

## NOTES TO THE CONDENSED GROUP FINANCIAL INFORMATION

- Basis of preparation.** The condensed consolidated financial information ("financial information") announcement is based on the audited financial statements of the group for the year ended 30 June 2009 which have been prepared in accordance with International Financial Reporting Standards ("IFRS"), the Listings Requirements of the JSE Limited and the South African Companies Act (1973) and consistently applied to the prior year.
- Independent audit by the auditors.** These condensed consolidated results have been audited by our auditors PricewaterhouseCoopers Inc., who have performed their audit in accordance with the International Standards on Auditing. A copy of their unqualified audit report is available for inspection at the registered office of the company.
- Reporting period.** The group adopts the retail accounting calendar, which comprises the reporting period ending on the last Saturday of the month (2009: 27 June (52 weeks); 2008: 28 June (52 weeks)).
- Earnings per share.** Earnings per share is calculated by dividing the earnings attributable to shareholders for the year by the weighted average number of 22 709 487 ordinary shares in issue during the year (June 2008: 22 709 487 shares).
- Headline earnings per ordinary share.** The calculations of headline earnings and diluted headline earnings per ordinary share are based on headline earnings of R177.9 million (June 2008: R161.2 million) and a weighted average of 22 709 487 (June 2008: 22 709 487) and fully diluted of 22 715 519 (June 2008: 22 709 487) ordinary shares in issue.

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

| R'000                                                   | Jun-09  | Jun-08  | % Change |
|---------------------------------------------------------|---------|---------|----------|
| Net profit attributable to the company's equity holders | 177 056 | 160 768 | 10       |
| Loss on sale of assets after taxation                   | 353     | 391     |          |
| Headline earnings                                       | 177 409 | 161 159 | 10       |
| Headline earnings per share (cents)                     | 781.2   | 709.7   | 10       |
| Diluted headline earnings per share (cents)             | 781.0   | 709.7   | 10       |

- Declaration of dividend.** The board has declared a final dividend (No. 33), of 103 cents (June 2008: 128 cents) per ordinary share to all shareholders of Cashbuild Limited. The dividend per share is calculated based on 25 805 347 (2008: 25 805 347) shares in issue at date of dividend declaration. The total dividend for the year amounts to 246 cents (2008: 229 cents) a 7% increase year-on-year.  
Date dividend declared: Monday, 14 September 2009

Last day to trade "CUM" the dividend: Friday, 02 October 2009  
Date commence trading "EX" the dividend: Monday, 05 October 2009  
Record date: Friday, 09 October 2009  
Date of payment: Monday, 12 October 2009

Share certificates may not be dematerialised or rematerialised between Monday, 05 October 2009 and Friday, 09 October 2009, both dates inclusive.

On behalf of the board

**DONALD MASSON**

Chairman

Johannesburg

14 September 2009

**PAT GOLDRICK**

Chief executive

## COMMENTS

### 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 constantly expanding chain of stores (183 at the end of this reporting year). 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, large construction companies and government-related infrastructure developers, as well as all other customers requiring quality building materials at lowest prices.

Cashbuild has built its credibility and reputation by consistently offering its customers quality building materials at the lowest prices and through a purchasing and inventory policy that ensures customers' requirements are always met.

### INTERNATIONAL FINANCIAL REPORTING STANDARDS

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

### FINANCIAL HIGHLIGHTS

Revenue for the year increased by 25% whilst profit increased by 11%. Basic earnings per share, as well as headline earnings per share improved by 10%. Net asset value per share has shown a 24% increase, from 1 825 cents (June 2008) to 2 265 cents. Cash and cash equivalents decreased by 9% to R348 million. This decrease was as a result of an amount of R55 million being paid to suppliers before the year-end cut-off (normalised 6% increase).

Stores in existence since the beginning of July 2007 (pre-existing stores) accounted for 18% of the increase in revenue with the remaining 7% increase due to the 22 new stores the group has opened since July 2007. The increase for the year has been achieved by good revenue growth during the first three quarters of the financial year with 4th quarter growth slightly lower in percentage terms.

As mentioned in the fourth quarter update, the reductions in the price of steel in several months resulted in the prices of steel related products decreasing accordingly. Steel related products are a large portion of Cashbuild's business and this, together with the high level of stock-holding, had a short-term

severely negative effect on gross margins, resulting in gross profit margins for the year decreasing in percentage terms to 21% (June 2008: 21.6%), but in rand terms, increasing by a pleasing 22%.

Operational expenses for the year remained well controlled with existing stores accounting for 17% of the increase and new stores 9%. The total increase for the year amounted to 26%. The main contributor to the higher than inflation increase on existing stores, is the continued investment in people to maintain and improve customer service standards, as well as intensive customer-focused advertising, undertaken in the run-up to and during the Christmas trading period.

The effective tax rate for the year of 31% is in line with that of the previous year. Cashbuild's balance sheet remains solid. Stock levels have increased by 9%. This increase is attributable to the stocking of 13 additional stores since the previous year-end (accounting for an increase of 10%), with existing stores decreasing by 1%. Overall stockholding at 84 days (June 2008: 87 days) showed an improvement on the position as at June 2008. Management of stock will remain a focus area for the year to come. Trade receivables remain well under control.

During the year Cashbuild opened 13 new stores. Three stores were closed (in towns where two stores were trading in close proximity). Four stores were refurbished and four relocated. Cashbuild will continue its store expansion, relocation and refurbishment strategy in a controlled manner.

### PROSPECTS

Management remains optimistic about the top line trading prospects for the next quarter based on the fact that the first nine trading weeks since year-end have reported an increase in revenue of 10% on that of the comparable nine weeks. Gross margins are expected to remain under pressure for the next quarter.

**Directors:** D Masson\* (Chairman), P K Goldrick (Chief executive) (Irish), W F de Jager, J Molobela\*, K B Pomario, F M Rossouw\*, N V Simamane\*, S A Thoreson, A van Onselen (\*Non-executive)

**Company secretary:** Corporate Governance Leaders CC

**Registered office:** cnr Aeroton and Aerodrome Roads, Aeroton, Johannesburg 2001 • PO Box 90115, Bertsham 2013

**Transfer secretaries:** Computershare Investor Services (Pty) Limited, 70 Marshall Street, Johannesburg 2001 • PO Box 61051, Marshalltown 2107

**Auditors:** PricewaterhouseCoopers Inc.

**Sponsor:** Nedbank Capital

**Cashbuild Limited** (Registration number: 1986/001503/06)  
(Incorporated in the Republic of South Africa)  
JSE code: CSB • ISIN: ZAE000028320

[www.cashbuild.co.za](http://www.cashbuild.co.za)

## AUDITED ANNUAL FINANCIAL RESULTS & DIVIDEND DECLARATION JUNE 2009

REVENUE  $\Delta$  25%

NET ASSET VALUE PER SHARE  $\Delta$  24%

OPERATING PROFIT  $\Delta$  10%

HEADLINE EARNINGS  $\Delta$  10%

DIVIDENDS  $\Delta$  7%

# Cashbuild

QUALITY BUILDING MATERIALS AT THE LOWEST PRICES

## CONDENSED GROUP INCOME STATEMENT - AUDITED

|                                           | Year<br>ended<br>30 June<br>2009 | Year<br>ended<br>30 June<br>2008 | %<br>change |
|-------------------------------------------|----------------------------------|----------------------------------|-------------|
| <b>R'000</b>                              |                                  |                                  |             |
| Revenue                                   | 5 065 843                        | 4 043 493                        | 25          |
| Cost of sales                             | (4 003 162)                      | (3 171 658)                      | 26          |
| Gross profit                              | 1 062 681                        | 871 835                          | 22          |
| Selling and marketing expenses            | (694 145)                        | (552 885)                        | 26          |
| Administrative expenses                   | (114 001)                        | (97 656)                         | 17          |
| Other operating expenses                  | (3 883)                          | (3 326)                          | 17          |
| Other income                              | 626                              | 9 447                            | (93)        |
| Operating profit                          | 251 278                          | 227 415                          | 10          |
| Finance cost                              | (1 864)                          | (2 886)                          | (35)        |
| Finance income                            | 25 622                           | 20 200                           | 27          |
| <b>Profit before income tax</b>           | <b>275 036</b>                   | <b>244 729</b>                   | <b>12</b>   |
| Income tax expense                        | (86 309)                         | (75 180)                         | 15          |
| <b>Profit for the year</b>                | <b>188 727</b>                   | <b>169 549</b>                   | <b>11</b>   |
| Attributable to:                          |                                  |                                  |             |
| Equity holders of the company             | 177 056                          | 160 768                          | 10          |
| Minority interest                         | 11 671                           | 8 781                            | 33          |
|                                           | 188 727                          | 169 549                          | 11          |
| <b>Earnings per share (cents)</b>         | <b>779.7</b>                     | <b>707.9</b>                     | <b>10</b>   |
| <b>Diluted earnings per share (cents)</b> | <b>779.5</b>                     | <b>707.9</b>                     | <b>10</b>   |

## CONDENSED GROUP CASH FLOW STATEMENT - AUDITED

|                                                             | Year<br>ended<br>30 June<br>2009 | Year<br>ended<br>30 June<br>2008 |
|-------------------------------------------------------------|----------------------------------|----------------------------------|
| <b>R'000</b>                                                |                                  |                                  |
| <b>Cash flows from operating activities</b>                 |                                  |                                  |
| Cash generated from operations                              | 223 577                          | 469 508                          |
| Interest paid                                               | (1 864)                          | (2 886)                          |
| Taxation paid                                               | (94 504)                         | (85 568)                         |
| <b>Net cash generated from operating activities</b>         | <b>127 209</b>                   | <b>381 054</b>                   |
| <b>Cash flows from investing activities</b>                 |                                  |                                  |
| Net investment in assets                                    | (122 659)                        | (68 681)                         |
| Interest received                                           | 25 622                           | 20 200                           |
| <b>Net cash used in investing activities</b>                | <b>(97 037)</b>                  | <b>(48 481)</b>                  |
| <b>Cash flows from financing activities</b>                 |                                  |                                  |
| Increase in borrowings                                      | 259                              | 222                              |
| Dividends paid                                              |                                  |                                  |
| - own equity                                                | (61 544)                         | (44 284)                         |
| - minorities                                                | (2 134)                          | (6 714)                          |
| <b>Net cash used in financing activities</b>                | <b>(63 419)</b>                  | <b>(50 776)</b>                  |
| <b>Net (decrease)/increase in cash and cash equivalents</b> | <b>(33 247)</b>                  | <b>281 797</b>                   |
| <b>Cash and cash equivalents at beginning of year</b>       | <b>381 377</b>                   | <b>99 580</b>                    |
| <b>Cash and cash equivalents at end of year</b>             | <b>348 130</b>                   | <b>381 377</b>                   |

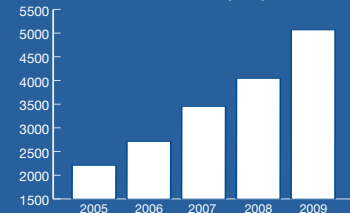
## CONDENSED GROUP BALANCE SHEET - AUDITED

|                                     | 30 June<br>2009  | 30 June<br>2008  |
|-------------------------------------|------------------|------------------|
| <b>R'000</b>                        |                  |                  |
| <b>ASSETS</b>                       |                  |                  |
| <b>Non-current assets</b>           | <b>377 757</b>   | <b>299 971</b>   |
| Property, plant and equipment       | 344 176          | 276 070          |
| Intangible assets                   | 22 280           | 11 274           |
| Deferred income tax assets          | 11 301           | 12 627           |
| <b>Current assets</b>               | <b>1 340 639</b> | <b>1 304 794</b> |
| Assets held for sale                | 2 740            | 2 740            |
| Inventories                         | 907 712          | 832 449          |
| Trade and other receivables         | 82 057           | 88 228           |
| Cash and cash equivalents           | 348 130          | 381 377          |
| <b>Total assets</b>                 | <b>1 718 396</b> | <b>1 604 765</b> |
| <b>EQUITY AND LIABILITIES</b>       |                  |                  |
| <b>Shareholders' equity</b>         | <b>628 234</b>   | <b>505 109</b>   |
| Share capital and reserves          | 584 555          | 470 967          |
| Minority interest                   | 43 679           | 34 142           |
| <b>Non-current liabilities</b>      | <b>58 338</b>    | <b>43 052</b>    |
| Deferred operating lease liability  | 54 409           | 39 330           |
| Deferred profit                     | 1 803            | 1 855            |
| Borrowings (non interest-bearing)   | 2 126            | 1 867            |
| <b>Current liabilities</b>          | <b>1 031 824</b> | <b>1 056 604</b> |
| Trade and other liabilities         | 1 005 771        | 1 022 140        |
| Current income tax liabilities      | 23 703           | 33 224           |
| Employee benefits                   | 2 350            | 1 240            |
| <b>Total equity and liabilities</b> | <b>1 718 396</b> | <b>1 604 765</b> |

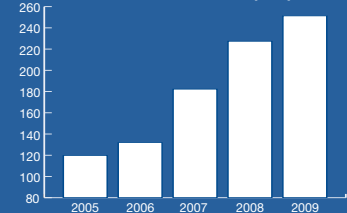
## ADDITIONAL INFORMATION - AUDITED

|                                               | Year<br>ended<br>30 June<br>2009 | Year<br>ended<br>30 June<br>2008 |
|-----------------------------------------------|----------------------------------|----------------------------------|
| <b>R'000</b>                                  |                                  |                                  |
| Net asset value per share (cents)             | 2 265                            | 1 825                            |
| Ordinary shares ('000):                       |                                  |                                  |
| - In issue                                    | 25 805                           | 25 805                           |
| - Weighted-average                            | 22 709                           | 22 709                           |
| - Diluted weighted-average                    | 22 715                           | 22 709                           |
| Capital expenditure                           | 122 904                          | 69 106                           |
| Depreciation of property, plant and equipment | 39 784                           | 33 866                           |
| Amortisation of intangible assets             | 2 636                            | 1 802                            |
| Capital commitments                           | 211 612                          | 170 012                          |
| Property operating lease commitments          | 801 165                          | 775 477                          |
| Contingent liabilities                        | 7 434                            | 16 850                           |

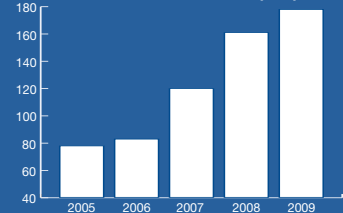
REVENUE (Rm)



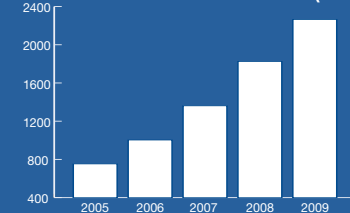
OPERATING PROFIT (Rm)



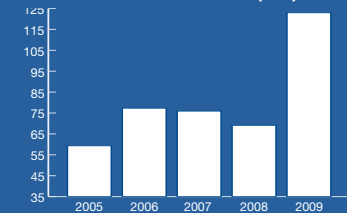
HEADLINE EARNINGS (Rm)



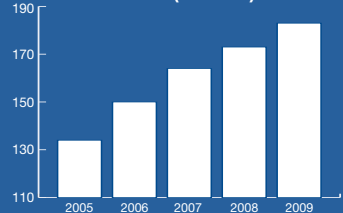
NET ASSET VALUE PER SHARE (Cents)



CAPITAL INVESTMENT (Rm)



STORES (Number)



## CONDENSED GROUP STATEMENT OF CHANGES IN EQUITY - AUDITED

|                                     | Attributable to equity holders of the company |                        |               |                        |                              |                             |                   |                   |              |
|-------------------------------------|-----------------------------------------------|------------------------|---------------|------------------------|------------------------------|-----------------------------|-------------------|-------------------|--------------|
| R'000                               | Share capital                                 | Treasury share capital | Share premium | Treasury share premium | Share based payments reserve | Cum. translation adjustment | Retained earnings | Minority interest | Total equity |
| Balance at 1 July 2007              | 258                                           | (29)                   | 115 817       | (83 686)               | -                            | (7 432)                     | 326 290           | 32 075            | 383 293      |
| Profit for the year                 | -                                             | -                      | -             | -                      | -                            | -                           | 160 768           | 8 781             | 169 549      |
| Dividend paid                       | -                                             | -                      | -             | -                      | -                            | -                           | (44 284)          | (6 714)           | (50 998)     |
| Currency translation adjustments    | -                                             | -                      | -             | -                      | -                            | 3 265                       | -                 | -                 | 3 265        |
| Closing balance at 30 June 2008     | 258                                           | (29)                   | 115 817       | (83 686)               | -                            | (4 167)                     | 442 774           | 34 142            | 505 109      |
| Profit for the year                 | -                                             | -                      | -             | -                      | -                            | -                           | 177 056           | 11 671            | 188 727      |
| Dividend paid                       | -                                             | -                      | -             | -                      | -                            | -                           | (61 544)          | (2 134)           | (63 678)     |
| Recognition of share based payments | -                                             | -                      | -             | -                      | 475                          | -                           | -                 | -                 | 475          |
| Currency translation adjustments    | -                                             | -                      | -             | -                      | -                            | (2 399)                     | -                 | -                 | (2 399)      |
| Closing balance at 30 June 2009     | 258                                           | (29)                   | 115 817       | (83 686)               | 475                          | (6 566)                     | 558 286           | 43 679            | 628 234      |

## CONDENSED GROUP SEGMENTAL ANALYSIS - AUDITED

|                            | South Africa               |                            | Other members of common monetary area* |                            | Botswana and Malawi        |                            | Group                      |                            |
|----------------------------|----------------------------|----------------------------|----------------------------------------|----------------------------|----------------------------|----------------------------|----------------------------|----------------------------|
|                            | Year ended<br>30 June 2009 | Year ended<br>30 June 2008 | Year ended<br>30 June 2009             | Year ended<br>30 June 2008 | Year ended<br>30 June 2009 | Year ended<br>30 June 2008 | Year ended<br>30 June 2009 | Year ended<br>30 June 2008 |
| <b>R'000</b>               |                            |                            |                                        |                            |                            |                            |                            |                            |
| <b>Income statement</b>    |                            |                            |                                        |                            |                            |                            |                            |                            |
| Revenue                    | 4 182 746                  | 3 346 359                  | 487 327                                | 411 623                    | 395 770                    | 285 511                    | 5 065 843                  | 4 043 493                  |
| Operating profit           | 169 122                    | 178 245                    | 29 503                                 | 24 278                     | 52 653                     | 24 892                     | 251 278                    | 227 415                    |
| <b>Balance sheet</b>       |                            |                            |                                        |                            |                            |                            |                            |                            |
| Segment assets             | 1 394 443                  | 1 268 995                  | 192 720                                | 194 139                    | 131 233                    | 141 631                    | 1 718 396                  | 1 604 765                  |
| Segment liabilities        | 920 939                    | 901 539                    | 90 936                                 | 111 485                    | 78 287                     | 86 632                     | 1 090 162                  | 1 099 656                  |
| <b>Other segment items</b> |                            |                            |                                        |                            |                            |                            |                            |                            |
| Depreciation               | 35 365                     | 29 751                     | 3 028                                  | 2 826                      | 1 391                      | 1 289                      | 39 784                     | 33 866                     |
| Amortisation               | 2 592                      | 1 766                      | -                                      | -                          | 44                         | 36                         | 2 636                      | 1 802                      |
| Capital expenditure        | 111 401                    | 67 914                     | 10 210                                 | 675                        | 1 293                      | 517                        | 122 904                    | 69 106                     |

\*Includes Namibia, Swaziland and Lesotho