

DIRECTORS' COMMENTARY

Introduction
Octodec's application for REIT status was granted with effect from 1 September 2013. Octodec invests in the retail, industrial and office property sectors and has a growing residential component in its portfolio.

All rental income received by the group, less operating costs, administration costs and interest on debt, is distributed bi-annually. The group does not distribute fair value gains and capital profits.

Review of results

Trading conditions and consumer confidence remained subdued during the financial year. The property portfolio continued to deliver strong growth in earnings with rental income increasing following a number of successful upgrades of properties and a proactive approach to letting.

The total distribution per linked unit for the twelve months of 157,60 cents per linked unit (2012: 137,30 cents) represents an increase of 14,8% on that paid in the previous year.

The interim distribution was 78,70 cents per linked unit with a final distribution of 78,90 cents per linked unit. The increase in the price per unit on the JSE from R19,02 at 31 August 2012 to R19,66 at 31 August 2013 provided investors with capital growth of 3,4% for the year. The distribution of 157,60 cents per linked unit accounts for an income yield of 8,3% with a total return of 11,7% for the year.

Rental income and net rental income increased by 10,6% and 7,2% respectively compared to the prior year. The core portfolio, representing those properties held for the previous comparable year with no major development activity, reflects rental income growth of 6,7%. The increase in revenue was mainly due to contractual escalations, improved letting and an increase in the recovery of utility and assessment rate charges. The financial period saw limited improvement in the office and industrial rental markets generally resulting in increased vacancies. One of the objectives during the year was to improve the quality of the properties in order to attract new tenants. The performance of Killarney Mall, the company's flagship shopping centre, was extremely pleasing. The vacancies during the financial period reduced to below 2%. Despite rapidly escalating charges in respect of assessment rates and utility charges, the cost recovery percentage from tenants was maintained during the year. These escalating charges have impacted the total occupancy costs of tenants. Provisions and write-offs of bad debts were at acceptable levels of 0,9% (2012: 1,1%) of total tenant income.

Property and investment portfolio

Octodec continued to expand its property portfolio in Gauteng. It acquired a portfolio of office properties for an aggregate purchase consideration of R140,5 million. These properties are situated in well-established office nodes in Persequer Park, Menlyn and Centurion, Pretoria. The properties were transferred on 31 July 2013. Various properties were redeveloped and upgraded during the last twelve months at a total cost of R66,2 million. The upgrade of the mixed-use residential property Kerk Street in the Johannesburg CBD was completed in February 2013. A 5 233 m² retail development in the Pretoria CBD was completed in March 2013. This is occupied by Cambridge, which is part of the Walmart Group, and other retailers. Octodec disposed of its Eloff Ext. Mini Units property for an amount of R6,65 million.

Octodec is currently in the planning stages of the redevelopment of Bosman Place which is situated in the Johannesburg CBD. The property consists of a retail component and 13 000 m² of vacant offices. The offices will be converted into 225 residential units at a cost of approximately R90 million. The initial yield is expected to be 8,4%.

Octodec's investment in IPS continued providing acceptable earnings growth with profits earned from its associate company, excluding fair value gains increasing to R24,7 million. This was an increase of 41,4% on the prior year. The improved occupancy levels achieved during the period at Craig's Place and the mixed-use developments of Kempton Place and Tal's Place as well as a reduction in the cost of finance contributed to the growth achieved by IPS.

Vacancies in the Octodec portfolio at 31 August 2013, including properties held for redevelopment, amounted to 13,6% (2012: 12,9%) of total lettable area. Details of these vacancies are set out in the table below.

	Total lettable area m ²	Total vacancies %	Properties held for redevelop- ment %	Core vacancies %
31 August 2013				
Offices	127 485	6,5	(3,3)	3,2
Retail – shops	141 355	0,7	(0,1)	0,6
Retail – shopping centres	85 168	0,6	–	0,6
Industrial	193 725	4,1	(0,1)	4,0
Residential	34 498	1,7	(1,7)	–
Total	582 230	13,6	(5,2)	8,4
31 August 2012				
Offices	115 949	6,9	(4,3)	2,6
Retail – shops	139 016	2,4	(0,9)	1,5
Retail – shopping centres	84 088	0,2	–	0,2
Industrial	198 806	2,9	–	2,9
Residential	30 104	0,5	(0,3)	0,2
Total	567 963	12,9	(5,5)	7,4

Most of the properties remained fully let. As anticipated, a number of properties under development or those which were recently upgraded, for example Scott's Corner, had vacancies. In recent years certain properties, for example Bosman Building, were acquired by Octodec with large vacancies and for little consideration in respect of the vacant space which offered redevelopment opportunities. As the opportunities arise, the potential of these vacancies is being realised.

Octodec was successful in letting a number of properties that had been vacant for a considerable period. The residential vacancies consist, as expected, of vacant units at Essenby, Time Place and Castle Mansions which are currently undergoing upgrades.

Borrowings

Octodec's ratio of loans to value of its investment portfolio at year-end was 35,9% against 33,0% at 31 August 2012.

Interest rates in respect of 54,9% of borrowings at 31 August 2013 have been hedged, maturing at various dates ranging from November 2013 to October 2018. The average weighted interest rate of all borrowings is 8,4% per annum, with unutilised banking facilities in an amount in excess of R90,3 million.

Details of borrowings are as follows:

R'000	Nominal amount	Interest rate %
Fixed rate borrowings expiry		
November 2013	75 000	11,92
April 2018	100 000	12,06
October 2018	75 000	11,72
	250 000	11,92
Swap maturity		
January 2014	15 000	11,99
August 2017	200 000	9,00
September 2017	50 000	9,31
January 2018	50 000	9,43
April 2018	100 000	5,68
May 2018	50 000	10,13
August 2018	50 000	9,40
	515 000	8,65
Total hedged borrowings	765 000	9,72
Variable rate borrowings	628 790	6,80
Total borrowings	1 393 790	8,40

Revaluation of property portfolio

It is the group's policy to perform directors' valuations of all the properties at the interim stage and at year-end. At year-end, one third of the properties is valued by external registered valuers on a rotational basis.

The directors' valuation of the portfolio of R3,26 billion includes an increase of R131,5 million or 4,2% for the twelve-month period ended 31 August 2013.

Net asset value ("NAV")

The substantial increase in NAV per linked unit was a result of the elimination of deferred capital gains taxation on the fair value adjustment to investment property; following the conversion to a REIT on 1 September 2013.

Changes to the directorate

Mr Gerard Kemp (58) was appointed as an independent non-executive director, on 1 October 2013. Gerard will also serve on the audit, risk, social and ethics and remuneration and nominations committees. Gerard brings to the board a wealth of knowledge and experience in the areas of corporate finance, black economic empowerment and labour relations.

Prospects

Octodec is considering a number of redevelopment opportunities for certain existing properties which will enhance the quality of the property portfolio and result in sustainable distributions in the future. Growth in the local economy is expected to remain subdued. Barring unforeseen events, current indications are that the growth in distributions per linked unit for the next financial year should be in line with the sector average growth rate.

The abovementioned information has not been reviewed nor reported on by the company's auditors.

DECLARATION OF DIVIDEND 47 AND INTEREST PAYMENT ("the distribution")

Notice is hereby given that dividend number 47 of 0,39 cents (2012: 0,33 cents) per ordinary share (out of income reserves) and interest of 78,51 cents per debenture (2012: 65,77 cents), has been declared for the period 1 March 2013 to 31 August 2013. This is payable to linked unitholders recorded in the register on Friday, 15 November 2013. The last date to trade "CUM" distribution is Friday, 8 November 2013. The units will commence trading "EX" distribution on Monday, 11 November 2013. Payment date will be Monday, 18 November 2013.

No dematerialisation or rematerialisation of linked unit certificates may take place between Monday, 11 November 2013 and Friday, 15 November 2013, both days inclusive.

The dividend component of the distribution is subject to dividends withholding tax at 15%. In determining dividends withholding tax, secondary tax on companies ("STC") credits must be taken into account. The STC credits utilised as part of this declaration amount to R422 077,18 being 0,39 cents per share, and consequently no dividends withholding tax is payable by shareholders who are normally not exempt from dividends withholding tax. Shareholders will receive the dividend of 0,39 cents per share.

The number of linked units in issue at the date of this declaration is 108 224 917 and the company's tax reference number is 9925/033/7/15.

By order of the board.

S WAPNICK <i>Chairman</i> 23 October 2013	J P WAPNICK <i>Managing director</i>
--	--

➤ Distribution up by 14,8% to 157,60 cents per linked unit

➤ Total investments of R4 billion

➤ Increase in net asset value of 18,7% of 2 233 cents per unit

➤ Weighted average cost of debt reduces to 8,4% per annum

➤ Obtained REIT status effective from 1 September 2013

CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

R'000	% change	Reviewed Year to 31 August 2013	Audited Year to 31 August 2012
Revenue		506 670	461 403
– earned on contractual basis	10,6	505 732	457 452
– straight-line lease adjustment		938	3 951
Operating costs		(254 820)	(223 401)
Net rental income from properties		251 850	238 002
– earned on contractual basis	7,2	250 912	234 051
– straight-line lease adjustment		938	3 951
Administrative costs		(21 933)	(19 233)
Depreciation		(3 357)	(3 515)
Operating profit	5,3	226 560	215 254
Fair value adjustments of investment properties		131 501	163 509
Fair value adjustments of interest rate derivatives		35 214	(14 910)
Investment income		77 781	52 947
– interest received		1 584	1 153
– listed investment		29 670	26 588
– associate			
share of after tax profit		19 567	13 293
reserves		21 797	8 191
interest		5 163	3 722
Finance costs	(13,1)	(110 638)	(127 387)
– interest on borrowings		(112 461)	(129 200)
– interest capitalised		1 823	1 813
Amortisation of deemed debenture premium		21 054	10 906
Profit on sale of investment property		15	666
Profit before debenture interest		381 487	300 985
Debtenture interest	33,0	(169 718)	(127 633)
Profit before taxation		211 769	173 352
Taxation charge		171 690	(63 413)
– Deferred taxation		172 004	(63 061)
– Normal taxation		(314)	(352)
Profit for the year		383 459	109 939
Other comprehensive income for the year		18 792	41 550
Total comprehensive income for the year attributable to equity holders		402 251	151 489
Weighted linked units in issue ('000)		108 225	89 866
Linked units in issue ('000)		108 225	108 225
Basic earnings per share (cents)	189,6	354,3	122,3
Fully diluted earnings per share (cents)	248,8	354,3	101,6
Basic earnings per linked unit (cents)	93,3	511,1	264,4
Fully diluted earnings per linked unit (cents)	132,8	511,1	219,5
Distribution per linked unit (cents)		0,78	0,68
Dividends		156,82	136,62
Interest		0,78	0,68
Total	14,8	157,60	137,30

Profit for the year		383 459	109 939
Other comprehensive income for the year		18 792	41 550
Total comprehensive income for the year attributable to equity holders		402 251	151 489
Weighted linked units in issue ('000)		108 225	89 866
Linked units in issue ('000)		108 225	108 225
Basic earnings per share (cents)	189,6	354,3	122,3
Fully diluted earnings per share (cents)	248,8	354,3	101,6
Basic earnings per linked unit (cents)	93,3	511,1	264,4
Fully diluted earnings per linked unit (cents)	132,8	511,1	219,5
Distribution per linked unit (cents)		0,78	0,68
Dividends		156,82	136,62
Interest		0,78	0,68
Total	14,8	157,60	137,30

CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS

R'000	Reviewed Year to 31 August 2013	Audited Year to 31 August 2012
CASH FLOW FROM OPERATING ACTIVITIES		
Net rental income from properties	225 622	211 303
Adjustment for:		
– depreciation and amortisation	12 059	12 547
– working capital changes	14 724	7 567
Cash generated from operations	252 405	231 417
Investment income	57 217	31 463
Finance costs	(110 638)	(127 387)
Taxation paid	(99)	(535)
Distribution to linked unitholders paid	(156 710)	(114 185)
Net cash inflow from operating activities	42 175	20 773
CASH FLOW FROM INVESTING ACTIVITIES		
Investing activities	(279 863)	(313 522)
Proceeds from disposal of investment properties	6 650	4 610
Net cash outflow used in investing activities	(273 213)	(308 912)
CASH FLOW FROM FINANCING ACTIVITIES		
Issue of new units	–	290 624
Increase/(decrease) in interest-bearing borrowings	250 366	(11 779)
Net cash generated from financing activities	250 366	278 845
NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS	19 328	(9 294)
Cash and cash equivalents at beginning of year	(32 091)	(22 797)
Cash and cash equivalents at end of year	(12 763)	(32 091)

CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

R'000	Share capital	Non dis- tributable reserves	Retained earnings	Total
Balance at 1 September 2011	90 302	1 106 314	46 341	1 242 957
Total comprehensive income for the year			151 489	151 489
Issue of new units	1 437			1 437
Transfer to capital – deemed debenture premium	10 906		(10 906)	–
Dividends paid			(598)	(598)
Adjustment to valuation of listed investment, net of deferred tax		41 550	(41 550)	–
Profit on sale of investment properties		666	(666)	–
Fair value adjustments				
– Investment properties, net of deferred taxation		90 386	(90 386)	–
– Associate, net of deferred tax		8 191	(8 191)	–
– Interest rate derivatives, net of deferred tax		(10 735)	10 735	–
Balances at 31 August 2012	102 645	1 236 372	56 268	1 395 285
Total comprehensive income for the year			402 251	402 251
Transfer to capital – deemed debenture premium	21 054		(21 054)	–
Dividends paid			(779)	(779)
Adjustment to valuation of listed investment, net of deferred tax		18 792	(18 792)	–
Profit on sale of investment properties		15	(15)	–
Fair value adjustments				
– Investment properties, net of deferred taxation		333 171	(333 171)	–
– associate, net of deferred tax		21 797	(21 797)	–
– interest rate derivatives, net of deferred tax		25 354	(25 354)	–
Balances at 31 August 2013	123 699	1 635 501	37 557	1 796 757

NOTES TO THE FINANCIAL STATEMENTS

Basis of preparation: The condensed consolidated provisional financial statements are prepared in accordance with the requirements of the JSE Limited Listings Requirements for provisional reports and the requirements of the Companies Act of South Africa. The Listings Requirements require provisional financial statements to be prepared in accordance with the conceptual framework, the measurement and recognition requirements of International Financial Reporting Standards ("IFRS"), the SAICA Financial Reporting Guides as issued by the Accounting Practices Committee and also, as a minimum, to contain the information required by IAS 34 Interim Financial Reporting. The accounting policies applied in the preparation of these financial statements are consistent with those applied in the previous annual financial statements.

These condensed consolidated results were prepared under the supervision of Mr AK Stein (CA)SA, in his capacity as group financial director.

The accounting policies adopted and methods of computation are consistent with those applied in the financial statements for the year ended 31 August 2012.

Deferred taxation: Octodec's application to the JSE Limited ("JSE") for Real Estate Investment Trust ("REIT") status has been approved by the JSE. Accordingly, Octodec has qualified as a REIT from the commencement of its next financial year, being 1 September 2013. In determining the aggregate capital gain or capital loss of a REIT or a controlled property company for purposes of the Income Tax Act, any capital gain or capital loss determined in respect of the disposal of immovable property; a share in a REIT; or a share in a controlled

CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION

R'000	Reviewed 31 August 2013	Audited 31 August 2012
ASSETS		
Non-current assets	3 971 860	3 565 859
Investment properties	3 168 972	2 834 133
Plant and equipment	6 525	9 882
Lease costs capitalised	35 565	28 159
Operating lease assets	45 726	44 788
Listed investment	365 819	375 981
Investment in associate	347 264	272 916
Derivative financial instruments	1 993	–
Current assets	50 982	41 161
Total assets	4 022 844	3 607 020
EQUITY AND LIABILITIES		
Share capital and reserves	1 796 757	1 395 285
Share capital and premium	123 699	102 645
Non-distributable reserves	1 635 501	1 236 372
Distributable reserves	37 557	56 268
Non-current liabilities	1 600 876	1 717 544
Debtenture capital and premium	620 251	641 305
Interest-bearing borrowings	965 688	827 123
Derivative financial instruments	–	33 221
Deferred taxation	14 937	215 895
Current liabilities	625 211	494 191
Interest-bearing borrowings	461 656	348 918
Non-interest-bearing	78 588	74 093
Linked unitholders for distribution	84 967	71 180
Total equity and liabilities	4 022 844	3 607 020
Linked units in issue ('000)	108 225	108 225
Net asset value per linked unit (cents)	2 233	1 882
Net asset value per linked unit (cents) – before providing for deferred tax	2 247	2 081
Loan to investment value ratio (%)	35,9	33,0

DISTRIBUTABLE EARNINGS

R'000	% change	Reviewed Year to 31 August 2013	Audited Year to 31 August 2012
Revenue			
– earned on contractual basis	10,6	505 732	457 452
Operating costs		(254 820)	(223 401)
Net rental income from properties	7,2	250 912	234 051
Administrative costs		(21 933)	(19 233)
Depreciation		(3 357)	(3 515)
Operating profit	6,8	225 622	211 303
Investment income			
– interest received		1 584	1 153
– listed investment		29 670	26 588
– associate		24 730	17 015
Distributable profit before finance costs	10,0	281 606	256 059
Finance costs	(13,1)	(110 638)	(127 387)
Distributable income before taxation	32,9	170 968	128 672
Taxation charge		(314)	(352)
Unitholders distributable earnings	33,0	170 654	128 320
Add: prepaid distribution		–	6 814
Unitholders distributable earnings	26,3	170 654	135 134
Weighted linked units in issue ('000)		108 225	89 866
Weighted distributable earnings per linked unit (cents)	4,8	157,7	150,4
Distribution per linked unit (cents)	14,8	157,6	137,3