811 (June 2018: 24 989 811) shares in issue at date of dividend declaration. Net local dividend amount is 336 cents per share for shareholders liable to pay Dividends Tax and 420 cents per share for shareholders exempt from paying Dividends Tax. The total dividend for the year amounts to 855 cents (June 2018: 842 cents) a 2% increase on the prior year. Local Dividends Tax is 20%. Cashbuild Limited's tax reference number is 9575168712.

Relevant dates for the declaration are as follows: Date dividend declared: Monday, 2 September 2019; Last day to trade "CUM" the dividend: Monday, 23 September 2019; Date to commence trading "EX" the dividend: Wednesday, 25 September 2019; Record date: Friday, 27 September 2019; Date of payment: Monday, 30 September 2019. Share certificates may not be dematerialised or rematerialised between Wednesday, 25 September 2019 and Friday, 27 September 2019, both dates inclusive.

#### **FINANCIAL SUMMARY**

Unaudited pro-forma information illustrating the impact of the 53rd week on the annual results for the year ended 30 June 2019. The group adopts the retail accounting calendar, which comprises the reporting period ending on the last Sunday of the month (2019: 30 June (53 weeks); 2018: 24 June (52 weeks)). Although Cashbuild has reported financial results for the 53 weeks to 30 June 2019, it is appropriate and good practice to illustrate pro-forma information of the comparative 52 week period for the user of these financial statements. The unaudited pro-forma information presented below has been prepared for illustrative purposes only, to indicate how such information compares to the audited results of the group for the prior 52-week period ended 24 June 2018. The directors of the company are responsible for the compilation, contents and preparation of the unaudited pro-forma financial information below.

#### Ormonde

Approved by the board on 2 September 2019

Sponsor: Nedbank CIB

R'million	Audited June 2019 (53 wks)	53rd wk	Unaudited June 2019 (52 wks)	Audited June 2018 (52 wks)	% Change
Revenue	10 821	199	10 622	10 207	4
Gross profit	2 720	55	2 665	2 568	4
Operating profit	559	52	507	543	(7)
Profit before tax	613	52	561	594	(6)
Net profit attributable to owners of the company	427	36	391	421	(7)
Headline earnings	434	36	398	424	(6)
Earnings per share (cents)	1 881		1 722	1 852	(7)
Diluted earnings per share (cents)	1 881		1 721	1 851	(7)
Headline earnings per share (cents)	1 910		1 751	1 867	(6)
Diluted headline earnings per share (cents)	1 910		1 750	1 866	(6)
Net asset value (NAV) per share (cents)	8 636		8 491	7 561	12
Total dividend per share (cents)	855		855	842	2

The short-form announcement is the responsibility of the Board of directors of Cashbuild and is only a summary of the information in the full announcement. Any investment decision should be based on the full announcement published on SENS which is available on Cashbuild's website http://www.cashbuild.co.za/Report\_2019. The full announcement is also available at the Company's registered office for inspection, at no charge, during office hours. Copies of the full announcement may be requested by contacting Elna Munro on telephone +27 (0)11 248 1500. The JSE link is https://senspdf.jse.co.za/documents/2019/jse/isse/csb/ye2019.pdf.

## **AUDITED RESULTS AND DIVIDEND DECLARATION**

for the 53 weeks ended 30 June 2019





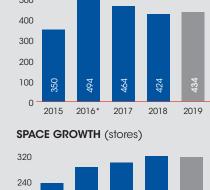
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\*2016 Excludes BEE transaction

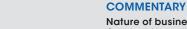


**OPERATING PROFIT (Rm)** 



160





Nature of business Cashbuild is southern Africa's largest retailer of quality building materials and associated products, selling direct to a cash-paying customer base through our chain of stores (315 at the end of this financial year which includes one DIY store and 59 P&L Hardware stores). Cashbuild carries an in-depth quality product range tailored to the specific needs of the communities we serve. Our customers are typically home-builders and improvers, contractors, farmers, traders, as well as all other customers requiring quality building materials at the best value.

Cashbuild has built its credibility and reputation by consistently offering its customers quality building materials at the best value and through a purchasing and inventory policy that ensures customers' requirements

#### **International Financial Reporting Standards**

The Group is reporting its annual audited results in accordance with International Financial Reporting Standards ("IFRS").

#### Financial highlights The Group adopts the retail accounting calendar, this financial year

had 53 weeks and the prior year had 52 weeks. Refer to note 3. Revenue for the year increased by 6%. Revenue for stores in existence prior to July 2017 (pre-existing stores - 281 stores) increased with 3% and our 34 new stores provided 3% increase. Gross profit increased by 6% with gross profit percentage slightly decreasing from 25.2% to 25.1%. This was achieved in tough trading conditions with selling price inflation of 3%.

Operating expenses, including new stores, remained well controlled and increased by only 7% (existing stores 3% and new stores 4%) resulting in operating profit increasing by 3%. Basic earnings per share increased by 2% with headline earnings per share also increasing by 2% from the prior year. The effective tax rate of 29.4% for the period is higher than that of the previous period due to a decrease in exempt income and an increase in disallowable charges relating to share-based payments.

Cash and cash equivalents decreased by 38% to R590 million as a result of payments to suppliers effected prior to year-end close resulting from the 53rd week (note 3). Stock levels, including new stores, remained constant with overall stockholding at 84 days (2018: 88 days) at year end. Net asset value per share has increased by 14%, from 7 561 cents (June 2018) to 8 636 cents.

During the year, Cashbuild opened 11 new stores (nine Cashbuild stores and two P&L Hardware stores), refurbished 26 stores and relocated four Cashbuild stores. Cashbuild closed five Cashbuild stores, three P&L Hardware stores and six DIY stores. Cashbuild will continue its store expansion, relocation and refurbishment strategy in a controlled manner, applying the same rigorous process as in the past

#### **Prospects**

Attributable to owners of the company

Group revenue for the six weeks after year end has increased by 1% on the comparable six week period. Management believe trading conditions will remain extremely challenging in the year ahead. This information has neither been reviewed nor audited by the company's auditor

### **SUMMARY CONSOLIDATED INCOME STATEMENT - AUDITED**

R'000	Year ended 30 June 2019 (53 weeks)	30 June 2018 *Restated (52 weeks)	% change
Revenue	10 821 235	10 206 730	6
Cost of sales	(8 101 229)	(7 638 277)	6
Gross profit	2 720 006	2 568 453	6
Selling and marketing expenses	(1 884 034)	(1 778 355)	6
Administrative expenses	(279 056)	(267 566)	4
Other operating expenses	(13 288)	(10 263)	29
Other income	15 397	30 926	(50)
Operating profit	559 025	543 195	3
Finance cost	(4 190)	(3 143)	33
Finance income	57 878	54 128	7
Profit before income tax	612 713	594 180	3
Income tax expense	(180 294)	(169 027)	7
Profit for the year Attributable to:	432 419	425 153	2
- Owners of the company	427 357	420 514	2
- Non-controlling interests	5 062	4 639	9
	432 419	425 153	2
Earnings per share (cents)	1 881.3	1 851.6	2
Diluted earnings per share (cents)	1 880.6	1 850.9	2

### SUMMARY CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME - AUDITED

R'000	Year ended 30 June 2019 (53 weeks)	30 June 2018 *Restated (52 weeks)
Profit for the year Other comprehensive income reclassifiable to profit or loss:	432 419	425 153
Total movement in foreign currency translation reserve (FCTR)  Attributable to:	4 708	6 317
- Owners of the company	5 083	5 395
- Non-controlling interests	(375)	922
Total comprehensive income for the year	437 127	431 470
Total comprehensive income attributable to:		
- Owners of the company	432 440	425 909
- Non-controlling interests	4 687	5 561
	437 127	431 470

### **ADDITIONAL INFORMATION - AUDITED**

R'000	Year ended 30 June 2019	Year ended 30 June 2018 *Restated
Net asset value per share (cents) – unaudited	8 636	7 561
Net asset value per share (excluding treasury shares) - unaudited	9 500	8 320
Ordinary shares ('000s):		
- In issue	24 990	24 990
- Weighted-average	22 716	22 711
- Diluted weighted-average	22 725	22 720
Capital investment	203 556	243 999
Depreciation of property, plant and equipment	131 380	130 356
Amortisation of intangible assets	6 517	7 631
Capital commitments	142 854	231 083
Property operating lease commitments	1 988 949	1 948 239

### SUMMARY CONSOLIDATED STATEMENT OF FINANCIAL POSITION - AUDITED

R'000	30 June 2019	*Restated
ASSETS		
Non-current assets	1 716 090	1 665 001
Property, plant and equipment	1 129 283	1 100 132
Intangible assets	426 398	433 467
Rent prepayments	66 470	85 707
Investment property Deferred income tax assets	28 158 65 781	45 695
Current assets	2 278 575	2 634 996
Inventories	1 541 295	1 538 708
Trade and other receivables	117 807	118 489
Prepayments Assets held for sale	25 747 3 576	20 360 4 510
Cash and deposits	590 150	952 929
Total assets	3 994 665	4 299 997
EQUITY AND LIABILITIES		
Shareholders' equity	2 187 400	1 917 319
Share capital and reserves	2 156 701	1 889 594
Non-controlling interests	30 699	27 725
Non-current liabilities	224 285	205 225
Finance lease obligation	_	115
Deferred operating lease liability	187 378	162 930
Deferred income tax liability	36 907	42 180
Current liabilities	1 582 980	2 177 453
Trade and other liabilities	1 554 567	2 102 343
Finance lease obligation	-	936
Current income tax liabilities	28 413	74 174
Total equity and liabilities	3 994 665	4 299 997

#### SUMMARY CONSOLIDATED STATEMENT OF CASH FLOWS - AUDITED

R'000	Year ended 30 June 2019 (53 weeks)	Year ended 30 June 2018 (52 weeks)
Cash flows from operating activities	(55 Weeks)	(OZ WCCK3)
Cash generated from operations	213 079	781 720
Interest paid	(3 853)	(3 143)
Taxation paid	(251 414)	(169 775)
Net cash/(utilised) generated from operating activities	(42 188)	608 802
Cash flows from investing activities		
Net investment in assets	(195 503)	(241 231)
Business combinations	-	(72 573)
Interest received	57 541	54 128
Net cash used in investing activities	(137 962)	(259 676)
Cash flows from financing activities		
Shares purchased by Cashbuild Trusts or subsidiary companies for share incentive schemes	_	(605)
Shares sold by Cashbuild Trusts	_	1 610
Finance lease payments	(1 051)	(1 192)
Dividends paid:		
- Own equity	(178 960)	(201 210)
- Non-controlling interests	(1 713)	(1 044)
Net cash used in financing activities	(181 724)	(202 441)
Net (decrease)/increase in cash and cash equivalents	(361 874)	146 685
Cash and cash equivalents at beginning of year	952 929	801 420
Effect of exchange rate movements on cash and cash equivalents	(905)	4 824
Cash and cash equivalents at end of year	590 150	952 929

### SUMMARY CONSOLIDATED STATEMENT OF CHANGES IN EQUITY - AUDITED

		Annibarable to owners of the company							
R'000	Share capital	Share premium	Share-based payments reserve	FCTR	Retained earnings	Non-controlling interests	Total equity		
Balance at 1 June 2016 (Restated)	227	(275 384)	52 985	10 645	1 651 042	21 948	1 461 463		
Total comprehensive income for the year Shares purchased by The Cashbuild Share Incentive Trust and	-	-	-	(18 974)	464 882	2 636	448 544		
Cashbuild (South Africa) Proprietary Limited	-	(2 561)	-	-	-	-	(2 561)		
Shares sold by The Cashbuild Share Incentive Trust	-	2 526	-	_	-	=	2 526		
Dividends paid	-	-	-	-	(234 023)	(1 376)	(235 399)		
Recognition of share-based payments	_	-	4 332	-	-	-	4 332		
Balance at 30 June 2017 (53 weeks)	227	(275 419)	57 317	(8 329)	1 881 901	23 208	1 678 905		
Total comprehensive income for the year	_	-	_	5 395	420 514	5 561	431 470		
Shares purchased by The Cashbuild Operations Management Member Trust	_	(605)	_	_	_	_	(605)		
Shares sold by The Cashbuild Share Incentive Trust	_	1 610	_	_	_	_	1 610		
Dividends paid	-	_	_	_	(201 210)	(1 044)	(202 254)		
Recognition of share-based payments	_	-	8 192	-		` -	8 192		
Balance at 30 June 2018 (52 weeks)	227	(274 414)	65 509	(2 934)	2 101 205	27 725	1 917 318		
Total comprehensive income for the year	-	-	-	5 083	427 357	4 687	437 127		
Dividends paid	_	-	-	-	(178 960)	(1 713)	(180 673)		
Recognition of share-based payments	-	-	13 628	-	_	` -	13 628		
Balance at 30 June 2019	227	(274 414)	79 137	2 149	2 349 602	30 699	2 187 400		

## SUMMARY CONSOLIDATED SEGMENTAL ANALYSIS - AUDITED

				South	Africa						
	Group		Cashbuild	l business	P&L Hardwa	ire business	Other members of con	nmon monetary area*	Botswana, Mala	Botswana, Malawi and Zambia	
	Year ended	Year ended 30 June	Year ended	Year ended 30 June	Year ended	Year ended 30 June	Year ended	Year ended 30 June	Year ended	Year ended 30 June	
Ricco	30 June	2018	30 June	2018	30 June	2018	30 June	2018	30 June	2018	
R'000	2019	*Restated	2019	*Restated	2019	*Restated	2019	*Restated	2019	*Restated	
Income statement											
Revenue	10 821 235	10 206 730	8 475 594	8 043 313	1 258 394	1 136 053	613 587	606 637	473 660	420 727	
Operating profit	559 025	543 195	524 629	478 776	(8 493)	21 388	35 074	36 266	7 815	6 765	
Statement of financial position											
Segment assets	3 994 665	4 299 997	2 435 673	2 787 079	768 877	719 003	529 141	528 377	260 974	265 538	
Segment liabilities	1 807 265	2 382 678	795 192	1 418 988	737 174	635 375	127 073	172 615	147 826	155 700	
Other segment items											
Number of stores	315	318	224	225	59	60	18	18	14	15	
Depreciation	131 380	130 356	103 674	107 108	11 575	8 388	8 073	7 496	8 058	7 364	
Amortisation	6 517	7 631	6 253	7 377	8	_	162	103	94	151	
Capital investment	203 556	243 999	166 203	119 772	12 037	81 638	19 642	23 954	5 674	18 635	

### NOTES TO THE SUMMARY CONSOLIDATED FINANCIAL INFORMATION

- 1. Basis of preparation. The summary consolidated annual financial statements are prepared Basis of preparation. The summary consolidated annual financial statements are prepared in accordance with International Financial Reporting Standards ("IFRS"), the presentation and disclosure requirements of IAS 34 – Interim Financial Reporting as required by the JSE Limited Listings Requirements, the SAICA Financial Reporting Guides as issued by the Accounting Practices Committee, Financial Pronouncements as issued by the Financial Reporting Standards Council and the requirements of the Companies Act of South Africa applicable to summary annual financial statements. The accounting policies applied in the preparation of the consolidated annual financial statements were derived are in terms of International Financial Reporting Standards and are consistent with these accounting applied in the preparation of the projection of the and are consistent with those accounting policies applied in the preparation of the previous consolidated annual financial statements. There are two significant new accounting standards adopted which impacted the results and effective for reporting periods commencing on or after 1 July 2018:
  - IFRS 15 Revenue from Contracts with Customers · IFRS 9 Financial Instruments
- IFRS 15 Revenue from Contracts with Customers replaces IAS 18 Revenue, and provides a single comprehensive model for revenue recognition based on the satisfaction of performance obligations and additional disclosures in respect of revenue. The adoption relates to the expected sale returns and the impact has been applied to the comparative figures to create fair presentation for each period.

IFRS 9 - Financial Instruments replaces IAS 39 Financial Instruments. The adjustments have taken into account the impairment allowance of receivables which were estimated on the incurred loss model and now estimated on an expected credit loss model. No restatement has been done for prior periods as there is no material impact.

The table below summarises the impact of the adoption of IFRS 15 on the results of the

comparative reporting periods.				
	Previously	Adjustment		
	Reported	IFRS 15	Restated	
IFRS 15	R'000	R'000	R'000	
June 2018				
Profit and loss				
Revenue	10 207 603	873	10 206 730	
Gross profit	2 568 584	131	2 568 453	
Profit for the period	425 248	95	425 153	
Non-current assets				
Deferred tax assets	44 090	1 605	45 695	
Current assets				
Inventories	1 512 823	25 885	1 538 708	
Current liabilities				
Trade and other payables	2 070 688	31 655	2 102 343	
Retained earnings	2 105 371	(4 165)	2 101 206	

The annual financial statements have been prepared under the supervision of the Finance Director, Mr AE Prowse CA(SA), and approved by the board on 2 September 2019.

# IS Fourie\* (Chairman), WF de Jager (Chief Executive), M Bosman\*, A Hattingh, HH Hickey\*, AGW Knock (British)\*, Dr DSS Lushaba\*, AE Prowse, NV Simamane\*, GM Tapon Njamo\*, SA Thoresson,

Company Secretary: T Nengovhela

WP van Aswegen (\*Non-Executive)

- 2. Independent audit by the auditor. These summary financial statements were derived from the consolidated financial statements for the year ended 30 June 2019. The consolidated financial statements have been audited by PricewaterhouseCoopers Inc., who expressed an unmodified opinion thereon. A copy of their unqualified audit report is available for inspection at the registered office of the company.
- Unaudited pro-forma information illustrating the impact of the 53rd week on the annual results for the year ended 30 June 2019. The group adopts the retail accounting calendar, which comprises the reporting period ending on the last Sunday of the month (2019: 30 June (53 weeks); 2018: 24 June (52 weeks)). Although Cashbuild has reported financial results for the 53 weeks to 30 June 2019, it is appropriate and good practice to illustrate pro-forma information of the comparative 52 week period for the user of these financial statements. The unaudited pro-forma information presented below has been prepared for illustrative purposes only, to indicate how such information compares to the audited results of the group for the prior 52-week period ended 24 June 2018. The directors of the company are responsible for the compilation, contents and preparation of the unaudited pro-forma financial information

R'000	Audited June 2019 (53 wks)	53rd wk	Unaudited June 2019 (52 wks)	Audited June 2018 (52 wks)	% Change
Revenue	10 821 235	199 097	10 622 138	10 206 730	4
Operating profit Net profit attributable to	559 025	51 721	507 304	543 195	(7)
owners of the company	427 357	36 289	391 068	420 514	(7)
Headline earnings	433 957	36 289	397 668	423 971	(6)
Earnings per share (cents) Headline earnings per share	1 881.3		1 721.6	1 851.6	(7)
(cents) Net asset value per share	1 910.4		1 750.6	1 866.8	(6)
(cents)	8 636		8 491	7 561	12

Registered Office:

Rosebank, Johannesburg, 2196

- The accounting policies adopted in the latest audited annual financial statements, which have been prepared in accordance with IFRS, have been used in preparing the unaudited pro-forma information.
- The "53rd wk" column represents the actual sales of product for the 53rd week less directly related costs, net of taxation. Cost of sales and directly related variable operating expenses are calculated based on the actual percentages achieved during the current financial year. The cost of sales of the 53rd week also includes an additional month's settlement discount relating to the trade suppliers' payment at the year-end.

Computershare Investor Services Proprietary Limited, Rosebank Towers, 15 Biermann Avenue,

101 Northern Parkway, Ormonde, Johannesbura, 2091, PO Box 90115, Bertsham, 2013

4. Declaration of dividend. The board has declared a final dividend (No. 53), of 420 cents (June 2018: 346 cents) per ordinary share out of income reserves to all shareholders of Cashbuild Limited. The dividend per share is calculated based on 24 989 811 (June 2018: 24 989 811) shares in issue at date of dividend declaration. Net local dividend amount is 336 cents per share for shareholders liable to pay Dividends Tax and 420 cents per share for shareholders exempt from paying Dividends Tax. The total dividend for the year amounts to 855 cents (June 2018: 842 cents) a 2% increase on the prior year. Local Dividends Tax is 20%.

Cashbuild Limited's tax reference number is 9575168712. Date dividend declared:

Last day to trade "CUM" the dividend: Date to commence trading "EX" the dividend: Record date: Date of payment:

Monday, 2 September 2019 Monday, 23 September 2019 Wednesday, 25 September 2019 Friday, 27 September 2019 Monday, 30 September 2019

Share certificates may not be dematerialised or rematerialised between Wednesday, 25 September 2019 and Friday, 27 September 2019, both dates inclusive. 5. Earnings per share. Earnings per share is calculated by dividing the earnings attributable to

- owners of the company for the year by the weighted average number of 22 715 551 ordinary shares in issue at year end (June 2018: 22 710 768 shares). 6. Headline earnings per ordinary share. The calculations of headline earnings and diluted
- headline earnings per ordinary share are based on headline earnings of R434.0 million (June 2018: R424.0 million) and a weighted average of 22 715 551 (June 2018: 22 710 768) shares and fully diluted of 22 725 551 (June 2018: 22 719 842) ordinary shares in issue.

Reconciliation between net profit attributable to the equity holders of the company and headline earnings:

R'000	June 2019	June 2018	% change
Net profit attributable to the owners of the company	427 357	420 514	2
Profit on sale of assets after taxation	3 964	3 457	
Impairment on intangible assets	2 636	-	
Headline earnings	433 957	423 971	2
Headline earnings per share (cents)	1 910.4	1 866.8	2
Diluted headline earnings per share (cents)	1 909.5	1 866.1	2

On behalf of the board

2 September 2019

Stefan Fourie Werner de Jager Chairman Chief Executive Johannesburg

Auditor: Sponsor PricewaterhouseCoopers Inc. Nedbank CIB Cashbuild Limited (Registration number: 1986/001503/06)

(Incorporated in the Republic of South Africa)

JSE code: CSB ISIN: ZAE000028320

**Investor Relations:** Keyter Rech Investor Solutions CC

Quality building materials at the best value