SEGMENTAL REPORT
for the year ended 30 June 2023

(Rand millions unless otherwise stated)

Reviewed year to 30 June 2023	**Retail**	**Manufacturing***
Turnover	**5 396**	**5 316**
– From external customers*	**5 393**	**3 300**
– Intersegment	**3**	**2 016**
Turnover from franchise stores**	**2 366**	**–**
Achieved gross margin	**1 948**	**1 405**
Manpower costs	**(336)**	**(586)**
Depreciation	**(81)**	**(260)**
Impairment of property, plant and equipment	**–**	**–**
Profit on sale of property, plant and equipment	**1**	**1**
Trading profit	**553**	**771**
Finance income	**14**	**22**
Finance costs	**(5)**	**(9)**
Income from associates	**–**	**–**
Profit before taxation	**562**	**784**

* *Turnover from external customers includes sales to franchise stores.*
** *Franchise stores are not controlled by the Group.*
# *Less than R1 million.*
Includes franchise income of R60 million disclosed in note 6.
Includes royalty income of R144 million disclosed in note 6.

(Rand millions unless otherwise stated)

Audited year to 30 June 2022	Retail	Manufacturing*
Turnover	5 349	5 128
– From external customers*	5 349	3 052
– Intersegment	–	2 076
Turnover from franchise stores**	2 364	–
Achieved gross margin	1 957	1 565
Manpower costs***	(331)	(597)
Depreciation	(81)	(231)
Impairment of property, plant and equipment	(2)	–
Profit on sale of property, plant and equipment	1	#
Trading profit	570	1 052
Finance income	6	18
Finance costs	(1)	(1)
Income from associates	–	–
Profit before taxation	575	1 069

* *Turnover from external customers includes sales to franchise stores.*
** *Franchise stores are not controlled by the Group.*
*** *The 2022 Segmental report has been amended to separately disclose the manpower costs which contribute a significant portion of the operating expenses.*
# *Less than R1 million.*
Includes franchise income of R61 million disclosed in note 6.
Includes royalty income of R153 million disclosed in note 6.

Supply and Support Services*	Franchising	Properties	Associates	Consolidation	Total
2 447	**–**	**–**	**–**	**(4 023)**	**9 136**
443	**–**	**–**	**–**	**–**	**9 136**
2 004	**–**	**–**	**–**	**(4 023)**	**–**
–	**–**	**–**	**–**	**(2 366)**	**–**
283	**#**	**–**	**–**	**263**	**3 899**
(225)	**(12)**	**(8)**	**–**	**–**	**(1 167)**
(30)	**(3)**	**(98)**	**–**	**–**	**(472)**
–	**–**	**–**	**–**	**–**	**–**
2	**#**	**#**	**–**	**–**	**5**
252##	**356###**	**386**	**–**	**–**	**2 318**
52	**–**	**33**	**–**	**(56)**	**65**
(35)	**#**	**(89)**	**–**	**56**	**(82)**
–	**–**	**–**	**9**	**–**	**9**
269	**356**	**330**	**9**	**–**	**2 310**

Supply and Support Services*	Franchising	Properties	Associates	Consolidation	Total
2 548	–	–	–	(4 044)	8 981
580	–	–	–	–	8 981
1 968	–	–	–	(4 044)	–
–	–	–	–	(2 364)	–
300	–	–	–	245	4 067
(223)	(4)	(5)	–	–	(1 160)
(21)	#	(105)	–	–	(438)
–	–	–	–	–	(2)
#	#	#	–	–	1
391##	331###	391	–	(18)	2 717
28	#	13	–	(26)	39
(20)	#	(67)	–	26	(63)
–	–	–	7	–	7
399	331	337	7	(18)	2 700