# **AUDITED PRELIMINARY** RESULTS

FOR THE YEAR ENDED 30 JUNE 2014





EQSTRA HOLDINGS LIMITED 1998/011672/06 SHARE CODE:EQS ISIN:ZAE000117123

(113)

(21)

68

(2)

(19)

3

272

21

(2)

(146)

1 314

(4)

26

REVENUE INCREASED

9.8%

OPERATING PROFIT DECREASED

9.6% to R938 million

CASH GENERATED BY OPERATIONS BEFORE CHANGES IN WORKING CAPITAL INCREASED

HEADLINE EARNINGS PER SHARE DECREASED

ASSETS

Non-current assets

Deferred tax assets

Finance lease receivables

Taxation in advance Cash and cash equivalents

EQUITY AND LIABILITIES
Stated capital
Other reserves

Retained income

Other investments and loans

Leasing assets

Current assets

Total assets

Intangible assets Property, plant and equipment

Finance lease receivables Other investments, loans and derivatives<sup>(2)</sup>

Trade and other receivables and derivatives

Equity attributable to owners of the parent

Current liabilities
Current portion of interest-bearing borrowings<sup>(3)</sup>

Trade and other payables and derivatives

ntrolling interests

Interest-bearing borrowings

Deferred tax liabilities

Current tax liabilities

Total equity and liabilities

Summarised group statement of Financial Position

3.4% to R2 965 million

> **26.3%** to 76.7 cents

> > 30 June 2014

9 991

31 42

93

13 876

1 839

1 314

3 425

4 912

1 667

13 876

29

753

67 12 66

10 345

91 538

9 491

1 628

54

300

13 301

1 222

3 256

6 302

5 541

1 656

13 301

761

35

REVENUE-GENERATING ASSETS INCREASED

4.8% to R10 034 million

INTEREST-BEARING BORROWINGS INCREASED

Balance at 1 July 2012

Profit for the year

Total comprehensive income for the year

Other comprehensive income for the year, net of taxation

Net share-based payment expense

Devaluation of Lereko call option Dividends paid

Repurchase of ordinary shares

Deferred taxation effect on items recorded directly in

Balance at 30 June 2013 Total comprehensive income for the year

Net share-based payment reversal Vesting of share incentive scheme

Revaluation of Lereko call option

Profit for the year Other comprehensive income for the year, net of taxation

Summarised group statement of changes in equity

5.0% to R7 976 million

390

125

(113)

(3) 3 275

68

(21)

(150) 23

3 451

#### INTRODUCTION

Expra Notings Limited ("the group" or "Egitar") increased revenue for the year, although a number of material events (refe below) resulted in a 26.3% decrease in headline earnings per share.

During the financial year the Real Management and Lingstics, and industrial Equipment divisions demonstrated the past year being characteristed by lough economic conditions.

The Contract Mining and Plant Rental's revenue improved, but performance was disappointing manify as a result of three weeks for industry industrial action during August and September 2013, abnormally high rain fall daring February and March 2014, closure costs and general isowdown in mining and infrastructure activity in South Africa. The on-poing investments we have made in revenue-generaling assists in Real Management and Logistics. The groups profit after taxation was further negatively impacted by the impairment of Equats & Sis million investment in Protects Municipal March 2014, Closure costs and general south of the Vision of Contract Mining and Protect March 2014, Closure costs and protection of the Vision of the Vision of Contract Mining and Protection of Contract Mining and Protection of Contract Mining and Vision of Contract Mining and Vision of Contract Mining and Vision of Contract Mining Rental Africa of Mining Rental Mining American Africa of Mining and Vision of Contract Mining American Africa of Mining Africa of

- Net case value per share (next) asset grown and Investment in working capital.

  Net case value per share increase by 4,5% to 28.2 cents per share (2013. 791.4 cents per share).

  Nedline earnings per share (NES) decreased by 26.3% to 76.7 cents per share, mainty as a radisappointing operating per formance from Contract Mining and Plant Retail. The Protect hippairment in earnings per share (PS) decreasing further by 39.4% to 60.6 cents per share (2013. 100.0).

Industrial Equipment	30 June 2014 Rm	30 June 2013 Rm	% change
Revenue Operating profit Net finance costs Profit before taxation PBI margin Revenue-generating assets	3 037	2 708	12.1%
	311	258	20.5%
	(153)	(109)	40.4%
	153	145	5.5%
	5.0%	5.4%	(7.4%)
	2 286	1 949	17.3%

Fleet Management and Logistics	30 June 2014 Rm	30 June 2013 Rm	% change
Revenue	2 796	2 362	18.4%
Operating profit	366	311	17.7%
Net finance costs	(184)	(156)	17.9%
Profit before taxation	182	157	15.9%
PBT margin	6.5%	6.6%	(1.5%)
Revenue-generating assets	3 399	3 181	6.9%

The Field Management and Logitics division returned to normalized sentings after the closure of underperforming operations in 2013. In addition, we consolidated our product lines and have become increasingly selective about our customer base. We anticipate further efficiencies as a result of the implementation of our ERP system, now estimated for 2015. Until the implementation of the system, we will continue to carry excess overheads. During the year we achieved a 33% until increase in value-added products (GPS, managed maintenance, warrantios) and developed as successful supply chain partnership with a leading dealership group and the production of th

Contract Mining and Plant Rental	30 June 2014 Rm	30 June 2013 Rm	% change
Revenue	4 515	4 223	6.9%
Operating profit	239	473	(49.5%)
Net finance costs	(263)	(273)	(3.7%)
(Loss) profit before taxation	(24)	192	-
PBT margin	(0.5)	4.5%	-
Revenue-generating assets	4 383	4 517	(3.0%)

The division delivered a disappointing performance as it was materially affected by the unforeseen events as mentioned above. The combined impact of these events is estimated to be R225 million in a didtlion, Rio Into suppended operations at the Benga mine operations during December to March resulting in the loss of 59 production days for which fixed costs were compensated for. The operations at the site have normalised and are at full production.

alised and are at full production.

Andeperforming Molweiarns and Nicomati Nickel contracts ended at the end of January 2014 and June 2014

citively. Contracts under negotiations as at 31 December 2014 were successfully extended and additional

res secured on some contracts. The division also secured new contracts (Againang, Karowe and Rockwell)

tis the end of the financial year that has added divestication of commodity and geographic area.

## ncy rate to 0.21 (2013: 0.25).

The division improves us and sense and LONG-TERM DEET FUNDING Enterary dight maturity profile continues its long-term bias, which matches the long-term nature of asso

Easter's debt imaliturity profile confinees its long-term bias, which matches the long-term nature of associated capital equipment investments. 
Total interest-bearing borrowings increased by 5.0% to R7 976 million (2013 R7 597 million). Bits is line with the increased inverwence-generating assets linked to long-term contracts and increased investment in working capital. 
During the first half of the year the group raised R65 million through a five-year amortising bond and additional R00 million was raised through a three-year normal bond. Both bonds were based at 200 basis point above in revenue-generating assets and to repay bank term debt. We consider an amortising bond an ideal flurding instrument as if reduces refinancing isk and matches the cash flows defineed from the revenue-generating assets. 
The current portion of interest-bearing borrowings increased to R0 64 million (2013 R2 056 million) as the expensive R270 million (2015) bond and a G8491 million term faculty for the U/o perations now that due within 12 months. 
The UK doth was refinanced after year-end with a G865 million three-year facility, in addition Explara continues to

assets. In April 2014 S&P downgraded the long-term credit rating of Equita by one notch to za888+ based on their view that the group is exposed to the cyclical mining sector, which is exposed to commodity odality and labour urrest. The group completed with alb bank debt covenants and achieved an interest cover (£BIIDA) ratio of 50 times (2013: 5.3 times) and a capital adequacy ratio of 24.9% (2013: 24.6%). The board is staffied that the group has sufficient facilities in place to meet anticipated liquidity requirements.

DIVIDEND

Despite the group's published dividend policy, the board decided not to declare a dividend in order to position be group for future growth in Riest Management and Logistics and Industrial Equipment. The group will return to its stated dividend policy in the near term. The board considered the solvency and liquidity of the company and is satisfied that the company will remain solvent and fouch.

The board welcome with Liver Learning and Plant Rential division and executive director, resigned effective Or Corbor 2014. Mr WS Hill will take over executive responsibility of this division whist recruiting for a suitable candidate. The board thanks Mr Clarke for his contribution and wehers him well in his future endeavours.

EXCISECISI
Industrial Equipment anticipates the SA forkith market to remain challenging with the UK market expected to increase marginally. We aim to further balance our product portfolio and grow into sub-Sahara Africa and the UK, with a much storage basist of products in place. A healthy order book for long-term lessing and cash sales to the sales of t

or resuring our rock dispers. Retail anticipates global commodity prices to remain under gressus. The reposition Contract Mining and Plant Reserved from underperforming contracts and the initiative undersory to relocate plant retail business, into longer term leasing, will enhance our ability to perform portifiably through the common cycle. We will continue to participate in Southern African tender activity, but redeploying surpus equipment con longer through the contract of the contra

#### 1 September 2014

## Summarised group income statement

·-····- ,··	30 June 2014 Rm	30 June 2013 Rm
Continuing operations		
Revenue	9 978	9 089
Profit from operations before depreciation,		
amortisation and recoupments	3 004	2 870
Depreciation and amortisation	(2 067)	(1 836)
Recoupments	1	4
Operating profit	938	1 038
Foreign exchange gains	(1)	7
Net impairment of leasing assets	(2)	(16)
Impairment of investment	(63)	-
Profit before net finance costs	872	1 029
Net finance costs	(603)	(543)
Finance costs including fair value gains(5)	(628)	(582)
Finance income	25	39
Profit before taxation	269	486
Income tax expense	(18)	(78)
Profit for the year from continuing operations	251	408
Discontinued operations		
Loss from discontinued operations, including profit on sale of discontinued operations	_	(18)
Profit for the year	251	390
Attributable to:		
Owners of the parent	240	385
<ul> <li>Profit for the year from continuing operations</li> </ul>	240	403
<ul> <li>Loss for the year from discontinued operations</li> </ul>	-	(18)
Non-controlling interests	11	5
Profit for the year	251	390
	Cents	Cents
Earnings per share <sup>(7)</sup>		
Earnings per share from continuing operations		
- Basic and diluted earnings per share (cents)	60.6	100.0
Loss per share from discontinuing operations		
- Basic and diluted loss per share (cents)	_	(4.5)
()		( )

### SUMMARISED GROUP STATEMENT OF COMPREHENSIVE INCOME

to the years ended	30 June 2014 Rm	30 June 2013 Rm
Profit for the year	251	390
Total other comprehensive income for the year, net of taxation	68	125
Exchange differences on translation of foreign subsidiaries	60	87
Net fair value gain on cash flow hedges and other fair value reserves	8	38
Total comprehensive income for the year, net of taxation	319	515
Attributable to:		
Owners of the parent	308	510
- Profit for the year from continuing operations	308	528
- Loss for the year from discontinued operations	-	(18)
Non-controlling interests	11	5
	319	515

## Dividends paid Disposal of treasury shares Deferred taxation effect on items recorded directly in equity Balance at 30 June 2014 1 839

GROUP STATEMENT OF CASH FLOWS

,	30 June 2014 Rm	30 June 2013 Rm
Cash flows from operating activities		
Cash generated from operations before working capital		
movements	2 965	2 867
Working capital movements	457	292
Cash generated from operations	3 422	3 159
Interest received	25	39
Interest paid	(628)	(593)
Taxation paid	(27)	(60)
Net cash flows from operating activities	2 792	2 545
Cash flows from investing activities		
Acquisition of businesses	(16)	(28)
Gross capital expenditure	(3 137)	(2 893)
Proceeds on disposal of assets	7	58
Decrease in finance lease receivables	44	42
Increase in other investments and loans	(15)	-
Net cash flows from investing activities	(3 117)	(2 821)
Cash flows from financing activities		
Repurchase of ordinary shares	_	(113)
Decrease in derivative	64	-
Dividends paid	(150)	(115)
Net increase in interest-bearing borrowings	199	184
Net cash flows from financing activities	113	(44)
Net decrease in cash and cash equivalents	(212)	(320)
Effect of exchange rate translation on cash and cash equivalents	5	10
Cash and cash equivalents at beginning of year	300	610
Cash and cash equivalents at end of year	93	300

#### SUMMARISED STATEMENT OF CASH FLOWS FROM DISCONTINUED OPERATIONS Net cash flows from operating activities (111) Net cash flows from financing activities Cash and cash equivalents at end of year

#### Summarised group discontinued operation income statement

for the years ended		
,	30 June 2014 Rm	30 June 2013 Rm
Revenue	-	65
Operating loss	-	(3)
Foreign exchange gains	-	6
Profit before net finance costs	-	3
Net finance costs	_	(8)
Loss before taxation	-	(5)
Income tax expense	-	(13)
Loss for the year		(10)

The above discontinuing operations form part of the former Construction and Mining Equipment division The profit from discontinued operations, including profit on sale of discontinued operations comprises:

	30 June 2014 Rm	30 June 2013 Rm
oss from discontinued operations (refer above)	-	(18)
Profit on disposal of discontinued operation, net of taxation	-	_
	-	(18)

	Gro	up	Industrial E	quipment	Fleet Manag Logi:	gement and stics	Contract N Plant F	Nining and Rental	Corporate Of Eliminat	fice and ons
	30 June 2014 Rm	30 June 2013 Rm	30 June 2014 Rm	30 June 2013 Rm						
BUSINESS SEGMENTATION										
ASSETS										
Intangible assets	167	91	6	-	119	58	39	30	3	3
Property, plant and equipment	519	538	183	164	94	94	157	164	85	116
Leasing assets	9 991	9 491	2 286	1 949	3 356	3 094	4 383	4 517	(34)	(69)
Finance lease receivables	43	87	_	_	43	87	-	-	_	-
Other investments and loans	108	104	_	_	12	_	50	1	46	103
Inventories	1 117	945	917	772	55	71	145	102	_	_
Trade and other receivables and derivatives	1 752	1 681	501	460	389	246	820	875	42	100
Operating assets	13 697	12 937	3 893	3 345	4 068	3 650	5 594	5 689	142	253
Deferred tax assets	67	35								
Taxation in advance	19	29								
Cash and cash equivalents	93	300								
Total assets	13 876	13 301								
LIABILITIES										
Trade and other payables and derivatives	1 667	1 656	527	535	490	400	592	622	58	99
Interest-bearing borrowings	7 976	7 597	2 426	1 948	2 463	2 186	3 300	3 312	(213)	151
Operating liabilities	9 643	9 253	2 953	2 483	2 953	2 586	3 892	3 934	(155)	250
Deferred tax liabilities	753	761								
Current tax liabilities	29	12								
Total liabilities	10 425	10 026								
GEOGRAPHIC SEGMENTATION										
Operating assets	13 697	12 937	3 893	3 345	4 068	3 650	5 594	5 689	142	253
- South Africa	10 586	10 287	2 784	2 550	3 687	3 419	3 973	4 065	142	253
- Rest of world	3 111	2 650	1 109	795	381	231	1 621	1 624	_	-
Trade and other payables and derivatives	1 667	1 656	527	535	490	400	592	622	58	99
- South Africa	1 327	1 425	409	460	424	364	436	502	58	99
- Rest of world	340	231	118	75	66	36	156	120	_	-
Interest-bearing borrowings	7 976	7 597	2 426	1 948	2 463	2 186	3 300	3 312	(213)	151
- South Africa	6 280	6 017	1 670	1 391	2 192	2 034	2 631	2 441	(213)	151
- Rest of world	1 696	1 580	756	557	271	152	669	871		-
Net capital expenditure	3 130	2 835	856	850	1 517	1 279	752	702	5	4
- South Africa	2 717	2 472	630	699	1 358	1 221	724	548	5	4
- Rest of world	413	363	226	151	159	58	28	154	_	-

#### SEGMENTAL INFORMATION - SUMMARISED GROUP INCOME STATEMENTS

for the years ended										
	Gro	up	Industrial I	Equipment	Fleet Manag Logi:	gement and stics	Contract N Plant R		Corporate C Elimina	
	30 June 2014 Rm	30 June 2013 Rm	30 June 2014 Rm	30 June 2013 Rm						
BUSINESS SEGMENTATION										
Revenue										
- Sales of goods	2 275	2 088	1 538	1 533	654	443	83	112	-	-
- Rendering of services, leasing income and other	7 703	7 001	1 249	1 111	2 022	1 779	4 432	4 111	-	-
	9 978	9 089	2 787	2 644	2 676	2 222	4 515	4 223	-	-
Inter-segment revenue	-	-	250	64	120	140	-	-	(370)	(204)
	9 978	9 089	3 037	2 708	2 796	2 362	4 515	4 223	(370)	(204)
Net operating expenses	(6 974)	(6 219)	(2 252)	(2 068)	(1 691)	(1 385)	(3 403)	(2 956)	372	190
Depreciation and amortisation	(2 067)	(1 836)	(474)	(382)	(739)	(673)	(873)	(794)	19	13
Recoupments	1	4	-	-	-	7	-	-	1	(3)
Operating profit (loss)	938	1 038	311	258	366	311	239	473	22	(4)
Foreign exchange (losses) gains	(1)	7	(5)	(4)	-	-	2	10	2	1
Net (impairment) reversal of leasing assets	(2)	(16)	-	-	-	2	(2)	(18)	-	-
Impairment of investment	(63)	-	-	-	-	-	-	-	(63)	
Profit (loss) before net finance costs	872	1 029	306	254	366	313	239	465	(39)	(3)
Net finance costs	(603)	(543)	(153)	(109)	(184)	(156)	(263)	(273)	(3)	(5)
Finance costs including fair value gains	(628)	(582)	(155)	(112)	(208)	(193)	(265)	(273)	-	(4)
Finance income	25	39	2	3	24	37	2	-	(3)	(1)
Profit (loss) before taxation	269	486	153	145	182	157	(24)	192	(42)	(8)
Income tax (expense) income	(18)	(78)	(20)	(20)	(51)	(35)	58	(24)	(5)	11
Profit (loss) for the year	251	408	133	125	131	122	34	168	(47)	(7)
GEOGRAPHIC SEGMENTATION										
Revenue	9 978	9 089	3 037	2 708	2 796	2 362	4 515	4 223	(370)	(204)
- South Africa	7 999	7 537	2 280	2 209	2 599	2 168	3 490	3 364	(370)	(204)
- Rest of world	1 979	1 552	757	499	197	194	1 025	859	-	-
Operating profit (loss)	938	1 038	311	258	366	311	239	473	22	(4)
- South Africa	589	827	256	235	333	284	(22)	312	22	(4)
- Rest of world	349	211	55	23	33	27	261	161	-	-
Net finance costs	603	543	153	109	184	156	263	273	3	5
- South Africa	520	468	134	96	172	146	211	221	3	5
- Rest of world	83	75	19	13	12	10	52	52	-	-

#### NOTES

(1) Basis of preparetion

(1) Basis of preparetion

These summarised preliminary group financial statements have been prepared in necessary to the prepared in the preparetion of the pr

	and improvements project amendments did not have a r	natenai impaci	on the group
		30 June 2014	30 June 2013
		Rm	Rm
(2)	Other investments, loans and derivatives		
	- Listed, at market value	1	64
	- Unlisted, at fair value or directors' valuation	16	40
	- Other loans	49	-
	- Derivative financial asset	-	53
		66	157

The 32:59% investment in Protech Khethele Holdings Limited is fully impaired as at 30 June 2014 (2013 Investment value: R63 million).

(3) Current portion of Interest-bearing borrowings
The current portion of Interest-bearing borrowings includes R823 million (2013: R900 million) commercial paper that is supported by a R1 000 million standby liquidity facility that has an 13-month rolling notice period. It also includes R754 million UK debt that was extended for three years after year-end.

	30 June 2014 Rm	30 June 2013 Rm
4) Capital commitments and contingencies	2 835	2 086
- Contracted	530	501
- Authorised by directors but not contracted	2 305	1 585
Contingent liabilities	-	-
Guarantees	18	55

The capital commitments are substantially for the acquisition and replacement of leasing assets. Expenditure will be financed out of cash generated from operations, proceeds on disposals and existing banking facilities.

	30 June 2014 Rm	30 June 2013 Rm
5) Finance costs including fair value gains		
Net interest expense	627	585
Fair value gains on borrowings and interest swaps (unrealised)	1	(3)
	428	582

	Cents	Cents
Net asset value per share attributable to owners of		
the parent	826.8	791.4
7) Headline earnings per share		
Headline earnings per share - continuing operations(	8)	
<ul> <li>Basic and diluted earnings per share (cents)</li> <li>Headline earnings per share - discontinued operation</li> </ul>	<b>76.7</b>	104.0
- Basic and diluted loss per share (cents)	-	(4.5
Reconciliation of continuing earnings per share		
Basic and diluted earnings per share	60.6	100.0
Profit on sale of property, plant and equipment and leasing equipment	(0.3)	(1.0
Impairment of investment	15.9	-
Net impairment of leasing assets	0.5	4.7
Taxation effect	-	0.3
Headline earnings per share	76.7	104.0
	Million	Million
(8) Weighted average number of shares in issue for the y	/ear	
Number of ordinary shares		
– in issue	411.4	394.2
- opening shares net of treasury shares	394.2	411.4
- disposal of treasury shares	2.1	-
- repurchase of ordinary shares	_	(8.5
Weighted average number of ordinary shares in issue during the year	396.3	402.9
<ul> <li>dilutionary effect</li> </ul>	_	-
		402.9

Diluted weighted average number of ordinary shares 3%.3. 402.9. The auditors. Deloitte & Touche, have issued their unmodified opinion on the group's annual financial statements for the year ended 30 June 2014. The audit was conducted in accordance with international Standards on Auditing. A copy of the auditors report together with a copy of the audited group financial statements are available for inspection at the company's registered office. These summarised preliminary group financial statements have been derived from the group's annual financial statements and are constreint in all material respects with the group's annual financial statements and are constreint in all material respects with the group's annual financial statements or any and a constreint in the substance of the statement in the substance of the substance of

# NAME AND REGISTRATION NUMBER EQSTRA HOLDINGS LIMITED 1998/07116/2706 JSE codes: EOS: EOS01: EOS02: EOS04: EOS05: EOS06: EOS05: EOS084: EOS09 ISIN: ZAE000117123

## REGISTERED OFFICE AND BUSINESS ADDRESS

#### NON-EXECUTIVE DIRECTORS

(\*Independent), (\*Appointed 22 November 2013) (a division of FirstRand Bank Limited)

# EXECUTIVE DIRECTORS

COMPANY SECRETARY

#### TRANSFER SECRETARIES

Computershare Investor Services Proprietary Limited 70 Marshall Street, Johannesburg, 2001 PO Box 61051, Marshalltown, 2107

#### SPONSOR

















