

Pro forma system-wide turnover analysis

for the year ended 30 June 2018

(Rand millions unless otherwise stated)

	% increase	Pro forma year ended 30 June 2018	Audited year to 30 June 2017
Group owned stores and entities turnover	7	3 925	3 670
Franchise owned stores turnover	3	2 615	2 540
System-wide turnover	5	6 540	6 210

Pro forma condensed Group statement of comprehensive income

for the year ended 30 June 2018

(Rand millions unless otherwise stated)

	% increase	Pro forma year ended 30 June 2018	Audited year to 30 June 2017
Turnover	7	3 925	3 670
Cost of sales		(2 324)	(2 182)
Gross profit	8	1 601	1 488
Other operating income		382	392
Operating expenses		(860)	(832)
Profit on sale of property, plant and equipment		*	15
Trading profit	6	1 123	1 063
Finance income		48	32
Finance costs		(2)	(1)
Profit from associates – after tax		109	96
Profit before taxation	7	1 278	1 190
Taxation		(328)	(310)
Profit for the year	8	950	880
Profit attributable to:			
– Equity shareholders		911	845
– Non-controlling interests		39	35
	8	950	880
Earnings per share:			
– Weighted average number of shares (millions)		939	936
– Earnings per share (cents)	8	97,0	89,7
– Headline earnings per share (cents)	14	97,0	85,1

* Less than R1 million.

The pro forma system-wide turnover analysis and condensed Group statement of comprehensive income have been prepared in order to demonstrate the financial performance of the Group had the purchase of Ceramic Industries Proprietary Limited not taken place during the year ended 30 June 2018. This information has not been reviewed or reported on by the Group's auditors.

Pro forma condensed manufacturing companies statement of comprehensive income

for the 12 months ended 30 June 2018

(Rand millions unless otherwise stated)

	% increase	Pro forma 12 months to 31 June 2018	Audited year to 30 June 2017
Turnover	10	3 957	3 584
Cost of sales		(2 884)	(2 620)
Gross profit	11	1 073	964
Other operating income		21	24
Operating expenses		(481)	(423)
Profit on sale of property, plant and equipment		*	*
Trading profit	8	613	565
Finance income		29	29
Finance costs		*	*
Profit before taxation	8	642	594
Taxation		(144)	(167)
Profit for the year	17	498	427

* Less than R1 million.

The pro forma manufacturing companies statement of comprehensive income has been prepared in order to demonstrate the aggregated financial performance of the Ceramic Industries and Ezee Tile groups for the financial years ended 30 June 2017 and 2018. This information has not been reviewed or reported on by the Group's auditors.