

SEGMENTAL ANALYSIS

for the year ended 31 August 2015

R'000	Retail (Note 33)		Distribution (Note 33)		Intragroup elimination		Total operations		
	2015	2014	2015	2014	2015	2014	2015	2014	
Statement of financial position									
Property, plant and equipment	1 003 172	916 616	218 486	218 391	–	–	1 221 658	1 135 007	
Intangible assets	382 898	359 985	12 727	11 638	–	–	395 625	371 623	
Goodwill	6 529	6 529	96 981	96 981	–	–	103 510	103 510	
Inventories	2 024 044	1 799 242	1 256 186	825 163	(30 316)	(10 209)	3 249 914	2 614 196	
Trade and other receivables	294 695	228 074	1 979 377	1 752 422	(402 456)	(372 837)	1 871 616	1 607 659	
Cash and cash equivalents	382 860	172 117	17 878	23 514	–	–	400 738	195 631	
Other assets	736 894	565 371	1 116 484	564 138	(1 540 501)	(964 878)	312 877	164 631	
Total assets	4 831 092	4 047 934	4 698 119	3 492 247	(1 973 273)	(1 347 924)	7 555 938	6 192 257	
Employee benefits – non-current	121 323	106 929	6 712	8 407	–	–	128 035	115 336	
Operating lease liability	180 468	168 347	–	–	–	–	180 468	168 347	
Trade and other payables	2 122 118	2 177 223	3 184 796	2 236 853	(408 800)	(372 815)	4 898 114	4 041 261	
Employee benefits – current	195 297	171 598	19 646	18 896	–	–	214 943	190 494	
Other liabilities	1 236 702	671 355	423 983	403 391	(1 539 114)	(964 900)	121 571	109 846	
Total liabilities	3 855 908	3 295 452	3 635 137	2 667 547	(1 947 914)	(1 337 715)	5 543 131	4 625 284	
Net assets	975 184	752 482	1 062 982	824 700	(25 359)	(10 209)	2 012 807	1 566 973	
Statement of comprehensive income									
Turnover	14 757 724	13 369 083	10 415 301	8 563 104	(3 102 933)	(2 782 663)	22 070 092	19 149 524	
Gross profit	4 360 383	3 961 682	177 613	165 061	(13 222)	(3 378)	4 524 774	4 123 365	
Other income	657 192	551 302	631 307	563 582	(78 417)	(66 605)	1 210 082	1 048 279	
Total income	5 017 575	4 512 984	808 920	728 643	(91 639)	(69 983)	5 734 856	5 171 644	
Expenses	(3 866 891)	(3 512 865)	(550 342)	(507 683)	78 416	66 605	(4 338 817)	(3 953 943)	
Operating profit	1 150 684	1 000 119	258 578	220 960	(13 223)	(3 378)	1 396 039	1 217 701	
Ratios									
Increase in turnover	(%)	10.4	8.8	21.6	11.1	11.5	13.2	15.3	9.2
Selling price inflation	(%)	4.0	3.4	4.2	3.0	–	–	4.0	3.2
Comparable stores turnover growth	(%)	7.5	6.3	–	–	–	–	7.5	6.3
Gross profit margin	(%)	29.5	29.6	1.7	1.9	–	–	20.5	21.5
Total income margin	(%)	34.0	33.8	7.8	8.5	–	–	26.0	27.0
Operating expenses as a percentage of turnover	(%)	26.2	26.3	5.3	5.9	–	–	19.7	20.6
Increase in operating expenses	(%)	10.1	10.1	8.4	10.3	–	–	9.7	10.1
Increase in operating profit	(%)	15.1	10.3	17.0	13.3	–	–	14.6	10.3
Operating profit margin	(%)	7.8	7.5	2.5	2.6	–	–	6.3	6.4
Inventory days		71	70	45	36	–	–	68	64
Trade debtor days		6	7	55	60	–	–	42	44
Trade creditor days		47	51	94	79	–	–	76	68
Number of stores		657	632	–	–	–	–	657	632
as at 31 August 2014/2013		632	607	–	–	–	–	632	607
opened		41	35	–	–	–	–	41	35
closed		(16)	(10)	–	–	–	–	(16)	(10)
Number of pharmacies		361	339	–	–	–	–	361	339
as at 31 August 2014/2013		339	331	–	–	–	–	339	331
new/converted		25	18	–	–	–	–	25	18
closed		(3)	(10)	–	–	–	–	(3)	(10)
Total leased area	(m ²)	342 846	327 582	–	–	–	–	342 846	327 582
Weighted retail trading area	(m ²)	265 547	251 730	–	–	–	–	265 547	251 730
Weighted annual sales per m ²	(R)	55 416	53 038	–	–	–	–	55 416	53 038
Number of permanent employees		8 084	8 089	574	536	–	–	8 658	8 625

The intragroup turnover elimination for the year comprises R3 060.8 million (2014: R2 765.0 million) of sales from Distribution to Retail and R42.1 million (2014: R17.7 million) of sales from Retail to Distribution.

Non-South African turnover represents less than 3% (2014: less than 3%) of group turnover.