



*Ten-Year
Review,
Ratios, Share
Statistics and
Definitions*
2014

TRUWORTHS
INTERNATIONAL

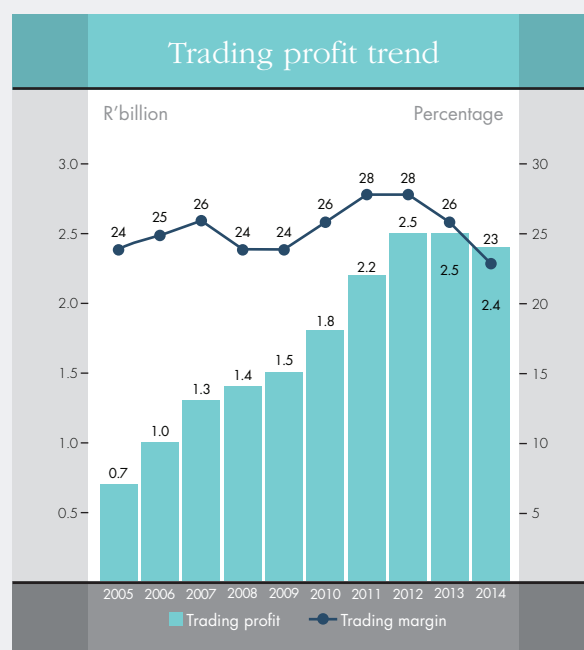
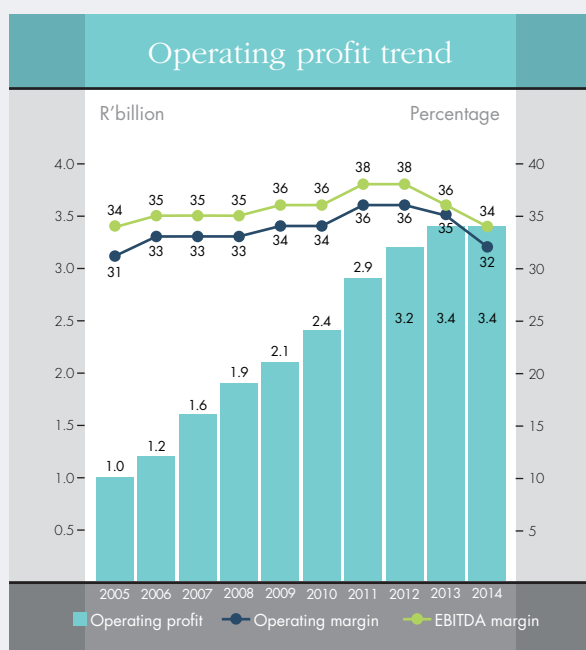
Ten-year Review

Period	10-year compound growth %	2014	2013
Number of weeks		52 Rm	52 Rm

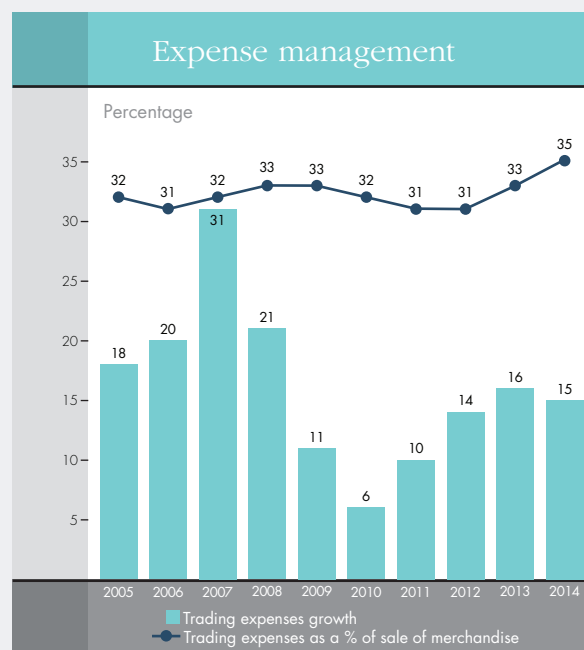
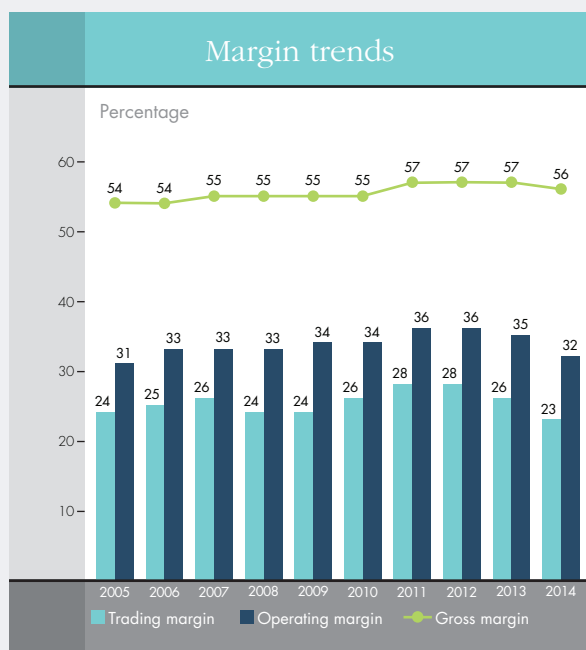
Statements of comprehensive income

Sale of merchandise	14	10 458	9 765
Cost of sales	14	(4 617)	(4 241)
Gross profit	15	5 841	5 524
Other income*		235	226
Trading expenses	16	(3 668)	(3 202)
Depreciation and amortisation	10	(184)	(160)
Employment costs	11	(1 024)	(986)
Occupancy costs	17	(954)	(843)
Trade receivable costs	27	(916)	(739)
Other operating costs	16	(590)	(474)
Trading profit	15	2 408	2 548
Interest received	20	917	814
Dividends received		32	4
Profit before tax	16	3 357	3 366
Tax expense		(951)	(958)
Profit for the period	17	2 406	2 408
Minority interest		-	-
Profit for the period fully attributable to shareholders of the company	17	2 406	2 408

* Other income has been separately disclosed from 2005.



2012	2011	2010	2009	2008	2007	2006	2005
53	52	52	52	53	52	52	52
Rm	Rm	Rm	Rm	Rm	Rm	Rm	Rm
8 830	7 858	6 937	6 247	5 651	4 858	3 816	3 115
(3 820)	(3 403)	(3 098)	(2 817)	(2 568)	(2 166)	(1 765)	(1 443)
5 010	4 455	3 839	3 430	3 083	2 692	2 051	1 672
208	189	162	153	146	123	81	58
(2 759)	(2 421)	(2 201)	(2 083)	(1 874)	(1 543)	(1 178)	(985)
(138)	(129)	(121)	(109)	(96)	(82)	(74)	(65)
(890)	(828)	(759)	(672)	(600)	(539)	(442)	(384)
(746)	(652)	(582)	(496)	(415)	(361)	(272)	(232)
(533)	(390)	(385)	(432)	(464)	(280)	(156)	(107)
(452)	(422)	(354)	(374)	(299)	(281)	(234)	(197)
2 459	2 223	1 800	1 500	1 355	1 272	954	745
728	637	560	614	525	345	290	234
3	-	-	-	-	-	-	-
3 190	2 860	2 360	2 114	1 880	1 617	1 244	979
(965)	(917)	(756)	(680)	(596)	(527)	(420)	(328)
2 225	1 943	1 604	1 434	1 284	1 090	824	651
-	-	-	-	(7)	(10)	(1)	(3)
2 225	1 943	1 604	1 434	1 277	1 080	823	648



Ten-year Review (continued)

Period		10-year compound growth %	2014 52 Rm	2013 52 Rm
Number of weeks				
Statements of financial position				
Assets				
Non-current assets	12		1 360	1 280
Current assets [#]	15		6 716	5 991
Total assets	14		8 076	7 271
Equity and liabilities				
Attributable to shareholders of the company			6 642	6 224
Minority interest			–	–
Total equity	16		6 642	6 224
Non-current liabilities			88	96
Current liabilities			1 346	951
Total equity and liabilities			8 076	7 271
[#] Included in current assets:				
Cash and cash equivalents	13		1 588	1 325
Trade and other receivables	16		4 182	3 766
Inventories	16		863	787
Statements of cash flows				
Cash flows from trading and cash EBITDA*	15		2 682	2 720
Working capital movements			(105)	(352)
Cash generated from operations	17		2 577	2 368
Net interest received			917	814
Dividends received			32	4
Tax paid			(984)	(988)
Cash inflow from operations	18		2 542	2 198
Dividends paid	23		(1 566)	(1 526)
Net cash from operating activities			976	672
Net cash used in investing activities**			(267)	(242)
Net cash (used in)/from financing activities***			(446)	(664)
Net (decrease)/increase in cash and cash equivalents			263	(234)
Net increase/(decrease) in cash and cash equivalents for the period			263	(234)
* Earnings before interest received, tax, depreciation and amortisation				
** Included in net cash used in investing activities:				
Acquisition of property, plant, equipment and computer software to maintain or expand operations			(289)	(270)
Net investments in subsidiaries (exclude minority interest loans acquired)			–	–
*** Included in net cash (used in)/from financing activities:				
Shares repurchased by subsidiaries			(490)	(691)

2012	2011	2010	2009	2008	2007	2006	2005
53	52	52	52	53	52	52	52
Rm	Rm	Rm	Rm	Rm	Rm	Rm	Rm

1 197	1 093	997	927	848	755	574	499
5 720	5 131	4 412	3 579	3 055	2 582	2 060	2 119
6 917	6 224	5 409	4 506	3 903	3 337	2 634	2 618

5 986	5 046	4 371	3 551	2 920	2 394	1 908	1 823
-	-	-	-	-	10	-	13
5 986	5 046	4 371	3 551	2 920	2 404	1 908	1 836
95	84	97	94	85	97	87	99
836	1 094	941	861	898	836	639	683
6 917	6 224	5 409	4 506	3 903	3 337	2 634	2 618

1 560	1 489	1 318	767	533	216	219	606
3 421	3 033	2 561	2 281	2 077	1 962	1 519	1 201
670	530	450	463	397	353	290	260

2 653	2 411	1 934	1 661	1 474	1 389	1 050	820
(802)	(425)	(216)	(246)	(104)	(372)	(274)	(233)
1 851	1 986	1 718	1 415	1 370	1 017	776	587
728	637	560	614	525	345	288	232
3	-	-	-	-	-	-	-
(964)	(895)	(711)	(777)	(595)	(549)	(563)	(261)
1 618	1 728	1 567	1 252	1 300	813	501	558
(1 281)	(968)	(785)	(683)	(575)	(456)	(362)	(266)
337	760	782	569	725	357	139	292
(229)	(275)	(211)	(191)	(239)	(210)	(144)	(77)
(37)	(314)	(20)	(144)	(169)	(150)	(382)	(36)
71	171	551	234	317	(3)	(387)	179
71	171	551	234	317	(3)	(387)	179

(226)	(186)	(216)	(198)	(166)	(156)	(107)	(102)
-	-	-	-	(35)	(29)	(26)	-
(83)	(394)	(34)	(159)	(183)	(167)	(398)	(55)

Share Statistics

Period		10-year compound growth %	2014	2013
Number of weeks			52	52
Performance on JSE				
Traded share prices				
period-end	(cents per share)		7 490	8 695
high	(cents per share)		10 033	11 736
low	(cents per share)		6 486	7 456
weighted average	(cents per share)		8 025	9 384
Price earnings ratio			13	15
Share price index	(1998: 400 = 100)		1 873	2 174
JSE General Retailers Index	(1998: 9 551 = 100)		674	629
Period-end share price/net asset value per share	(times)		5	6
Number of shares in issue	(000's)		422 639	463 806
Number of shares in issue adjusted for treasury shares	(000's)		413 774	417 765
Weighted average number of shares	(000's)		417 757	421 905
Volume of shares traded	(000's)		427 737	473 345
Number of transactions			532 998	443 184
Volume traded as a % of number of shares in issue	(%)		101	102
Value of shares traded	(Rm)		34 327	44 421
Market capitalisation (excluding treasury shares)	(Rm)		30 992	36 325
Market capitalisation (including treasury shares)	(Rm)		31 656	40 328
Foreign ownership	(%)		66	61
Share performance				
Basic earnings	(cents per share)	18	575.9	570.8
Headline earnings	(cents per share)	18	576.8	570.8
Headline earnings growth	(%)		1	8
Cash flow	(cents per share)		608	521
Cash equivalent earnings	(cents per share)		635	605
Net asset value	(cents per share)	17	1 605	1 489
Dividends declared	(cents per share)	23	385	362
Dividends declared growth	(%)		6	11
Dividend yield	(%)		5	4
Cumulative shares repurchased*	(Rm)		2 929	2 439
Cumulative shares repurchased*	(000's)		95 041	88 842
Shareholders' return	(%)		(9)	1

* Includes shares previously repurchased and cancelled: 44 million (cost of R1.9 billion) in 2014, 36 million (cost of R275 million) in 2007 and 7 million (cost of R200 million) in 2006.

2012 53	2011 52	2010 52	2009 52	2008 53	2007 52	2006 52	2005 52
8 952	6 833	5 575	3 690	2 190	3 600	2 055	1 740
9 290	7 700	5 827	4 100	3 950	4 499	2 949	1 880
6 394	5 240	3 600	2 112	2 060	1 925	1 700	1 000
7 749	6 648	4 499	3 198	2 931	3 001	2 421	1 505
17	15	15	11	7	14	11	12
2 238	1 708	1 394	923	548	900	514	435
598	417	349	232	197	343	235	207
6	6	5	4	3	6	5	4
461 810	459 999	456 109	454 956	452 995	450 773	482 915	487 241
423 967	423 352	425 258	424 909	428 342	433 464	433 891	447 498
422 754	426 289	424 737	425 284	431 974	434 532	441 582	447 561
324 298	415 975	598 359	635 477	692 403	551 772	398 943	236 232
351 902	362 525	274 862	203 023	120 507	87 632	45 211	21 950
70	90	131	140	153	122	83	49
25 130	27 653	26 922	20 321	20 293	16 557	9 658	3 555
37 954	28 928	23 708	15 679	9 381	15 605	8 916	7 786
41 341	31 432	25 428	16 788	9 921	16 228	9 924	8 478
65	64	60	48	49	50	35	17
526.3	455.8	377.7	337.2	295.6	248.6	186.4	144.8
526.7	456.0	377.9	337.6	295.6	248.6	186.4	144.8
16	21	12	14	19	33	29	32
383	405	369	294	301	187	114	125
566	499	412	378	314	268	202	152
1 411	1 192	1 028	836	682	555	440	407
326	262	200	171	144	120	89	69
24	31	17	19	20	35	29	44
4	4	4	5	7	3	4	4
1 748	1 665	1 271	1 237	1 079	895	728	330
81 258	80 062	74 266	73 462	68 067	60 723	56 223	39 743
36	27	57	76	(35)	81	23	79

Ratios

Period			10-year compound growth % or 10-year average Av.	2014	2013
Number of weeks				52	52
Returns					
Return on equity	(%)	Av.	42	37	39
Return on capital	(%)	Av.	62	52	55
Return on assets	(%)	Av.	45	42	46
Asset reinvestment rate*	(: 1)	Av.	1.6	1.5	1.5
Return on invested capital (ROIC)	(%)	Av.	27	23	25
Weighted average cost of capital (WACC)	(%)	Av.	13	14	13
ROIC divided by WACC	(times)	Av.	2.0	1.6	1.9
Productivity					
Sale of merchandise per store**	(R'000)	%	6	16 706	16 523
Sales trading density*	(Rm ²)	%	5	34 586	35 656
Net asset turn	(times)	Av.	1.7	1.6	1.6
Gross margin	(%)	Av.	55	56	57
Trading margin	(%)	Av.	25	23	26
Operating margin	(%)	Av.	34	32	35
EBITDA margin	(%)	Av.	36	34	36
Inventory turn	(times)	Av.	6.0	5.3	5.4
Asset turnover	(times)	Av.	1.4	1.3	1.3
Solvency and liquidity					
Net cash to total equity	(%)	Av.	22	24	21
Total liabilities to total equity	(%)	Av.	28	22	17
Current ratio	(: 1)	Av.	4.5	5.0	6.3
Dividend cover	(times)			1.50	1.58
Annual growth					
Sale of merchandise	(%)			7	11
Trading profit	(%)			(5)	4
Profit before finance costs, discontinued operations and tax	(%)			0	6
Profit before tax	(%)			0	6
Profit for the period (excluding minority interest)	(%)			0	8

* Excluding Head Office (No. 1 Mostert Street) and its related depreciation.

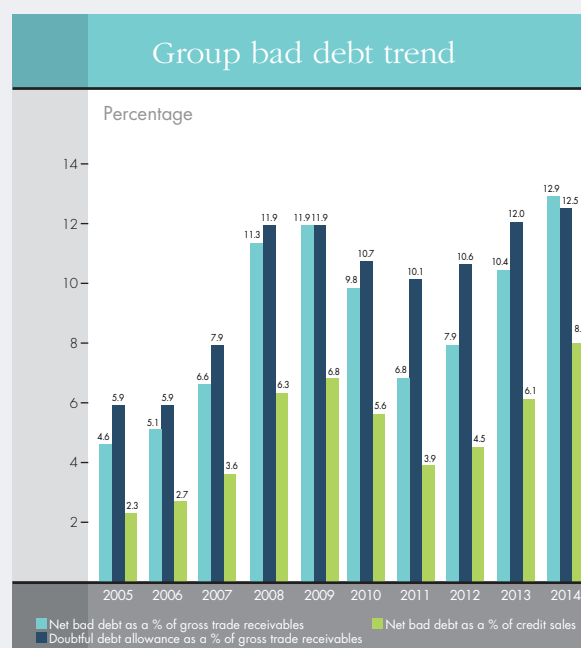
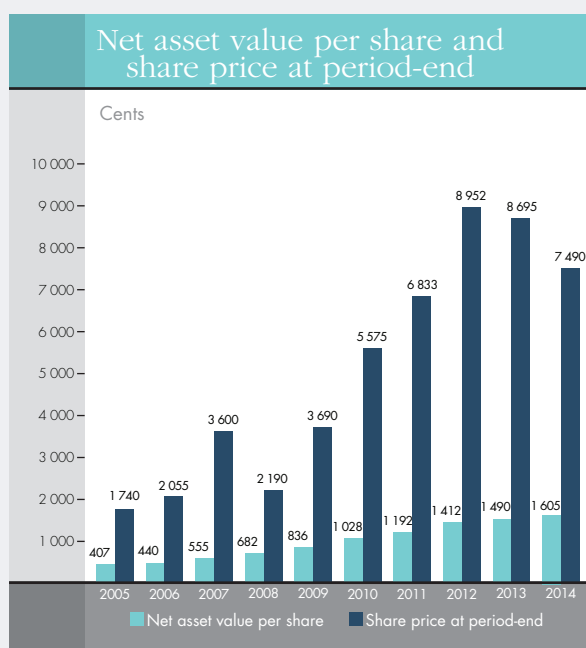
** Excludes YDE stores and sale of merchandise made by YDE to customers as these sales are on behalf of the designers. YDE earns commission which is reported in the Group's revenue and is classified as other income.

2012	2011	2010	2009	2008	2007	2006	2005
53	52	52	52	53	52	52	52
40	41	40	44	48	50	44	39
58	61	60	65	71	75	66	59
46	46	44	47	48	48	47	37
1.5	1.3	1.8	1.9	1.8	2.0	1.5	1.6
26	28	27	27	31	28	27	26
13	13	13	13	16	13	13	13
2.0	2.2	2.1	2.1	1.9	2.2	2.1	2.0
15 881	14 498	13 340	12 444	12 727	11 678	10 997	9 889
34 849	32 979	30 462	29 307	29 965	28 802	24 719	22 335
1.5	1.6	1.6	1.8	1.9	2.0	2.0	1.7
57	57	55	55	55	55	54	54
28	28	26	24	24	26	25	24
36	36	34	34	33	33	33	31
38	38	36	36	35	35	35	34
5.7	6.4	6.9	6.1	6.5	6.1	6.1	5.6
1.3	1.3	1.3	1.4	1.5	1.5	1.5	1.2
26	30	30	22	18	9	11	33
16	23	24	27	34	39	38	43
6.8	4.7	4.7	4.2	3.4	3.1	3.2	3.1
1.62	1.74	1.89	1.97	2.05	2.07	2.09	2.10
12	13	11	11	16	27	23	15
11	24	20	11	7	33	28	25
12	21	12	12	16	30	27	31
12	21	12	12	16	30	27	29
15	21	12	12	18	31	27	25

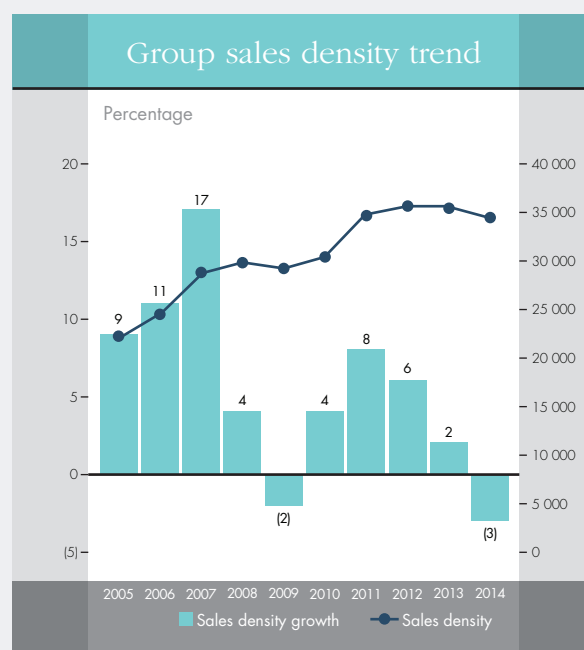
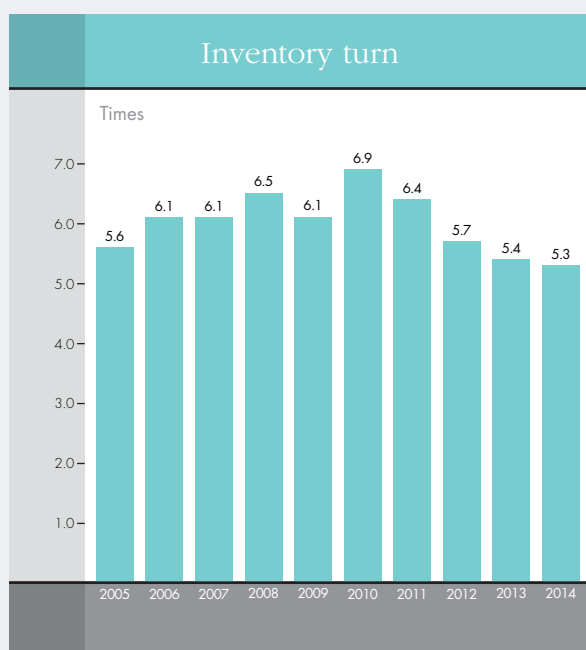
Ratios (continued)

Period				10-year compound growth % or 10-year average Av.	2014	2013
Number of weeks					52	52
Trade receivable statistics						
Number of active accounts	(000's)				2 586	2 554
Overdue values as a % of gross trade receivables	(%)	Av.	14		14	15
Net bad debts as a % of credit sale of merchandise	(%)	Av.	5		8.0	6.1
Credit:cash sales ratio*	(%)				71:29	72:28
Net bad debts as a % of gross trade receivables	(%)	Av.	9		12.9	10.4
Doubtful debt allowance as a % of gross trade receivables	(%)	Av.	10		12.5	12.0
Cost of credit: surplus/(cost)	(Rm)				(195)	(92)
Operating statistics						
Total number of Group stores excluding franchisees					641	604
Total number of franchise stores					5	5
Total number of corporate stores in the rest of Africa					38	40
Total number of YDE stores					20	18
Total trading area, excluding franchisees and YDE	(m ²)	(%)	9		317 463	287 587
Total trading area for YDE stores	(m ²)				6 510	6 005
Trading expenses as a % of sale of merchandise	(%)	Av.	32		35	33
Depreciation costs as a % of sale of merchandise	(%)	Av.	2		2	2
Employment costs as a % of sale of merchandise	(%)	Av.	11		10	10
Occupancy costs as a % of sale of merchandise	(%)	Av.	8		9	9
Trade receivable costs as a % of sale of merchandise	(%)	Av.	6		9	7
Other operating costs as a % of sale of merchandise	(%)	Av.	6		5	5

* Excludes sale of merchandise made by YDE to customers as these sales are on behalf of the designers. YDE earns commission which is reported in the Group's revenue and is classified in other income.



2012	2011	2010	2009	2008	2007	2006	2005
53	52	52	52	53	52	52	52
2 411	2 194	1 975	1 856	1 799	1 689	1 371	1 074
13	13	14	16	17	15	14	14
4.5	3.9	5.6	6.8	6.3	3.6	2.7	2.3
73:27	71:29	70:30	69:31	70:30	73:27	74:26	74:26
7.9	6.8	9.8	11.9	11.3	6.6	5.1	4.6
10.6	10.1	10.7	11.9	11.9	7.9	5.9	5.9
26	78	35	61	(17)	3	60	41
569	543	523	495	436	408	342	311
6	18	16	24	24	22	17	17
29	17	16	14	14	12	11	10
19	19	19	17	16	14	12	13
265 988	249 894	237 122	224 120	199 579	182 327	162 847	146 285
6 365	6 150	6 174	5 632	5 290	4 837	3 772	3 909
31	31	32	33	33	32	31	32
2	2	2	1	2	2	2	2
10	11	11	11	11	11	12	12
8	8	8	8	7	7	7	8
6	5	6	7	8	6	4	3
5	5	5	6	5	6	6	7



Definitions

Asset reinvestment rate

Capital expenditure for the period divided by depreciation.

Asset turnover

Sale of merchandise divided by total assets.

Cash EBITDA

Cash flow from trading plus dividends received.

Cash equivalent earnings per share

Profit for the period, adjusted for non-cash items and deferred tax, divided by the weighted average number of shares.

Cash flow from trading

Profit before finance costs and tax, adjusted for dividends, interest received and non-cash items.

Cash flow per share

The cash inflow from operations for the period divided by the weighted average number of shares.

Cash realisation rate

Represents the potential cash earnings realised and is derived by dividing cash flow per share by cash equivalent earnings per share.

Cost of credit

Comprises interest received on customer accounts (including notional interest) and financial services income, less net bad debt (which includes the movement in the doubtful debt allowance), collection and other direct costs incurred in providing credit.

Current ratio

Current assets divided by current liabilities.

Debtors' days

Gross trade receivables divided by credit sales (including YDE) multiplied by the number of days in the period.

Dividend cover

Headline earnings per share divided by annual dividends declared per share.

Dividend yield

Annual dividends declared per share divided by the period-end share price on the JSE.

Earnings yield

Basic earnings per share divided by the period-end share price on the JSE.

EBITDA

Earnings before interest paid, tax, depreciation and amortisation.

EBITDA margin

EBITDA divided by sale of merchandise.

Free cash flow

Cash flow from operations less capital expenditure to maintain operations.

Free float

The percentage of the total number of shares issued, excluding any shares held as treasury shares, held by directors or held by employee share schemes, that can be traded.

Full-time equivalent (FTE) employees

Determined by converting the actual number of flexi-time employees into a lesser number of full-time equivalent employees (through dividing the aggregate working hours of all flexi-time employees by standard working hours), and adding this result to the actual number of permanent employees.

Fully diluted weighted average number of shares

The weighted average number of shares in issue, adjusted for treasury shares held by subsidiaries, diluted by the share options outstanding in respect of the equity-settled share incentive scheme.

Gross margin

Gross profit divided by sale of merchandise.

Headline earnings

Profit for the period attributable to owners of the parent, adjusted for items relating to the capital platform of the business including the after tax effect of certain remeasurements.

Headline earnings per share

Headline earnings divided by the weighted average number of shares in issue for the period.

Inventory turn

Cost of sales for the period divided by inventories on hand at the reporting date.

Inventory turn (merchandising)

Past 52 weeks retail sales divided by the moving average of the past 53 weeks closing inventory.

Market capitalisation (including treasury shares)

The period-end share price on the JSE multiplied by the number of shares in issue at the reporting date.

Market capitalisation (excluding treasury shares)

The period-end share price on the JSE multiplied by the number of shares in issue (excluding treasury shares) at the reporting date.

Net assets

Total assets less total liabilities.

Net asset turn

Sale of merchandise divided by closing net assets.

Net asset value per share

Net assets divided by the number of shares in issue (net of treasury shares) at the reporting date.

Net cash to total equity

Cash and cash equivalents, divided by total equity at the reporting date.

Notional interest

Interest recognised on a time-apportionment basis using the effective interest rate implicit in the underlying transaction.

Operating profit

Profit before tax.

Operating margin

Operating profit divided by sale of merchandise.

Price earnings ratio

The period-end share price on the JSE divided by headline earnings per share for the period.

Profit for the period per FTE employee

Profit for the period attributable to owners of the parent, divided by the number of FTE employees in service at the reporting date.

Retail sales

Sale of merchandise through retail outlets excluding agency and franchise sales.

Return on assets

Profit before interest paid and tax (EBIT) divided by total assets.

Return on capital

Profit before finance costs and tax divided by the average of the current and prior periods' total net assets.

Return on equity

Profit for the period divided by the average of the current and prior periods' total equity.

Return on invested capital (ROIC)

Profit before tax adjusted for operating lease costs, less depreciation subsequently calculated on the value of operating leases which are capitalised for the purposes of this ratio, less the adjusted tax charge and divided by the sum of core capital and capitalised operating leases at the reporting date.

Sale of merchandise

Represents sale of merchandise through retail outlets, together with sale of merchandise to franchisees excluding discounts, value-added tax and agency sale of merchandise to customers.

Sales trading density

Represents annualised retail sales, which takes into account stores that opened and closed during the period, divided by trading square metres at the reporting date.

Share-based payments

The expense recognised in profit or loss over the vesting period of options granted to employees in terms of the equity-settled and cash-settled compensation schemes.

Shareholders' return

Share price at the reporting date minus share price at the beginning of the period plus dividends declared, divided by share price at the beginning of the period.

Trading profit

Gross profit plus other income less trading expenses.

Trading margin

Trading profit divided by sale of merchandise.

Weighted average cost of capital (WACC)

The risk-free rate at the reporting date as extracted from the yield curve furnished by a financial institution adjusted by a risk premium appropriate for the Group.

Weighted average number of shares in issue

The number of shares in issue at the beginning of the period, increased by shares issued during the period, and decreased by share repurchases, weighted on a time basis for the period during which they were in issue.

Weighted average price per share traded

The total value of shares traded divided by the total volume of shares traded for the period on the JSE.

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