CONDENSED CONSOLIDATED BALANCE SHEET

CONDENSED CONSOLIDATED INCOME STATEMENT			
	Year ended 29 Feb	Year ended 28 Feb	
R'000	2008	2007	
Revenue	316 677	124 169	
Cost of sales	(239 719)	(104 578)	
Gross profit	76 958	19 591	
Net administration expenses	(29 433)	(12 848)	
Operating profit	47 525	6 743	
Net finance cost	(2 393)	(176)	
Profit before taxation	45 132	6 567	
Taxation	(13 723)	(2 193)	
Profit after taxation	31 409	4 374	
Attributable to:			
Equity holders of the company	31 409	4 167	
Minority interest	-	207	
	31 409	4 374	
Earnings per share - cents	30.33	4.48	
Headline earnings per share - cents	30.40	4.47	
Fully diluted earnings per share - cents	28.32	4.48	

CONDENSED SEGMENT REPORT FOR THE GROUP

Integrated

00117211027 0011002171112	· · · · · · · · · · · · · · · · · · ·	
	29 Feb	28 Feb
R'000	2008	2007
ASSETS		
Non-current assets		
Property, plant and equipment	7 782	1 505
Other non-current assets	28 610	5 896
	36 392	7 401
Current assets		
Inventories	251 417	34 433
Construction contracts and receivables	91 000	6 855
Trade and other receivables	54 684	12 093
Other current assets	43 027	6 700
Cash and cash equivalents	3 111	1 066
	443 239	61 147
Total assets	479 631	68 548
EQUITY AND LIABILITIES		
Equity		
Capital and reserves	133 171	4 778
	133 171	4 778
Minority interest in equity	-	207
Total equity	133 171	4 985
Non-current liabilities		
Borrowings	165 269	519
Other non-current liabilities	13 766	134
	179 035	653
Current liabilities		
Borrowings	91 205	32 760
Other current liabilities	70 912	28 570
Bank overdraft	5 308	1 580
Total liabilities	167 425	62 910
Total equity and liabilities	479 631	68 548
Net asset value per share - cents	104.8	5.4

EARNINGS RECONCILIATION			
	Year ended	Year ended	
	29 Feb	28 Feb	
R'000	2008	2007	
Determination of headline earnings			
Attributable profit	31 409	4 167	
Loss/(profit) on disposal of property, plant			
and equipment	72	(7)	
Headline earnings	31 481	4 160	
Determination of diluted earnings			
Attributable profit	31 409	4 167	
Share option expense	963	-	
Diluted earnings	32 372	4 167	
Number of ordinary shares	127 100	93 000	
Weighted average shares	103 562	93 000	
Fully diluted weighted average shares	114 299	93 000	

CONDENSED CONSOLIDATED CASH FLOW STATEMENT

Net cash from operating activities

Net cash from investing activities Net cash from financing activities

bank overdraft

beginning of the year

Net (decrease)/increase in cash and cash equivalents and

Cash and cash equivalents and bank overdraft at the

Cash and cash equivalents and bank overdraft at end

(Pty) Ltd, a town planning company operating in South Africa

Year ended

29 Feb

(289327)

(12728)

300 372

(1683)

(514)

(2197)

28 Feb

(20.664)

(8552)

30 599

1 383

(1.897)

(514)

Revenue	72 629	244 048	316 677			179 035
Operating (loss)/profit	(7 655)	55 180	47 525	Current liabilities		
Total assets	234 292	245 339	479 631	Borrowings		91 205
Total liabilities	140 615	205 845	346 460	Other current liabilities		70 912
2007				Bank overdraft		5 308
Revenue	58 262	65 907	124 169	Total liabilities		167 425
Operating profit	2 889	3 854	6 743	Total equity and liabilities		479 631
Total assets	42 804	25 744	68 548	NT 1 1		104.0
Total liabilities	40 147	23 416	63 563	Net asset value per share -	cents	104.8
	CONDENSED	CONSOLI	DATED STAT	EMENT OF CHANG	SES IN EQUIT	Υ
				Reserves for own shares/Share		
		Share	Shar	re repurchase	Retained	Minority
(Rands)		capital	premiu	n reserve	income	interest

			Reserves for own shares/Share			
(Rands)	Share capital	Share premium	repurchase reserve	Retained income	Minority interest	Total equity
Balance at 01 March 2006	100			609 943		610 043
Profit for the year				4 166 848	206 926	4 373 774
Issue of shares	830					830
Balance at 01 March 2007	930			4 776 791	206 926	4 984 647
Profit for the year				31 409 443		31 409 443
Issue of shares	341	96 020 450				96 020 791
Share appreciation scheme			963 141			963 141
Acquisition of minority interest					(206 926)	(206 926)
Balance at 29 February 2008	1 271	96 020 450	963 141	36 186 234	-	133 171 096

The acquisition of CTE Consulting did not contribute to revenue	or profits durin
the current financial year.	
Details of net assets acquired and goodwill are as follows:	R'000
Fair value of assets acquired:	
Property, plant and equipment	579
Goodwill	4 155
Consideration paid:	
Cash paid	(234
Fair value of shares issued (1 500 000 shares at R 3.00 a share in	
Calgro M3 Holdings Ltd)	(4 500
	(4 734
Cash consideration paid	(234

**BUSINESS COMBINATIONS** On 18 January 2008, the group acquired 100% of the share capital of CTE Consulting

These consolidated condensed financial statements are prepared in accordance with International Financial Reporting Standards (IFRS) on Interim Financial Reporting (IAS34) and Schedule 4 of the South African Companies Act. The accounting policies are consistent with those used in the annual financial statements for the year ended 28 February 2007.

These consolidated condensed financial statements must be read in conjunction with the audited annual financial statements. A copy of the audited annual financial statements is available for inspection at the registered office of the company

## 2. Independent audit

These consolidated condensed financial statements have been audited by our auditors PricewaterhouseCoopers Inc., who have performed the audit in accordance with the International Standards on Auditing. A copy of the unqualified audit report is available for inspection at the registered office of the company.

3. Dividends

No dividends have been declared for the financial year.

Net assets acquired represent property, plant and equipment. No intangible assets
existed or contingent liabilities were recognised on the date of acquisition.
The goodwill is attributable to the directors' know-how of integrated housing
developments.
The fair value of the shares issued was based on the share price as at 16 November

## NATURE OF BUSINESS

Calgro is a mixed use housing development company, established in 1995. Our business model focuses on the acquisition of land, project management of civil infrastructure, services installation, town planning, marketing and construction of home

The group's housing products target the specific markets of integrated housing and cluster housing, primarily in Gauteng.

- Integrated housing comprises three components: RDP homes - costed at government subsidy scales currently R43 000 for "give away"
- houses. In addition, there is a rental housing subsidy of R80 000 per rental house; "GAP" homes - are valued at between R180 000 and R400 000, falling within the
- requirements of the Financial Sector Charter 2005; Affordable homes - valued at between R400 000 and R600 000.

Our business strategy supports government's proactive drive as expressed in the 'Breaking New Ground' initiative aimed at ensuring the creation of sustainable human settlements. This is achieved through the integration of various income groups of buyers/beneficiaries as well as provision of socio-amenities such as schools and hospitals within a fully integrated con

### Cluster developments These are homes valued at between R900 000 and R1.6m.

# FINANCIAL OVERVIEW

Group revenue for the year-end February 2008 grew by 155%, from R124m to R317m. This improvement in revenue has been complemented by an increase in margins to 24.3% from

The group overheads have been well contained at R29.4m and the margin improvement has contributed to an overall 605% rise in operating profit and 657% increase in headline earnings to R31.5m. Headline earnings per share have grown by 580% to 30.40 cents per share. Achievements in the year under review

# The company has achieved significant milestones in the last year:

- The company listed on the Alt<sup>X</sup> on 16 November 2007, and raised R55m in a private placement to support the company's strategic focus, being the acquisition of land for future developments as well as fast tracking the delivery of the signature Pennyville landmark integrated development and the streamlining of existing funding arrangements.
- In the listing process Broad Based Economic Empowerment (BBEE) equity holding increased to 25.12% being held by various BEE groupings.
- Calgro completed the acquisition of 441ha of prime land for the Fleurhoff integrated development, 12km south of Johannesburg CBD. This will accommodate 6 500 homes. FNB has provided finance for the acquisition of land and also provided a development bond for the development. Town planning for the project has commenced and Calgro is on track to begin the installation of civil infrastructure by September 2008, with the construction of homes beginning in March 2009. The estimated turnover from this project
- 4. The company has completed the purchase of 391ha of prime land in Midrand for an integrated housing development with an option to acquire a further 280ha of adjacent land from the seller. The 391ha project will accommodate 14 700 homes. Nedbank has provided finance for the acquisition of land. Town planning for the project has commenced and Calgro is on track to obtain transfer once subdivision is completed. The project is expected to commence in the first quarter of the financial year 2009. The expected turnover from
- the project is R2.6bn and is expected to run over the next seven years. On 1 March 2007 Calgro acquired the minority share of its Pennyville Zamimpilo Relocation Project (PZR) in Pennyville, south of Johannesburg CBD. It purchased the 37.5% minority share on 1 March 2007 with cash and shares to be issued in the new
- During the financial year, Calgro acquired a town-planning business, CTE Town and Regional Planners (Pty) Ltd. This acquisition enhances the company's capabilities in the control of the town planning process, thus achieving internal skills and capacity in dealing with municipalities and other government planning institutions
- The increase in borrowings for the year is directly attributable to the acquisition of land for the future pipeline of the company. All interest-bearing borrowings are matched to the purchase of land and directly attributable to individual pieces of land. All finance costs related to land acquisitions are capitalised to inventory as a direct cost associated to the development. These costs are released to the income statement as and when the land is transferred to the buyer and the associated revenue is recognised.

## Integrated development segment

In the integrated market, PZR continues to perform well. This project includes the development of 2 800 homes and is expected to be completed in the 2009 financial year. MS5, our subsidiary that focuses on the provision of affordable homes has been less impacted by general macroeconomic issues due to the overall shortage of houses in this segment of the market and continues to perform to expectation.

Eskom's power availability has not affected this part of the business due to internal service

agreements between City Power and City of Johannesburg our principal client. Most importantly, the national specification for RDP homes does not require power. In late April 2008, Housing Minister Lindiwe Sisulu confirmed that government has undertaken to supply all integrated developments with electricity

**COMMENTS** 

# Cluster segment

The cluster segment of the business underperformed in the last year for three primary reasons: Firstly, macroeconomic factors including higher interest rates, the National Credit Act, sales. As a result there has been a slowdown in both the willingness to purchase as well as

availability of credit for such purchases. Secondly, there are delays in registering land and property transfers. This is due to the fact that such transfers are affected by planning approvals by the municipalities concerned. Currently we are experiencing backlogs owing to the inability of the municipalities to achieve timely

Thirdly, Eskom's power availability has had an impact on the cluster segment of the business with Calgro being unable to timeously obtain development rights on select cluster projects.

Electricity has become a significant issue in South Africa. Eskom has further issued a directive that residential developments will only be permitted if they consume less than 100 kilovolt-amperes (KVA) per project. Calgro has developed a proactive "green" initiative, which includes an electricity-saving component, which has resulted in the ground breaking model that allows Calgro to build cluster homes with an overall consumption of 2 KVA per house, as opposed to the accepted 8+KVA, thus meeting Eskom's requirements. Calgro will be implementing this initiative in select cluster projects which will result in a limited impact on future delivery of projects. This will have an enhanced appeal to the community in reducing

In regard to remedial measures to correct the cluster underperformance, and in line with the prospectus, the company has fast tracked the strategic focus of the business so as to achieve the 80% integrated and 20% cluster business split.

In the prospectus prior to listing the group provided a forecast to 29 February 2008. Below is a segmental comparison between the forecasts and audited results to 29 February 2008.

Division	Forecast	Actual	% difference
Integrated housing	287 361	244 048	(15)
Cluster housing	275 451	72 629	(74)
Group total	562 812	316 677	(44)
Operating profits/(losses)			

R'000				
Division	Forecast	Actual	% difference	
Integrated housing	48 731	55 180	13	
Cluster housing	39 832	(7 655)	(119)	
Group total	88 563	47 525	(46)	

### Earnings per share The group achieved earnings per share of 30.33 cents and headline earnings per share of 30.4 cents being 10% below forecast headline and earnings per share of 33.8 cents. The factors that have contributed to this are detailed below. Impacting factors

Turnover This was negatively impacted by poor performance of the cluster division. The factors that have contributed to this are largely macroeconomic factors that the company has no control over such as increasing inflation and interest rates, increased food prices, increased fuel costs and escalating general cost of living. Further, as these factors are expected to persist for the coming 12 to 18 months, the company has focused on immediate corrective actions aimed at

ensuring that the business is not impacted negatively going forward. The company has decided to contain the contribution of the cluster division to 20% of the business going forward. This will be achieved through the following actions that are currently

- 1. Sale of select cluster land The company has evaluated its cluster land and identified those projects that are impacted negatively and put these in the market for sale. This will greatly improve the gearing ratios and release capacity to leverage and originate projects in the booming integrated housing division of the company when opportunities arise.
- the completion of those developments currently under construction. 3. Tight cost containment - The company has implemented stringent controls that are aimed at ensuring cost containment, from construction materials orders that are now centralised,

## 2. Fast tracking construction of current cluster projects - The company will reallocate the skills that were to be utilised in the projects that are being disposed of in order to accelerate

to operational costs that are monitored closely by the group's executive committee.

2007 (the date of listing).

There has been a positive improvement in the margins from the forecast 21% to the current 24.3%, resulting from cost containment as well as optimisation of the value chain.

# Overheads

Overheads of R29.4m have been well managed to within forecast expectations of R30.5m. Operating profits Operating profits for the current year are 46% below forecast due to the reduced turnover from the cluster division. However, we have also seen a soundly enhanced performance of the

integrated housing division, which has delivered operating profits of 13% ahead of forecast.

For the current financial year an interest expense of R36.3m had been forecast. The majority portion of this interest expense relates to the holding costs of cluster development land. A portion of this forecast interest charge was settled during the year either out of the funds raised on listing or through direct allocation of shares to settle such debt. A further contributing factor to the lower than expected interest charge is the under-performance of clusters. With the lack of transfer of cluster land to clients, the interest cost has not been realised in the income statement and remains capitalised in inventories at year-end. This expense will be released as and when cluster land is sold and transferred to clients. All cluster project feasibilities with extended timelines for delays in finalisation of projects for reasons stated above, still remain

### profitable. Profit before tax

Profit before tax of R45.1m has been achieved during the year which is 13.6% below the forecast R52.2m.

# Industry overview

With a shortage of housing in South Africa, estimated to be at 3 million homes, comprising 2.4 million RDP and 600 000 affordable homes, coupled with government's commitment to discharging the constitutional obligation contained in Section 26 of the constitution, to provide homes for all South Africans, the prospects for the company are extremely exciting. By leveraging off a solid performance, Calgro is well positioned to unlock the opportunity and has in this regard formed a well tested working relationship in a private-public partnership with

Government has set aside R44bn for housing projects over the next four years and aims to  $\,$ deliver 250 000 houses a year. This, together with government's concept of "Breaking New Ground" which focuses on integrated housing, supports Calgro's business model. As part of the Financial Sector Charter, 2005, the major banks committed to the provision of R65bn, by 2012 for the GAP market, which further supports government's drive for the development of integrated housing. Integrated housing is the model for the future and Calgro has the proven ability to support this outcome

In the affordable market, the continued supply shortage supports strong demand, even with the prevailing macroeconomic environment. This market shows price elasticity as individuals continue to purchase homes as they become available. As interest rates rise, individuals purchase smaller homes relative to their income and affordability in light of interest rate

In the cluster market, Calgro expects the macroeconomic environment to continue to play a significant role. The impact will continue to be one of a slowdown for the next year in sales and declining prices. Calgro delivery

With the delivery on the PZR project and the new Fleurhoff and Midrand projects finalised, a solid pipeline in integrated housing for the next 7 to 10 years has been established. This coupled with the remedial actions in the cluster division to a strategic fit of 20% cluster and 80%integrated business model, will underpin the group's ability to deliver profits and sustainability of earnings growth

Management is confident that it has the capability and capacity to handle all its chosen projects particularly through the now proven roll out of the successful PZR model. In addition, management still retains over 51% of the shares in the company and this provides a powerful incentive for all of the team members to create wealth through earnings growth for all shareholders. Going forward management remains focused on growing shareholder earnings through the delivery of the group's strategy highlighted above.

The PZR project will complete during the 2009 year, according to expectations. Fleurhoff is also expected to contribute in the new year. This is expected to deliver positive growth in the business including the achievement of the forecast profits in terms of the prospectus.

Johannesburg 22 May 2008