



*Imperial  
Holdings*

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# Unaudited interim results

for the half year ended 25 December 2005

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- ✓ Headline earnings per share up 34% to 617 cents
- ✓ Revenue up 27% to R26.2 billion
- ✓ Distribution to shareholders up 31% to 230 cents

## INTRODUCTION

We had an excellent first half to our 2006 financial year in revenue and profit terms, further strengthening our base for long term earnings growth.

Headline earnings per share were 34% up on last year (as restated), reflecting a strong performance by our consumer facing vehicle operations, and supported by a solid performance throughout the group. This was achieved against favourable, but highly competitive trading conditions in most of our markets.

Consumer demand during the period remained strong, led by a continuation of high growth in motor vehicle sales, even from a high base. Affordability of vehicles has improved markedly over the past two to three years as job opportunities and disposable incomes increased, interest rates declined and car prices remained static.

Imperial's operating income from vehicle sales and related financial services represents 55% of the group's total, compared to 47% last year. The markets in which the remainder of the group trades are more corporate in nature, and also experienced good trading conditions, although less buoyant than the direct consumer driven divisions.

In the six months to December 2005, the group retailed 63 365 (2004: 38 828) new and 29 526 (2004: 22 069) used passenger and commercial vehicles. These sales show growth of 63% and 34% respectively. Sales were boosted by market share growth locally and the inclusion of our Australian Ford dealerships and Swedish Nissan dealerships for the first time. The South African vehicle market grew by 25% year on year in the six month period under review. Black consumers have contributed strongly to vehicle sales growth, having become a significant participant in this market.

While the group has a significant exposure to the anticipated growth in infrastructure spending through its transport and logistics activities, the acquisition of the MCC group in December introduced us to the market for earth moving equipment used in heavy construction, road building and open cast mining. MCC is South Africa's largest owner and operator of this type of equipment. This adds a new asset class to the group's activities of trading, distribution, rental, operating, financing, leasing and insurance of passenger cars, light to heavy commercial vehicles, forklifts and aircraft.

New initiatives, expansions and acquisitions have boosted the group's growth ambitions. In addition to MCC, the following acquisitions were made:

- In the Logistics division, TFD Network Africa, a warehousing and distribution business, as well as the assets of Bulktrans.

- In Imperial Logistics International, Gillhuber in Bavaria, Germany, which is engaged in auto logistics.
- Iveco Natal, operating out of Pinetown
- Four Nissan dealerships in Sweden.
- In Tourvest, three businesses were acquired, which are engaged in game drives and leisure activities in Botswana and Zambia, and effective from January, Cummings Travel, a travel agency in South Africa.
- Lastly, after the half year end, it was announced that Imperial has acquired, subject to certain conditions, a group of companies in the United Kingdom from RAC plc for a total consideration of approximately £50 million on a debt free basis. The businesses include Lex Commercial, a dealer in DAF trucks and LDV vans, operating 22 dealerships and workshops, Lex Auto Logistics, based near Manchester, engaged in auto parts warehousing and distribution, Lex Fleetserve, a niche logistics service provider of supply chain services to selected user groups, and Lex Multipart Defence, a provider of outsourcing and warehousing services to the UK defence sector. The group had a combined turnover of approximately £300 million in its year to December 2005, and employs 1 340 people.

As grassroots ventures, Associated Motor Holdings in the Distributorships division opened six dealerships at various locations around the country. It was further awarded the Zohgwen franchise, with a competitively priced Chinese motor cycle, and it opened its first Kawasaki retail outlet. Auto Pedigree in the Car Rental and Tourism division opened five used car dealerships in the period, bringing to 12 the number opened in the 2005 calendar year. Two Honda dealerships, at Zambezi Drive and in Northcliff, were opened in the Dealerships division, as well as a Nissan Truck dealership in Midrand.

The group invested R311 million in real estate in the period, bringing our total investment in well located commercial, industrial and office properties to R2.2 billion.

The value of the group's insurance investments amounts to R1 642 million, of which R1 423 million is in listed South African and off-shore equities and bonds.

In total, Imperial's capital expenditure, net of recoupments, for the six month period amounted to R2 110 million, of which R1 328 million was for expansion.

## FINANCIAL RESULTS

### INTERNATIONAL FINANCIAL REPORTING STANDARDS (IFRS)

The group now presents its first set of interim results under IFRS. The financial information has been prepared on the basis of the current interpretation of the IFRS statements. In preparation for the IFRS exercise, the group consulted with its auditors on the principles involved, but the numbers have not been audited.

In the Sens announcement dated 23 August 2005 we detailed the major IFRS adjustments and gave an initial estimate of the impact. The computations have now been finalised and the reduction in the opening equity for June 2004 is R1 040 million as detailed in the reconciliation of equity. The reduction in attributable profit for the year to June 2005 is R156 million of which R95 million is a once off charge relating to the Lereko empowerment transaction. The net impact on equity for the year to June 2005 is R61 million as the R95 million for the Lereko transaction is credited to equity being a share based payment.

The IFRS impact on the interim results to December 2004 is a reduction in attributable profit of R18 million. There was a further R3 million adjustment to attributable profit restating operating lease costs on a straight line basis.

In summary, therefore, the impact on earnings per share and headline earnings per share for the prior interim period and the full year to 25 June 2005 was:

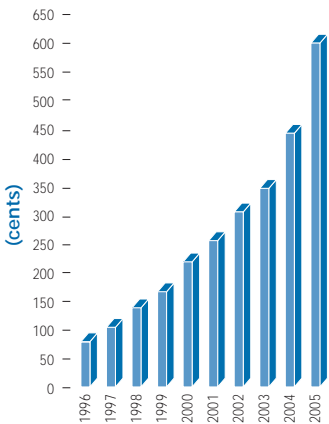
	December 2004		June 2005	
	IFRS	SA GAAP	IFRS	SA GAAP
Earnings per share (cents)	469.5	479.8*	1 089.8	1 168.1
Headline earnings per share (cents)	460.0	470.3*	968.8	1 045.8

*\*As reported previously, but before a reduction of 1.5 cents per share for the change in operating lease costs written-off on a straight line basis.*

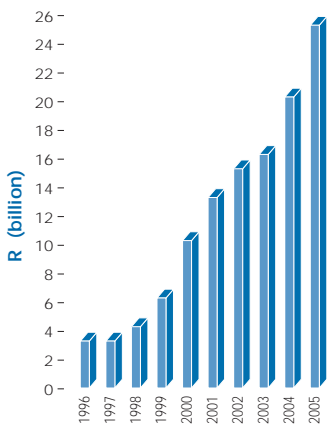
### REVIEW OF GROUP RESULTS

Revenue increased by 27% to R26.2 billion against a background of little or no inflation in our high turnover vehicle businesses. While cost of sales and operating expenses increased by a similar rate, depreciation (net of recoupments) increased by 30%, reflecting the higher vehicle fleets, as well as lower recoupments. The operating margin reduced slightly from 8.5% to 8.1%. Operating profit increased by 22% to R2 132 million. Despite the average net interest bearing debt rising by 41% to R8 202 million, the net interest charge increased by 14%, benefiting from lower borrowing costs. Approximately R900 million of debt was incurred towards the end of the reporting period on the acquisition of the MCC group and its accompanying debt, as well as the purchase of 3.5 million Imperial shares in terms of the Executive Share Purchase Scheme, approved by shareholders in November.

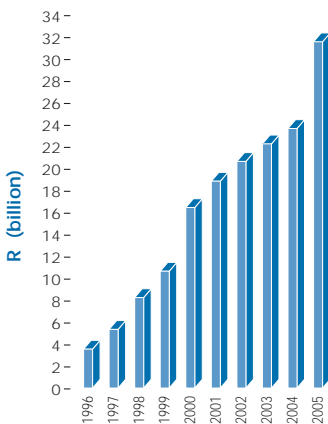
The effective tax rate was 34%, compared to 31%, increased by the non-deductibility of R127 million in interest and the fair value adjustments of the embedded derivative in respect of the Lereko BEE transaction concluded in June last year.



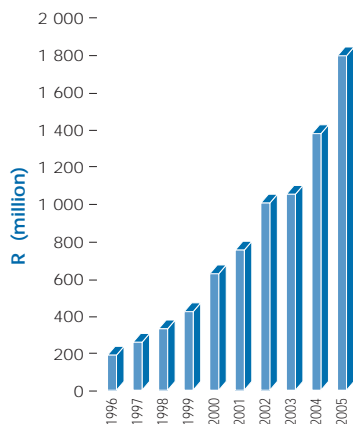
Headline earnings per share



Revenue



Total assets



Pre-tax profits

This transaction, in terms of which Lereko Mobility, 51% owned by a black consortium and 49% by Imperial, acquired 14.5 million Imperial shares from existing shareholders, is accounted for as a share buy-back. Due to the structure of the funding mechanism, Imperial consolidates Lereko Mobility and treats the full number of shares as treasury stock, thereby reducing the weighted average number of shares in issue by 14.5 million shares to 187.1 million. Against the reduced number of shares in issue, the full funding cost of the transaction, comprising of preference dividends as well as interest and an equity linked interest bonus on the Lereko debentures, are included as a charge to the income statement. Provision for the equity linked interest bonus amounted to R83 million, calculated as to 25% of the amount by which the value of an Imperial share exceeds R145.25 in October 2010, multiplied by 14.5 million, being the number of Lereko debentures in issue. In determining this amount, the strong rise in the Imperial share price from R101.80 in June 2005 to R140.50 in December 2005 (which projects a far higher priced than R145.25 in October 2010) had by far the largest impact.

The lower number of shares in issue accounts for the difference in growth in earnings of 23% to R1 157 million and headline earnings per share of 34% to 617 cents.

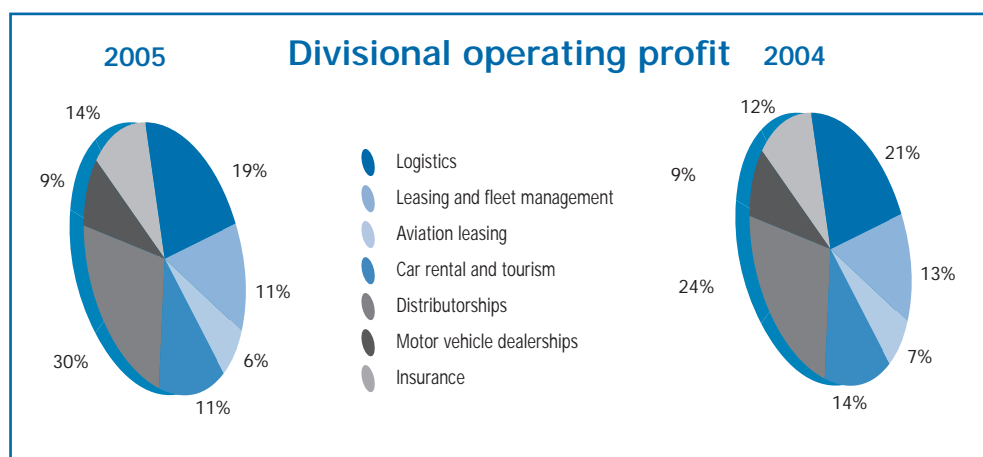
The annualised return on equity was 26% compared to 23%. In comparing the ROE to the 22% published in respect of the full year to June 2005, the effect of the R1.1 billion reduction in equity on the implementation of IFRS should be borne in mind.

Net interest bearing debt at December 2005 increased by R2 595 million over June 2005, causing net gearing (as restated) to increase from 78% to 102%. Some components of this increase are the following:

- Acquisitions and their accompanying debt (principally MCC and Bulktrans) of R550 million
- Expansion capex of R1 328 million, inter alia contributing to the 14% growth in our vehicle fleets from 42 123 to 47 811 units
- Facilitating the Lereko transaction with R600 million
- Funding the working capital requirements of the growth in revenue in our distributorship division, which by its nature as an importer, distributor and dealer in motor vehicles has a long working capital cycle, as well as strong growth in revenue in the motor dealerships division. Combined, these divisions had an annualized turnover of some R30 billion compared to R22 billion in the corresponding period
- The funding of 3.5 million Imperial shares in terms of the Executive Share Purchase Scheme.

During November, the debt raising programme of Imperial Capital was launched with a bond issue of R800 million and subsequently followed up with a tap issue of another R200 million at a rate of 60 basis points above the government benchmark rate. Good progress is being made with the transfer of fleet assets into Imperial Capital and to date assets to the value of R1.6 billion have been transferred and pledged to bond holders. We are confident that this ring-fenced entity established to eventually house the bulk of our revenue producing assets will gradually start to make a valuable contribution to the debt capital structure and borrowing costs of the group.

Cash flow from operating activities increased by 40% from R1 054 million to R1 474 million. Cash utilized for investing activities went up from R1 625 million to R2 690 million. A total of R2 110 million (2004: R1 562 million) was spent on capital expenditure of which R1 328 million was for expansion. The group generated free cash flow of R693 million compared to R586 million in the previous period, an improvement of 18%.



## REVIEW OF DIVISIONS

### LOGISTICS

R million	2005	2004	% change
Revenue	6 249	6 340	(1)
Operating profit	404	370	9
Operating margin (%)	6.5	5.8	
Operating assets	7 628	6 875	11

This was a strong performance in a relatively buoyant market which is characterised by pricing pressure from low inflation and tough competition. Barriers to entry to the market have been lowered as new and used truck prices declined and small businesses are encouraged and assisted to enter the market.

Locally, higher fuel prices are typically recovered from customers, but indeed intensify overall pricing pressure. This was countered by increased efficiencies, leaving the operating margin in the domestic business slightly higher at 8.4% compared to 8.3% previously, following a revenue increase of 12% to R3 572 million.

The revenue of Imperial Logistics International in Europe was affected by the sale of the lower margin JH Bachmann clearing and forwarding business at the end of the previous financial year. On a like for like basis, revenue in Europe increased by 16%.

This business returned a good performance all round despite a sluggish German economy. Its exposure to the European steel and automotive industries stood it in good stead. Growing German steel exports to China and elsewhere were good for our business. The operating margin in Europe increased to 3.8% from 3.2%, aided by the JH Bachmann disposal.

### LEASING AND FLEET MANAGEMENT

R million	2005	2004	% change
Revenue	1 464	1 269	15
Operating profit	239	240	
Operating margin (%)	16.3	18.9	
Operating assets	4 413	3 425	29

Market conditions for this division remained challenging, with outsourcing demand being subdued by strong corporate balance sheets and an increased offering of maintenance plans from manufacturers and dealers at competitive rates. Low interest rates are impacting on margins, especially as it applies to the division's free capital.

Revenue growth was pleasing and against the trend in the industry. The fleet grew by 2%, excluding the 719 units in MCC housed in this division.

A large government contract in the division was due to expire at the end of May last year but was extended throughout the period under review, albeit at lower margins. A tender for the renewal of the contract has been submitted.

The forklift operations in South Africa performed well with strong demand buoyed by general economic activity and good pricing of equipment due to the strong rand. The UK operation grew its revenue strongly but its operating profit was lower.

The MCC acquisition became effective at the end of the period and is expected to make a healthy contribution.

### AVIATION

R million	2005	2004	% change
Revenue	1 721	1 233	40
Operating profit	141	120	18
Operating margin (%)	8.2	9.7	
Operating assets	3 712	2 806	32

Improved revenues came from a steady performance by Safair, increased turnover from NAC, improvement at Air Contractors and the inclusion of Naturelink which was acquired in October 2004. Operating profit did not keep pace with the revenue increase. Naturelink performed poorly in the period.

The division is still suffering from the effects of the strong Rand on US\$ and Euro based revenues which represent about half of the total. Safair has discontinued writing new finance leases on aircraft and concentrates on higher value added services and aircraft trading. We are well placed for these activities through Safair's maintenance and contract flying abilities and NAC has valuable agencies for general aviation products as well as used aircraft trading abilities. Aircraft stock is now better priced following a period of relative currency stability.

### CAR RENTAL AND TOURISM

R million	2005	2004	% change
Revenue	1 687	1 589	6
Operating profit	249	249	
Operating margin (%)	14.8	15.7	
Operating assets	2 492	2 106	18

The car rental business showed growth in rental days of 13% and 8% in revenue. Low cost airlines have created a new domestic travel market which has stimulated demand. However, margins are under pressure from new entrants buying market share with low rates.

Operating profit in the car rental business was 5.5% behind last year following lower recoupments. Our wholly

owned tourism interests were under pressure and profit was lower than last year. Used car retailing in Auto Pedigree was buoyant with five new branches opened in the period. The Chauffeur Drive and panelshops performed admirably.

Tourvest's earnings per share for its first half was 8% down to 5.6 cents. Its retail merchandising division performed well.

DISTRIBUTORSHIPS

R million	2005	2004	% change
Revenue	7 655	4 857	58
Operating profit	647	451	43
Operating margin (%)	8.5	9.3	
Operating assets	5 901	3 625	63

The division has invested heavily in dealerships, warehousing, logistics, staff development and working capital to take advantage of very favourable market conditions in the industry. At the same time, consumer confidence is running high on the back of a strong economy, low interest rates and growing disposable income, especially among young upwardly mobile black consumers.

Passenger vehicles, light commercials, trucks, motor cycles and allied products have enjoyed substantial growth over the past couple of years.

The inclusion of our nine Ford dealerships in Australia accounted for a large percentage of the revenue increase, although they sustained a small loss.

Despite slightly reduced margins, dealership profitability has increased due to higher sales and an increased vehicle park. In South Africa, the division now has 92 passenger car dealerships.

Truck distributor, Tyco, enjoyed good profit and revenue growth with the distribution of strong brands. Industrial demand for transport services is strong and truck prices have come down to levels which can attract many new entrants to the industry. Tyco recently entered the bus market with products from DAF and soon from China.

Lectrolite continued to deliver a steady performance.

DEALERSHIPS

R million	2005	2004	% change
Revenue	7 313	6 040	21
Operating profit	190	156	22
Operating margin (%)	2.6	2.6	
Operating assets	2 968	2 238	33

As in the Distributorships division, and for the same reasons, this division benefits from buoyant consumer demand.

The division's new vehicle sales have marginally exceeded the 24% growth in the market (excluding sales by the Distributorships division) in the past six months. Our dealership used vehicles retailed grew strongly at 27% and we see this market as offering more growth opportunities into the future.

This division operates in the local manufacturers' franchise system which somewhat limits growth beyond the natural expansion of the market. It is therefore a resolve of the division to find other sources for growth whilst maximizing opportunities from existing franchises. Profit growth from parts and workshop services matched that of vehicle sales, which is seen as an area of increased focus for us. Margins are however constrained by the impact of inflation on costs while new vehicle prices have remained static and used vehicle prices continued to decrease.

Our DaimlerChrysler franchises are the largest contributor to the division's profits and experienced limited profit growth as substantial new investment had to be made in dealership facilities. This on-going investment is expected to yield improved results.

We have a good spread of franchises making up our 110 dealerships in the division, including four Nissan dealerships in Sweden acquired in November. Several upgrades of premises have been done and more are planned.

INSURANCE

R million	2005	2004	% change
Revenue	1 293	963	34
Operating profit	301	207	45
Operating margin (%)	23.3	21.5	
Operating assets	2 985	2 216	35

Premium income growth exceeded growth in vehicle sales, reflecting market share gains and growth in the non-motor portfolios of the short term and life businesses. The highest area of premium income growth occurred from the group's Distributorship's division, where financial services sales are strong and we enjoy a healthy share of the finance and insurance market.

The solid performance of the equity markets in the past year have contributed significantly to the profits of the division, as we have a relatively high equity and bond content in our investment portfolios, which now stand at R1 642 million, excluding cash of R559 million. A good underwriting result complemented the investment returns.

The National Credit Bill, which will be enacted shortly, will prohibit the use of single premium business which comprises a majority share of credit life business conducted in the dealer based market. We are prepared for the implementation of the changes brought about by the bill for the furtherance of consumer protection in the industry. As a specialist in the dealer based market, we expect to gain long term benefits from this important change in the industry.

ASSOCIATES

Imperial Bank had an excellent six months and more than doubled its profit, benefiting from strong growth in motor finance and a favourable credit environment. Total advances are R20.4 billion, 29% up from last year. R12.2 billion (2004: R8.1 billion) is in motor finance. Imperial's income from the bank increased from R18 million (as restated) to R89 million.

Renault benefited from good marketing initiatives and increased its share of the fast growing motor retail market in South Africa.

The group's 50% share in Safair Lease Finance and in Air Contractors contributed R37 million compared to R21 million last year, partly due to lower interest costs following the introduction of further shareholders' funds in SLF, and a better operating result in Air Contractors. No new business has been written in SLF, nor is any planned.

Ukhamba continues to progress and contributed R11 million to our bottom line. The strong performance of DAWN Ltd, in which Ukhamba holds a 34% share contributed well towards this.

PROSPECTS

We do not expect to show the same growth in headline earnings per share for the full year as we have for the half year as the convergence of high vehicle sales growth, seasonal business in some parts of our group, and strong equity markets are not expected to be repeated. However, market conditions and our operations have exceeded our expectations and we should deliver a rewarding set of results to shareholders.

Economic conditions in South Africa are favourable and are expected to remain good, as confidence in the economic and social transformation has settled in. The economic environments in which our international businesses operate are also conducive to the achievement of satisfactory results.

Imperial has high long term growth targets and we believe we can meet them.

CAPITAL DISTRIBUTION

ORDINARY SHAREHOLDERS

Notice is hereby given that a capital distribution of 230 cents per ordinary share has been declared in terms of the general authority granted at the annual general meeting of shareholders held on 1 November 2005 and is payable to ordinary shareholders recorded in the registers of the company at the close of business on Friday, 31 March 2006. In compliance with the requirements of STRATE, the electronic settlement and custody system used by the JSE, the company has determined the following salient dates for the payment of the capital distribution:

	2006
Last day to trade <i>cum</i> -capital distribution	Friday, 24 March
Shares commence trading <i>ex</i> -capital distribution	Monday, 27 March
Record date	Friday, 31 March
Payment date	Monday, 3 April

Share certificates may not be dematerialised/-rematerialised between Monday, 27 March 2006 and Friday, 31 March 2006, both days inclusive.

On Monday, 3 April 2006, the capital distribution will be electronically transferred to the bank accounts of certificated shareholders that utilise this facility. In respect of those who do not, cheques dated 3 April 2006 will be posted on or about that date. Shareholders who have dematerialised their shares will have their accounts, held at their CSDP or Broker, credited on Monday, 3 April 2006.

In terms of the Exchange Control Regulations of the Republic of South Africa, cash payments based on emigrant's shares controlled in terms of the Exchange Control Regulations will be forwarded to an Authorised Dealer in foreign exchange controlling their blocked assets. The elections by emigrants for the above purpose must be made through the Authorised Dealer in foreign exchange controlling their blocked assets. Payments due to non-residents are freely transferable from the Republic.

PREFERRED ORDINARY SHAREHOLDERS

Notice is hereby further given that a capital distribution of 267.5 cents per preferred ordinary share has been declared and is payable to preferred ordinary shareholders recorded in the registers of the company at the close of business on Thursday, 30 March 2006.

On Friday, 31 March 2005 the capital distribution will be electronically transferred to the bank accounts of preferred ordinary shareholders.

On behalf of the board

RA Venter  
Group Company Secretary

Johannesburg  
28 February 2006



## INCOME STATEMENT

Half year ended 25 December

	Unaudited December 2005 Rm	Restated December 2004 Rm	% change	Restated Year ended June 2005 Rm
<b>Revenue</b>	<b>26 172</b>	20 653	27	42 546
Net operating expenses	(23 224)	(18 271)		(37 771)
<b>Profit from operations before depreciation and recoupments</b>	<b>2 948</b>	2 382	24	4 775
Depreciation and recoupments	(816)	(629)		(1 381)
<b>Operating profit</b>	<b>2 132</b>	1 753	22	3 394
Foreign exchange gains/(losses)	34	(16)		7
Fair value (losses)/gains to foreign exchange derivatives	(53)	(71)		107
Fair value loss on embedded financial instrument (Lereko Mobility)	(83)			
<b>Profit before net financing costs</b>	<b>2 030</b>	1 666	22	3 508
Finance costs net of fair value gains and losses	(432)	(348)		(647)
Finance income	80	39		61
Income from associates and joint ventures	170	74		186
<b>Profit before exceptional items</b>	<b>1 848</b>	1 431	29	3 108
Exceptional items		21		258
<b>Profit before taxation</b>	<b>1 848</b>	1 452	27	3 366
Taxation	573	424		989
<b>Profit after taxation</b>	<b>1 275</b>	1 028	24	2 377
Minority interest	118	89		193
<b>Net attributable profit for the year</b>	<b>1 157</b>	939	23	2 184
<b>Earnings per share (cents)</b>				
Basic*	618.3	469.5	32	1 089.8
Diluted#	579.6	440.3	32	1 022.2
<b>Headline earnings per share (cents)</b>				
Basic*	616.9	460.0	34	968.8
Diluted#	578.2	431.4	34	908.8
<b>Basic earnings per share reconciliation (cents)*</b>				
Headline basic earnings per share	616.9	460.0		968.8
Profit on sale of property, plant and equipment	1.4	8.0		2.6
Exceptional items		1.5		118.4
<b>Basic earnings per share</b>	<b>618.3</b>	469.5		1 089.8
<i>*Based on the weighted average number of shares in issue.</i>				
<i>#Based on the weighted average number of shares in issue, as adjusted for the dilutive effect of unissued shares as outlined below. The Lereko transaction has been excluded as it has an anti-dilutive effect.</i>				
Number of shares net of treasury stock (million)				
– in issue	188.0	200.0		185.9
– weighted average	187.1	200.2		200.4
– adjusted for share options and deferred ordinary shares	12.5	13.3		13.2
– weighted average number of ordinary shares for diluted earnings	199.6	213.5		213.6
<b>Net asset value per share (cents)</b>	<b>4 432.4</b>	4 070.0		4 244.2
<b>Additional information</b>				
<i>Net financing costs</i>	<b>352</b>	309		586
Finance costs	444	292		679
Fair value (loss)/gain to interest-bearing borrowings and interest rate swap instruments	(12)	56		(32)
Finance cost net of fair value gains and losses	432	348		647
Finance income	80	39		61
<i>Exceptional items</i>		21		258
Loss on closure of business				(16)
Impairment of goodwill		(9)		(67)
Profit on sale of investments in subsidiaries, associates and joint ventures		30		341

### First time adoption of International Financial Reporting Standards (IFRS)

These interim financial statements have been prepared in accordance with IAS 34 – Interim Financial Reporting, and with IFRS 1 – First-time Adoption of IFRS. Imperial's date of transition to IFRS is 25 June 2004. At this date the group prepared its opening balance sheet under IFRS. IFRS has been applied consistently to all periods presented on a retrospective basis, except for certain exceptions and exemptions, as prescribed by IFRS1.

Please refer to the 25 June 2005 Annual Report pages 52 to 57 for the initial overview of the impact, and the reconciliations contained in this report, for an analysis of how the transition to IFRS affected equity, the balance sheet and attributable profits of the group. Except for minor re-classifications between working capital movements and leasing assets in line with IFRS balance sheet reclassifications, Imperial's cash flow is unaffected by IFRS.

### Other restatements

The following restatements originated during the second half of the financial year ended 25 June 2005, for which prior period results were restated in the Annual Report. The published interim results for December 2004 have now also been restated accordingly.

### AC 105 – Straight-lining of operating leases

The impact on opening retained earnings is a reduction of R44 million and the attributable profits for the six months to 25 December 2004 have been reduced by R3 million.

### Revenue classification

Revenue for the six months ended 25 December 2004 has been reduced by R247 million due to reclassifications.

## Reconciliation SA GAAP to IFRS

### Balance sheet

	December 2004 Rm	June 2005 Rm
<b>Total assets</b>		
As previously reported		
under SA GAAP	25 777	28 898
Adjusted as follows:		
Property, plant and equipment	20	21
Investments in associates and joint ventures	(476)	(502)
Deferred taxation	85	59
Leasing assets	(775)	(744)
Transport fleet	79	52
Inventories	(92)	(109)
Trade and other receivables	17	
<b>Stated under IFRS</b>	<b>24 635</b>	<b>27 675</b>
<b>Total liabilities</b>		
As previously reported		
under SA GAAP	16 017	19 444
Adjusted as follows:		
Retirement benefit obligations	35	28
Deferred tax liabilities	(190)	(190)
Other liabilities	117	37
<b>Stated under IFRS</b>	<b>15 979</b>	<b>19 319</b>

### Equity

Half year ended 25 December

	December 2004 Rm	June 2005 Rm	June 2004 Rm
<b>Total equity under SA GAAP</b>			
Stated originally	9 760	9 454	9 104
Restatements during 2005	(47)		(27)
<b>Published in June 2005 financial statements</b>	<b>9 713</b>	<b>9 454</b>	<b>9 077</b>
Adjusted for the IFRS effect of:			
IAS 16 – Property, plant and equipment	(925)	(961)	(925)
IAS 17 – Leases	(68)	(78)	(65)
IAS 18 – Revenue	(46)	(43)	(30)
IAS 19 – Employee benefits	(19)	(19)	(20)
Minority interest in above	1	3	4
<b>Total equity under IFRS</b>	<b>8 656</b>	<b>8 356</b>	<b>8 041</b>

### Net attributable profit

	December 2004 Rm	June 2005 Rm
<b>Net attributable profit</b>		
As previously reported		
under SA GAAP	960	2 340
Adjusted as follows:		
Operating expenses	(16)	(70)
Depreciation and recoupments	(12)	(59)
Income from associates and joint ventures	(3)	(30)
Exceptional items		(3)
Taxation	9	5
Minority interest	1	1
<b>Stated under IFRS</b>	<b>939</b>	<b>2 184</b>

## BALANCE SHEET

At 25 December

	Unaudited December 2005 Rm	Restated December 2004 Rm	Restated June 2005 Rm
Property, plant and equipment	3 194	2 436	2 781
Intangible assets	728	539	622
Investments in associates and joint ventures	1 599	1 286	1 415
Other investments and loans	2 071	1 092	1 284
Deferred taxation	365	313	339
Leasing assets	5 771	4 375	5 074
Transport fleet	2 655	2 396	2 449
Vehicles for hire	1 162	972	790
Inventories	5 932	4 076	5 586
Trade and other receivables	7 658	6 038	6 164
Taxation in advance	89	105	128
Cash resources	1 248	1 007	1 043
<b>Total assets</b>	<b>32 472</b>	<b>24 635</b>	<b>27 675</b>
Insurance funds	1 148	796	978
Equity settled interest-bearing borrowings	771		
Interest-bearing borrowings	10 362	7 359	7 562
Retirement benefit obligations	178	213	190
Deferred tax liabilities	873	398	636
Other liabilities	10 190	7 213	9 953
<b>Total liabilities</b>	<b>23 522</b>	<b>15 979</b>	<b>19 319</b>
<b>Net assets</b>	<b>8 950</b>	<b>8 656</b>	<b>8 356</b>
<b>FUNDED BY</b>			
Ordinary shareholders' interest	8 333	8 140	7 890
Minority interest	617	516	466
<b>Total shareholders' equity</b>	<b>8 950</b>	<b>8 656</b>	<b>8 356</b>
<b>Supplementary information</b>			
Contingent liabilities	495	310	507
Capital commitments	596	369	658

## ABRIDGED CASH FLOW STATEMENT

Half year ended 25 December

	Unaudited December 2005 Rm	Restated December 2004 Rm	% change	Restated Year ended June 2005 Rm
<b>Cash flows from operating activities</b>				
– Cash generated by operations before changes in working capital	2 999	2 380		4 841
– Working capital movements	(1 140)	(843)		(456)
Cash generated by operations	1 859	1 537	21	4 385
– Net financing costs	(364)	(252)		(554)
– Taxation paid	(20)	(231)		(565)
	1 475	1 054	40	3 266
<b>Cash flows from investing activities</b>				
– Net acquisitions and disposals of subsidiaries and businesses	(120)	(52)		4
– Expansion capital expenditure	(1 328)	(1 094)		(1 881)
– Net replacement capital expenditure	(782)	(468)		(952)
– Investments, equities and loans to associates	(460)	(11)		(68)
	(2 690)	(1 625)		(2 897)
<b>Cash flows from financing activities</b>				
Cash flows from financing activities	(12)	(119)		(671)
Dividends paid	(55)	(35)		(66)
Capital distribution	(413)	(348)		(699)
	(480)	(502)		(1 436)
Net decrease in cash and cash equivalents	(1 695)	(1 073)		(1 067)
Cash and cash equivalents at beginning of period	(2 342)	(1 275)		(1 275)
<b>Cash and cash equivalents at end of period</b>	<b>(4 037)</b>	<b>(2 348)</b>		<b>(2 342)</b>

## STATEMENT OF CHANGES IN EQUITY

Half year ended 25 December

	Share capital, premium and restricted shares Rm	Treasury stock Rm	Non- distributable reserve Rm	Retained earnings Rm	Minority interest Rm	Unaudited December Total 2005 Rm	Restated December 2004 Rm	Restated Year ended June 2005 Rm
Balance at 25 June – restated for IFRS	2 026	(1 760)	380	7 244	466	8 356	8 041	8 041
Translation of foreign operations not recognised in the income statement			(140)		(3)	(143)	(18)	87
Net attributable profit for the period				1 157		1 157	939	2 184
Prospective adjustment to minorities					(1)	(1)		
Minorities' share of attributable profits					118	118	89	193
Net acquisition/(disposal) of minorities					92	92	18	(111)
Share of non-distributable and distributable reserves of associates and joint ventures			134	(134)				
Revaluation of available for sale investments to fair value							1	
Contingency reserve created in terms of the Insurance Act			20	(20)				
Hedge accounting reserve			(181)			(181)		80
Capital distributions	(495)	82				(413)	(348)	(699)
Minority share of dividends					(55)	(55)	(35)	(66)
Purchase of ordinary shares							(70)	(1 508)
Issue of ordinary shares in terms of the share option scheme	20					20		60
Issue of preferred ordinary shares	806	(806)					39	
Share-based payment equity arising from empowerment transaction								95
<b>Balance at 25 December</b>	<b>2 357</b>	<b>(2484)</b>	<b>213</b>	<b>8 247</b>	<b>617</b>	<b>8 950</b>	<b>8 656</b>	<b>8 356</b>

# SEGMENTAL INFORMATION

25 December

## INCOME STATEMENT

	Group		Logistics		Leasing and fleet management		Aviation leasing		Car rental and tourism		Distributor-ships		Motor vehicle dealerships		Insurance		Head office and eliminations	
	2005 Rm	2004 Rm																
<b>BUSINESS SEGMENTATION</b>																		
Revenue																	1	
– Sales of goods	15 521	10 964	351	313	283	351	666	330	763	692	6 915	3 912	6 542	5 366			22	18
– Rendering of services	9 446	8 802	5 737	5 813	984	729	1 054	903	835	815	445	243	351	267	18	14		1
– Gross premiums received	1 175	859													1 175	858		1
– Other	30	28	28	26	1		1								1			1
Inter-segment revenue	26 172	20 653	6 116 133	6 152 188	1 268 196	1 080 189	1 721 1 233		1 598 89	1 507 82	7 360 295	4 155 702	6 893 420	5 633 407	1 193 100	873 90	23 (1 233)	20 (1 658)
Operating expenses excluding gains and losses on investments	26 172	20 653	6 249	6 340	1 464	1 269	1 721	1 233	1 687	1 589	7 655	4 857	7 313	6 040	1 293	963	(1 210)	(1 638)
Investment income	23 467	18 425	5 601	5 739	909	787	1 481	1 073	1 337	1 263	6 961	4 380	7 105	5 868	1 230	906	(1 157)	(1 591)
Fair value gains investments	(51)	(33)													(51)	(33)		
Depreciation	(192)	(121)													(192)	(121)		
Recoupments	871	745	251	237	332	259	109	95	121	115	48	28	18	17	5	4	(13)	(10)
	(55)	(116)	(7)	(6)	(16)	(17)	(10)	(55)	(20)	(38)	(1)	(2)		(1)			(1)	3
Operating profit	2 132	1 753	404	370	239	240	141	120	249	249	647	451	190	156	301	207	(39)	(40)
Foreign exchange gains/(losses)	34	(16)	(6)	(1)	1	5	(3)	(2)		(1)	45	(12)				(4)	(3)	(1)
Fair value (losses)/gains on foreign exchange derivatives	(53)	(71)			(7)	(9)					(46)	(63)						1
Fair value loss on embedded financial instrument (Lereko Mobility)	(83)																(83)	
Profit before net financing costs	2 030	1 666	398	369	233	236	138	118	249	248	646	376	190	156	301	203	(125)	(40)
Net financing costs	(352)	(309)	(38)	(54)	(90)	(77)	(85)	(71)	(19)	(13)	(47)	(19)	(27)	(17)	1	1	(47)	(59)
Income from associates and joint ventures	170	74	3	15			37	21			28	19	2	1			100	18
Profit before exceptional items	1 848	1 431	363	330	143	159	90	68	230	235	627	376	165	140	302	204	(72)	(81)
<b>GEOGRAPHIC SEGMENTATION</b>																		
Revenue	26 172	20 653	6 249	6 340	1 464	1 269	1 721	1 233	1 687	1 589	7 655	4 857	7 313	6 040	1 293	963	(1 210)	(1 638)
– South Africa	21 141	16 666	3 572	3 178	1 166	1 074	1 356	906	1 569	1 436	6 141	4 794	7 264	6 040	1 199	874	(1 126)	(1 636)
– Rest of Africa	494	424	117	93	155	77			59	103	95	63			94	89	(26)	(1)
– Rest of world	4 537	3 563	2 560	3 069	143	118	365	327	59	50	1 419		49				(58)	(1)
Operating profit	2 132	1 753	404	370	239	240	141	120	249	249	647	451	190	156	301	207	(39)	(40)
– South Africa	1 944	1 583	301	265	196	206	129	110	239	242	652	452	190	156	270	191	(33)	(39)
– Rest of Africa	73	46	6	6	30	19			8	7	1	(1)			31	16	(3)	(1)
– Rest of world	115	124	97	99	13	15	12	10	2		(6)						(3)	
Net financing costs	352	309	38	54	90	77	85	71	19	13	47	19	27	17	(1)	(1)	47	59
– South Africa	328	291	44	50	76	68	79	68	20	13	35	18	27	17	(1)	(1)	48	58
– Rest of Africa	12	8	1	2	10	4			(1)	1	3	1					(1)	
– Rest of world	12	10	(7)	2	4	5	6	3		(1)	9							1
<b>BALANCE SHEET</b>																		
<b>BUSINESS SEGMENTATION</b>																		
<b>ASSETS</b>																		
Property, plant and equipment	3 194	2 436	1 085	981	158	109	117	110	210	180	807	515	592	349	97	88	128	104
Intangible assets (including goodwill)	728	539	258	232	10	12	83	20	260	234	23		65	23	27	16	2	2
Investments, loans and associates	2 323	1 735		2	10		342	59	2	2	169	254	10	7	1 642	1 058	148	353
Leasing assets	5 771	4 375			3 444	2 556	2 002	1 623			348	216					(23)	(20)
Transport fleet	2 655	2 396	2 750	2 485													(95)	(89)
Vehicles for hire	1 162	972							1 164	980							(2)	(8)
Inventories	5 932	4 076	181	167	357	355	602	463	413	342	3 041	1 446	1 522	1 306			(184)	(3)
Trade and other receivables	7 658	6 038	3 354	3 008	434	393	566	531	443	368	1 513	1 194	779	553	660	650	(91)	(659)
Cash in financial services businesses	559	404													559	404		
Operating assets	29 982	22 971	7 628	6 875	4 413	3 425	3 712	2 806	2 492	2 106	5 901	3 625	2 968	2 238	2 985	2 216	(117)	(320)
Deferred tax assets	365	313																
Loans to associates and other investments	1 347	643																
Taxation in advance	89	105																
Cash and cash equivalents	689	603																
Total assets per balance sheet	32 472	24 635																
<b>LIABILITIES</b>																		
Insurance funds	1 148	796													1 148	796		
Retirement benefit obligations	178	213	178	213														
Accounts payable and provisions	9 011	6 570	3 075	2 597	624	481	548	319	791	730	2 543	1 680	1 017	768	620	620	(207)	(625)
Other non-current financial liabilities	136																136	
Non-interest-bearing liabilities	10 473	7 579	3 253	2 810	624	481	548	319	791	730	2 543	1 680	1 017	768	1 768	1 416	(71)	(625)
Interest-bearing borrowings	10 362	7 359																
Equity settled interest-bearing borrowings	771																	
Deferred tax liabilities	873	398																
Current tax liabilities	1 043	643																
Total liabilities per balance sheet	23 522	15 979																
<b>GEOGRAPHIC SEGMENTATION</b>																		
Operating assets	29 982	22 971	7 626	6 875	4 413	3 425	3 712	2 806	2 492	2 106	5 901	3 625	2 968	2 238	2 985	2 216	(115)	(320)
– South Africa	25 883	19 267	5 821	4 983	3 706	2 719	3 191	2 444	2 459	2 052	5 218	3 586	2 927	2 238	2 665	1 949	(104)	(704)
– Rest of Africa	877	667	151	128	309	277			21	34	75	39			320	267	1	(78)
– Rest of world	3 222	3 037	1 654	1 764	398	429	521	362	12	20	608		41				(12)	462
Non-interest-bearing liabilities	10 473	7 579	3 253	2 810	624	481	548	319	791	730	2 543	1 680	1 017	768	1 768	1 416	(71)	(625)
– South Africa	8 896	6 251	2 336	1 791	517	376	430	293	782	678	2 407	1 662	985	768	1 511	1 255	(72)	(572)
– Rest of Africa	402	308	45	43	63	50			9	36	27	18			257	161	1	
– Rest of world	1 175	1 020	872	976	44	55	118	26		16	109		32					(53)
Interest-bearing borrowings	10 362	7 359	1 439	1 564	2 539	2 058	2 982	2 175	566	377	1 739	481	333	398	1	1	763	305
– South Africa	9 389	6 573	1 229	1 335	2 244	1 731	2 675	2 013	566	342	1 298	448	310	398	1	1	1 067	305
– Rest of Africa	317	348	79	74	169	207				35	70	33					(1)	(1)
– Rest of world	656	438	131	155	126	120	307	162			371		23				(303)	1
Gross capital expenditure	3 278	2 714	636	460	714	975	310	216	856	665	577	335	186	58	11	9	(12)	(4)
– South Africa	3 000	2 153	545	369	582	555	276	191	849	640	564	335	186	58	11	9	(13)	(4)
– Rest of Africa	69	153	22	29	39	116			7	8	1							
– Rest of world	209	408	69	62	93	304	34	25		17	12						1	
Gross capital expenditure	3 278	2 714	636	460	714	975	310	216	856	665	577	335	186	58	11	9	(12)	(4)
Less: Proceeds on disposal	(1 168)	(1 152)	(141)	(84)	(304)	(465)	(104)	(63)	(350)	(349)	(237)	(176)	(30)	(15)			(2)	
Net capital expenditure	2 110	1 562	495	376	410	510	206	153	506	316	340	159	156	43	11	9	(14)	(4)



**Imperial Holdings Limited**

(Registration number 1946/021048/06)

Share code: IPL ISIN code: ZAE 000067211

**NON-EXECUTIVE DIRECTORS**

L Boyd (Chairman), E Molobi (Deputy Chairman), PL Erasmus, P Langeni, MJ Leeming, JR McAlpine, VJ Mokoena, PS Molefe, MV Moosa, M Sisulu, A Tugendhaft, Y Waja

**EXECUTIVE DIRECTORS**

WG Lynch (Irish), RJ Boëttger, MP de Canha, RL Hiemstra, AH Mahomed, GW Riemann (German), CE Scott

**SECRETARY**

R A Venter

**BUSINESS ADDRESS AND REGISTERED OFFICE**

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**SHARE TRANSFER SECRETARIES**

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**SPONSOR**

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The results announcement is available for viewing  
on the Imperial Holdings website: <http://www.imperial.co.za> and on SENS