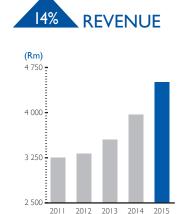
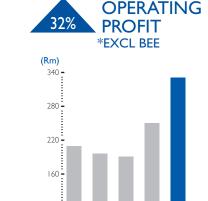


# **AUDITED INTERIM RESULTS AND DIVIDEND DECLARATION DECEMBER 2015**

DIVIDEND

PER SHARE

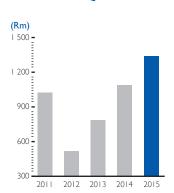




2012

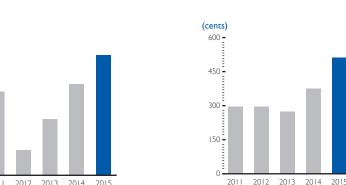


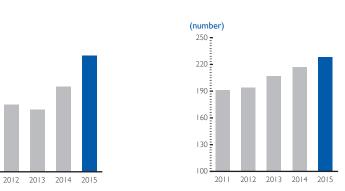
**HEADLINE** 



CASH AND CASH

**EQUIVALENTS** 





**STORE** 

**GROWTH** 

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

	Six months	Six months		
	ended	ended		
	31 December	31 December		30 June
	2015	2014	%	2015
R'000	(26 weeks)	(26 weeks)	change	(52 weeks)
Revenue	4 509 710	3 967 929	14	7 692 646
Cost of sales	(3 442 867)	(3 026 041)	14	(5 844 200)
Gross profit	I 066 843	941 888	13	I 848 446
Selling and marketing expenses	(635 175)	(580 872)	9	(1 161 479)
Administrative expenses	(111 218)	(115 493)	(4)	(226 871)
Operating expenses	(1 061)	(1 854)	(43)	(3 352)
BEE transaction expense (Note 6)	(63 052)	_	>100	_
Other income	11 472	6 352	81	7 759
Operating profit	267 809	250 021	7	464 503
Finance cost	(317)	(1 077)	(71)	(1 752)
Finance income	33 987	20 411	67	39 676
Profit before income tax	301 479	269 355	12	502 427
Income tax expense	(106 458)	(78 372)	36	(139 048)
Profit for the period	195 021	190 983	2	363 379
Attributable to:				
– Owners of the company	193 168	189 280	2	358 916
<ul> <li>Non-controlling interests</li> </ul>	I 853	I 703	9	4 463
	195 021	190 983	2	363 379
Earnings per share (cents)	852.3	824.I	3	I 556.8
Diluted earnings per share (cents)	846.7	816.1	4	I 536.7

#### SUMMARY CONSOLIDATED INTERIM STATEMENT OF COMPREHENSIVE INCOME - AUDITED

R'000	Six months ended 31 December 2015 (26 weeks)	Six months ended 31 December 2014 (26 weeks)	Year ended 30 June 2015 (52 weeks)
Profit for the period	195 021	190 983	363 379
Other comprehensive income re-classifiable to profit or loss:			
Total movement in foreign currency translation reserve (FCTR)	12 712	(1 144)	2 272
Attributable to:			
– Owners of the company	14 026	(584)	l 794
<ul> <li>Non-controlling interests</li> </ul>	(1 314)	(560)	478
Total comprehensive income for the period	207 733	189 839	365 651
Total comprehensive income attributable to:			
– Owners of the company	207 194	188 696	360 710
<ul> <li>Non-controlling interests</li> </ul>	539	1 143	4 941
-	207 733	189 839	365 651

## **ADDITIONAL INFORMATION – AUDITED**

R'000	Six months ended 31 December 2015	Six months ended <b>31 December</b> 2014	Year ended 30 June 2015
Net asset value per share (cents)	5 867	5 389	5 329
Net asset value per share (excl treasury shares)	6 520	5 910	5 822
Ordinary shares ('000s):			
– In issue	25 190	25 190	25 190
- Weighted-average	22 665	22 968	23 055
<ul> <li>Diluted weighted-average</li> </ul>	22 815	23 193	23 357
Capital investment	98 469	100 207	168 602
Depreciation of property, plant and equipment	54 500	52 321	105 821
Amortisation of intangible assets	7 857	6 962	14 700
Capital commitments	697 367	165 455	105 134
Property operating lease commitments	I 443 57I	1 192 369	1 216 934
Contingent liabilities	1 411	4	2 216

# SUMMARY CONSOLIDATED INTERIM SEGMENTAL ANALYSIS - AUDITED

	Group		South Africa			Other members of common monetary area*			Botswana and Malawi			
	Six mont		Year ended 30 June	Six mont 31 Dec		Year ended 30 June	Six month 31 Dece		Year ended 30 June	Six montl 31 Dec		Year ended 30 June
R'000	2015	2014	2015	2015	2014	2015	2015	2014	2015	2015	2014	2015
Income statement												
Revenue	4 509 710	3 967 929	7 692 646	3 985 947	3 468 947	6 732 667	315 062	314 589	599 648	208 701	184 393	360 331
Operating profit	267 809	250 021	464 503	223 357	215 993	394 039	20 537	26 471	48 371	23 915	7 557	22 093
Statement of financial position												
Segment assets	3 689 839	3 268 619	3 068 428	2 989 118	2 649 626	2 457 852	428 735	413 183	392 983	271 986	205 810	217 593
Segment liabilities	2 191 090	1 894 084	I 705 683	l 921 7 <del>4</del> 2	I 622 338	I 477 423	166 681	188 901	148 989	102 667	82 845	79 271
Other segment items												
Depreciation	54 500	52 321	105 821	48 695	47 281	95 394	2 787	2 625	5 400	3 018	2 415	5 027
Amortisation	7 857	6 962	14 700	7 857	6 962	14 700	_	_	_	_	_	_
Capital investment	98 469	100 207	168 602	78 902	91 653	148 522	9 244	3 521	8 731	10 323	5 033	11 349

# SUMMARY CONSOLIDATED INTERIM STATEMENT OF CHANGES IN EQUITY - AUDITED

	Attributable to owners of the company								
R'000	Share capital	Treasury share capital	Share premium	Treasury share premium	Share- based payments reserve	FCTR	Retained earnings	Non- controlling interests	Total equity
Balance at 1 July 2014	252	(23)	65 823	(85 694)	35 815	(6 083)	1 213 633	15 395	1 239 118
Total comprehensive income for the period	_	_	_		_	(584)	189 280	1 143	189 839
Increase in shareholding of subsidiary	_	_	_	_	_		(1 063)	1 063	_
Shares purchased by The Cashbuild Share Incentive Trust and The Cashbuild Operations Management Member Trust	_	(1)		(1 684)	_	_		-	(1 685
Shares sold by The Cashbuild Share Incentive Trust	_	1	_	783	_	_	_	_	784
Dividend paid	_	_	_	_	_	_	(57 718)	(550)	(58 268
Recognition of share-based payments	_	_	_	_	4 747	_		` _	4 747
Balance at 31 December 2014	252	(23)	65 823	(86 595)	40 562	(6 667)	I 344 I32	17 051	I 374 535
Total comprehensive income for the period	_	_	_		_	2 378	169 636	3 798	175 812
Shares purchased by The Cashbuild Share Incentive Trust and The Cashbuild Operations Management Member Trust	_	(7)	_	(159 545)	-	_	_	_	(159 552
Shares sold by The Cashbuild Share Incentive Trust	_	5	_	53 758	_	_	_	_	53 763
Dividend paid	_	_	_	_	_	_	(85 912)	(430)	(86 342
Recognition of share-based payments	_	_	_	_	4 529	_			4 529
Balance at 30 June 2015	252	(25)	65 823	(192 382)	45 091	(4 289)	I 427 856	20 419	I 362 745
Total comprehensive income for the period	_		_		_	14 026	193 168	539	207 733
Dividend paid	_	_	_	_	_	_	(76 192)	_	(76 192
Recognition of share-based payments	_	_	_	_	4 463	_		_	4 463
Balance at 31 December 2015	252	(25)	65 823	(192 382)	49 554	9 737	1 544 832	20 958	I 498 749

#### SUMMARY CONSOLIDATED INTERIM STATEMENT OF FINANCIAL POSITION - AUDITED

31 December 31 December

R'000	2015	2014	2015	
ASSETS				
Non-current assets	989 184	933 190	950 895	
Property, plant and equipment	873 028	830 430	836 252	
Intangible assets	35 987	41 046	39 048	
Rent prepayments	79 237	61 274	68 807	
Deferred income tax assets	932	440	6 788	
Current assets	2 700 655	2 335 429	2 117 533	
Assets held for sale	916	14 322	9 548	
Inventories	I 239 022	8 444	1 073 129	
Trade and other receivables	119 768	115 696	95 939	;
Cash and cash equivalents	I 340 949	I 086 967	938 917	
Total assets	3 689 839	3 268 619	3 068 428	•
EQUITY AND LIABILITIES				
Shareholders' equity	I 498 749	I 374 535	I 362 745	
Share capital and reserves	l 477 791	I 357 484	I 342 326	
Non-controlling interests	20 958	17 051	20 419	
Non-current liabilities	110 416	102 381	105 979	
Deferred operating lease liability	110 416	102 381	105 979	
Current liabilities	2 080 674	l 791 703	1 599 704	
Trade and other liabilities	I 986 483	l 727 954	I 55I 433	
Current income tax liabilities	89 102	58 930	43 387	
Employee benefits	5 089	4 819	4 884	
Total equity and liabilities	3 689 839	3 268 619	3 068 428	

### SUMMARY CONSOLIDATED INTERIM CASH FLOW STATEMENT - AUDITED

R'000	Six months ended 31 December 2015	Six months ended 31 December 2014	Year ended 30 June 2015
Cash flows from operating activities			
Cash generated from operations	557 869	564 004	725 567
Interest paid	(317)	(1 077)	(1 752)
Taxation paid	(54 887)	(48 274)	(130 841)
Net cash generated from operating activities	502 665	514 653	592 974
Cash flows from investing activities			
Net investment in assets	(71 849)	(90 559)	(148 915)
Interest received	33 987	20 411	39 676
Net cash used in investing activities	(37 862)	(70 148)	(109 239)
Cash flows from financing activities			
Shares purchased by The Cashbuild Share Incentive Trust and The Cashbuild Operations Management Member Trust	-	(1 685)	(161 237)
Shares sold by The Cashbuild Share Incentive Trust	-	784	54 547
Dividends paid:			
– own equity	(76 192)	(57 718)	(143 630)
<ul> <li>non-controlling interests</li> </ul>	-	(550)	(980)
Net cash used in financing activities	(76 192)	(59 169)	(251 300)
Net increase in cash and cash equivalents	388 611	385 336	232 435
Cash and cash equivalents at beginning of period	938 917	704 322	704 322
Effect of exchange rate movements on cash and cash equivalents	13 421	(2 691)	2 160
Cash and cash equivalents at end of period	1 340 949	I 086 967	938 917

#### NOTES TO THE SUMMARY CONSOLIDATED INTERIM FINANCIAL INFORMATION

- Basis of preparation. The summary consolidated interim 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 interim financial statements. The accounting policies applied in the preparation of the consolidated interim financial statements from which the summary consolidated interim financial statements were derived are in terms of International Financial Reporting Standards and are consistent with those accounting policies applied in the preparation of the previous consolidated annual financial statements. The interim financial statements have been prepared under the supervision of the Finance Director, Mr AE Prowse CA(SA), and approved by the board on 29 February 2016.
- 2. Independent audit by the auditor. These summary consolidated interim financial statements for the period ended 31 December 2015 have been audited by PricewaterhouseCoopers Inc., who expressed an unmodified opinion thereon. The auditor also expressed an unmodified opinion on the consolidated interim financial statements from which these summary consolidated interim financial statements were derived. A copy of their unqualified audit report is available for inspection at the registered office of the Company.
- 3. Reporting period. The Group adopts the retail accounting calendar, which comprises the reporting period ending on the last Sunday of the month (2015: 27 December (26 weeks); 2014: 28 December (26 weeks); June 2015: 28 June (52 weeks)).
- 4. Earnings per share. Earnings per share is calculated by dividing the earnings attributable to owners of the company for the period by the weighted average number of 22 665 552 ordinary shares in issue at period end (2014: 22 967 632 shares; June 2015: 23 054 612).
- 5. Headline earnings per ordinary share. The calculations of headline earnings and diluted headline earnings per ordinary share are based on headline earnings of R185.8 million (2014: R183.0 million; June 2015: R352.3 million) and a weighted average of 22 665 552 (2014: 22 967 632; June 2015: 23 054 612) shares and fully diluted of 22 815 173 (2014: 23 192 936; June 2015: 23 357 365) ordinary shares in issue.

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

R'000	Dec 2015	Dec 2014	% change	Jun 2015
Net profit attributable to the owners of the company Profit on sale of assets after taxation	193 168 (7 356)	189 280 (6 272)	2	358 916 (6 585)
Headline earnings Headline earnings per share (cents) Diluted headline earnings per share (cents)	185 812 819.8 814.4	183 008 796.8 789.1	2 3 3	352 331 I 528.2 I 508.5

**BEE transaction.** A special resolution in terms of a specific repurchase was adopted by shareholders on 30 November 2015, whereby 200 000 shares would be repurchased by the company from the Cashbuild Empowerment Trust ("the Trust"). The related cost has been provided for as a personnel expense in the Groups results. The specific repurchase of shares was effected on 29 January 2016 and the value created in the Cashbuild Empowerment Trust as a result of this specific repurchase has been distributed to the

The financial impact at period end can be summarised as follows:

R'000	Before BEE	% increase on 2014	After BEE	% increase on 2014
Operating profit	330 861	32	267 809	7
Attributable earnings	256 220	35	193 168	2
Net assets value per share (cents)	6 117	14	5 867	9
Headline earnings	248 864	36	185 812	2
Headline earnings per share (cents)	1 092.2	37	819.8	3

7. Declaration of dividend. The board has declared an interim dividend (No. 46), of 513 cents (2014: 376 cents) per ordinary share out of income reserves (excluding the effects of the BEE transaction) to all shareholders of Cashbuild Limited. The dividend per share is calculated based on 24 989 811 (2014: 25 189 811) shares in issue at date of dividend declaration. Net local dividend amount is 436.05 cents per share for shareholders liable to pay Dividends Tax and 513 cents per share for shareholders exempt from paying Dividends Tax.

Local dividend tax is 15%. Cashbuild Limited's tax reference number is 9575168712

Cashballa Elithica's tax reference flamber is 7575100712.	
Date dividend declared:	Monday, 29 February 2016
Last day to trade "CUM" the dividend:	Wednesday, 16 March 2016
Date to commence trading "EX" the dividend:	Thursday, 17 March 2016
Record date:	Thursday, 24 March 2016
Date of payment:	Tuesday, 29 March 2016
Share contificates may not be dematerialised on rematerialised between	Thursday, 17 March 2014 and

Thursday, 24 March 2016, both dates inclusive.

On behalf of the board STEFAN FOURIE

WERNER DE JAGER

Johannesburg 29 February 2016

**COMMENTARY** 

# **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 (228 at the end of this financial period). 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 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 interim audited results in accordance with International Financial Reporting Standards ("IFRS")

# **FINANCIAL HIGHLIGHTS**

Revenue for the period increased by 14% whilst gross profit increased by 13%. Operating expenses increased by 15% (mainly is as a result of our BEE transaction) which resulted in an operating profit increase of 7%. Basic earnings per share and headline earnings per share increased by 3%. Net asset value per share has shown a 9% increase, from 5 389 cents (December 2014) to 5 867 cents.

Revenue for stores in existence since the beginning of July 2014 (pre-existing stores -213 stores) increased by 11% while our 15 new stores contributed 3%. This increase for the period has been achieved in tough trading conditions with selling price inflation of 2%. Gross profit percentage has been maintained at 23.7%. Operational expenses for the period remained well controlled with existing stores accounting for 3% of the increase and new stores 3%. The BEE transaction is responsible for the remaining operating expense increase of 9%.

The effective tax rate for the period of 35% is 6% higher than that of the previous period, mainly due to an increase in non-deductible expenditure of the BEE transaction.

Cash and cash equivalents increased by 23% to 1 341 million. Stock levels have increased by 11% in line with increased sales, with overall stockholding at 70 days (December 2014: 73 days) at the end of the period. Trade receivables remain well under control.

During the first half, Cashbuild opened six new stores, seven stores were refurbished and one store relocated. The DIY pilot continues with 10 Cashbuild DIY pilot stores (not included in the above 228 stores number). Cashbuild will continue its store expansion, relocation and refurbishment strategy in a controlled manner, applying the same rigorous process as in the past.

# **EVENTS AFTER THE REPORTING PERIOD**

Shareholders are advised that the purchase of 100% of the shareholding of P&L Hardware (Pty) Ltd was unconditionally approved by The Competition Tribunal on 3 February 2016. Management is in the process of finalising the due diligence processes and other conditions precedent. Take over date is expected to be within the first two weeks of March 2016.

**PROSPECTS** With revenue for the first six weeks trading since period end having increased by 16% from the comparable six weeks, management remains positive about top line trading prospects for the financial period. This information has not been reviewed nor audited by the company's auditor.

**Directors:** IS Fourie\* (Chairman), WF de Jager (Chief Executive), HH Hickey\*, AGW Knock\*, Dr DSS Lushaba\*, D Masson\*, AE Prowse, NV Simamane\*, SA Thoresson, A van Onselen (\*Non-Executive)

Company Secretary: Corporate Governance Leaders CC Registered Office: 101 Northern Parkway, Ormonde, Johannesburg, 2091

PO Box 90115, Bertsham, 2013

Transfer Secretaries: Computershare Investor Services Proprietary Limited 70 Marshall Street, Johannesburg, 2001. PO Box 61051, Marshalltown, 2107 Auditor: PricewaterhouseCoopers Inc.

Sponsor: Nedbank CIB Cashbuild Limited (Registration number 1986/001503/06)
(Incorporated in the Republic of South Africa)

JSE code: CSB ISIN: ZAE000028320