

FOUR-YEAR FINANCIAL REVIEW

R'000	4-year com- pound growth %	2017	2016	2015	2014
STATEMENT OF COMPREHENSIVE INCOME					
Revenue		17 897 313	15 508 284	13 281 824	10 619 018
Turnover	19	17 268 475	15 061 293	12 910 594	10 320 999
Cost of sales	19	(13 059 154)	(11 534 533)	(9 917 018)	(7 845 447)
Gross profit	19	4 209 321	3 526 760	2 993 576	2 475 552
Other income	28	604 861	439 676	364 814	290 733
Other expenses	20	(3 679 386)	(3 059 758)	(2 681 942)	(2 155 396)
Transaction costs		(8 074)	-	-	-
Operating profit	23	1 126 722	906 678	676 448	610 889
Net finance costs	436	(225 240)	(89 151)	(19 064)	(1 464)
- Finance income		23 977	7 315	6 416	7 286
- Finance costs		(249 217)	(96 466)	(25 480)	(8 750)
Share of profit from associates	98	501	344	59	65
Profit before tax	14	901 983	817 871	657 443	609 490
Taxation	11	(246 871)	(242 116)	(187 552)	(182 096)
Total comprehensive income for the year, net of tax	15	655 112	575 755	469 891	427 394
Profitable attributable to:					
- Equity holders of the parent	14	612 346	512 775	433 654	408 593
- Non-controlling interest	32	42 766	62 980	36 237	18 801
Earnings per share					
- Basic	cents	75.0	212.0	239.2	231.5
- Diluted	cents	75.0	212.0	239.2	231.5

FOUR-YEAR FINANCIAL REVIEW CONTINUED

R'000	4-year com- pound growth %	2017	2016	2015	2014
STATEMENT OF FINANCIAL POSITION					
Assets					
Non-current assets					
		1 191 740	1 064 929	462 969	358 424
Property, plant and equipment	69	995 401	918 979	291 401	207 934
Intangible assets	17	40 310	35 253	31 406	25 457
Deferred tax	8	156 029	108 762	138 552	123 035
Investment in associates		-	1 935	1 610	1 998
Current assets					
		4 704 921	4 104 904	3 070 001	2 598 326
Inventory	19	3 233 911	2 806 572	2 334 035	1 925 327
Trade and other receivables	24	1 091 901	767 807	607 683	567 493
Loans receivables	70	72 270	198 672	62 958	14 724
Taxation receivables	(44)	12 141	58 644	38 373	67 446
Cash and cash equivalents	133	294 698	273 209	26 952	23 336
Total assets	26	5 896 661	5 169 833	3 532 970	2 956 750
EQUITY AND LIABILITIES					
Equity attributable to equity holders of parent of parent					
		1 106 902	722 566	1 218 194	941 512
Share capital	225	6 140 554	1 352 074	199 101	178 401
Common control reserve	(291)	(990 991)	(990 991)	161 982	143 282
Retained earnings	(287)	(4 042 661)	361 483	857 111	619 829
Non-controlling interests	(28)	23 581	117 117	83 346	63 578
Total equity		1 130 483	839 683	1 301 540	1 005 090
Non-current liabilities					
		1 522 378	822 551	248 296	196 449
Finance lease liability	496	622 907	651 679	2 207	2 938
Operating lease obligation	(3)	179 162	170 872	246 089	193 511
Loans payable		647 000	-	-	-
Contingent consideration		73 309	-	-	-
Current liabilities		3 243 800	3 507 599	1 983 134	1 755 211
Trade and other payables	30	2 641 215	1 754 293	1 305 040	1 194 493
Employee obligations	29	125 391	102 441	87 419	58 814
Deferred revenue	2	95 364	77 026	65 342	89 219
Contingent consideration		24 003	-	-	-
Finance lease obligation	(1)	2 390	2 541	2 467	2 453
Loans payable	(20)	173 659	27 026	32 150	345 096
Taxation payable	52	14 719	14 564	18 469	4 167
Bank overdraft	40	167 059	1 529 708	472 247	60 969
Total equity and liabilities	26	5 896 661	5 169 833	3 532 970	2 956 750

FOUR-YEAR FINANCIAL REVIEW CONTINUED

R'000	4-year com- pound growth %	2017	2016	2015	2014
STATEMENT OF CASH FLOWS					
Cash flow from operating activities	45	159 160	(668 312)	(234 976)	51 903
Cash inflow from trading operations		1 276 127	991 682	859 320	820 353
Movement in working capital		218 460	(326 868)	(702 697)	(104 939)
Finance income received		23 977	7 315	6 416	7 286
Finance costs paid		(201 997)	(66 327)	(25 480)	(8 750)
Taxation paid		(247 480)	(236 502)	(159 694)	(259 229)
Dividends paid		(909 927)	(1 037 612)	(212 841)	(402 818)
Cash flow from investing activities	4	(221 539)	(142 892)	(211 369)	(199 650)
Additions to property, plant and equipment and intangible assets					
- To maintain operations		(73 234)	(44 930)	(43 370)	(19 960)
- To expand operations		(148 225)	(179 721)	(168 574)	(70 099)
Proceeds on disposal of tangible and intangible assets		7 432	81 759	246	136
Decrease/ (Increase) in investments		-	-	329	(2 036)
Acquisition of subsidiary, net of cash acquired		(7 512)	-	-	(107 691)
Cash flow from financing activities	102	1 446 517	-	38 683	176 708
Shares issued		4 381 052	-	20 700	89 201
Shares issued in Dis-Chem (Distribution)		-	-	18 700	83 240
Capitalised share costs		(42 294)	-	-	-
Repurchase of shares		(3 631 052)	-	-	-
Loans received		800 000	-	-	-
Finance lease repayment		(351)	-	(717)	4 267
Acquisition of non-controlling interests		(60 838)	-	-	-
Net increase/(decrease) in cash and cash equivalents		1 384 138	(811 204)	(407 662)	28 961
Cash and cash equivalents at beginning of year		(1 256 499)	(445 295)	(37 633)	(66 594)
Cash and cash equivalents at end of year		127 639	(1 256 499)	(445 295)	(37 633)

FOUR-YEAR PERFORMANCE REVIEW

		4-year average	2017	2016	2015	2014
PERFORMANCE INDICATORS AND OTHER INFORMATION						
Like-for-like/ comparable retail turnover growth	%	10.3	9.1	8.5	10.6	13.0
Product inflation	%		6.5	4.8	5.0	
Gross profit margin	%	23.7	24.4	23.4	23.2	24.0
EBITDA margin	%	6.9	7.5	7.0	6.2	6.9
Operating margin	%	5.9	6.5	6.0	5.2	5.9
EPS	cps	189.4	75.0	212.0	239.2	231.5
Headline earnings	R'000	487 678	610 314	498 232	433 515	408 651
HEPS	cps	187.9	74.7	206.0	239.1	231.6
Inventory days	Days	83	84	81	78	90
Debtors days	Days	19	20	17	17	20
Creditors days	Days	53	61	48	46	56
Net working capital days	Days	49	43	50	49	54
Return on equity	%		66.9	52.8	40.2	
Number of stores (all with pharmacies)			108	98	84	73
Retail trading density	R'000/m ²		95.6	90.5	87.2	86.4
Total size of retail stores	m ²		163 699	150 055	133 124	115 659
Average size of retail stores	m ²		1 516	1 531	1 585	1 584
Employees	'000		14 136	11 990	10 207	8 792
		4-year com- pound growth %	2017	2016	2015	2014
SHARE PERFORMANCE						
Actual shares at year end *	('000)	68	859 274	794 446	181 818	180 000
WANOS	('000)	67	816 617	241 831	181 320	176 474
Share price at year end	cps		23.98	n/a	n/a	n/a
Net asset value per share (WANOS)	cps	(38)	138.43	347.22	717.81	569.54
Net asset value per share (actual shares at year-end)	cps	(38)	131.56	105.69	715.85	558.38

* after share split in September 2016