

AUDITED INTERIM RESULTS AND DIVIDEND DECLARATION

for the six months ended 31 December 2018

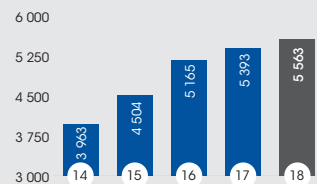
CELEBRATING
40 YEARS

40



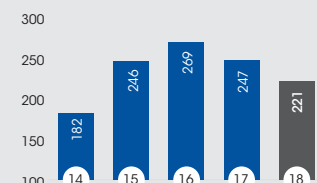
REVENUE (restated)

R5.6 billion ▲ 3%



HEADLINE EARNINGS (restated)

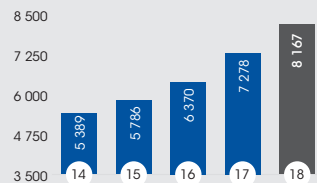
R221 million ▼ 11%



* 2015 excluding BEE

NET ASSET VALUE PER SHARE (restated)

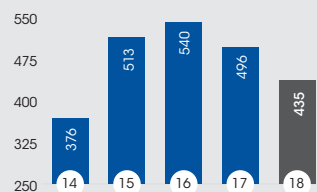
8 167 cents ▲ 12%



* 2015 excluding BEE

DIVIDEND

435 cents ▼ 12%



COMPANY PROFILE

Cashbuild is southern Africa's largest retailer of quality building materials and associated products, selling direct to a cash-paying customer base through our constantly expanding chain of stores (320 at the end of this financial period which includes the four DIY stores and 62 P&L Hardware stores). Cashbuild carries an in-depth quality product range tailored to the specific needs of the communities we serve. Our customers are typically home-builders and improvers, contractors, farmers, traders, as well as all other customers requiring quality building materials at the best value.

FINANCIAL HIGHLIGHTS

Revenue for the period increased by 3%. Revenue for stores in existence prior to July 2017 (pre-existing stores – 287 stores) remained the same while our 33 new stores since July 2017 provided the 3% increase. Selling price inflation was 3%. Gross profit increased by 3% in tough trading conditions with gross profit percentages decreasing from 25.2% to 25.1%. Operating expenses, including new stores, remained well controlled and increased by only 7% (existing stores 3%). Notwithstanding this, the increase in revenue did not compensate for the increased expenses, resulting in the operating profit decreasing by 12%. Earnings per share decreased by 12% and headline earnings per share decreased by 11%.

Cash and cash equivalents increased by 3% to R1,067 million. Stock levels, including new stores, have increased by 12% with overall stockholding at 85 days (December 2017: 79 days) at period-end. Net asset value per

share has shown a 12% increase, from 7 278 cents (December 2017) to 8 167 cents.

During the first half, Cashbuild Group opened eight new stores, refurbished 15 stores, relocated three stores and closed six (three Cashbuild and three Cashbuild DIY stores). Cashbuild will continue its store expansion, relocation and refurbishment strategy in a controlled manner, applying the same rigorous process as in the past.

PROSPECTS

Group revenue for the subsequent six weeks after half-year-end has decreased by 1% on the comparable six-week period. Management believes trading conditions will remain extremely challenging. This information has not been reviewed nor audited by the company's auditor.

FINANCIAL SUMMARY

R'million	Six months ended December 2018	Six months ended December 2017	% change	Year ended June 2018
Revenue	5 563	5 392	3	10 207
Gross profit	1 394	1 356	3	2 568
Operating profit	285	322	(12)	543
Profit before taxation	313	349	(10)	594
Earnings per share (cents)	956.2	1 083.1	(11)	1 851.6
Diluted earnings per share (cents)	955.8	1 082.5	(11)	1 850.9
Headline earnings per share (cents)	972.3	1 088.9	(11)	1 866.8
Diluted headline earnings per share (cents)	971.9	1 088.3	(11)	1 866.1
Dividend per share (cents)	435	496	(12)	842

Johannesburg

Approved by the board
on 25 February 2019

Sponsor: Nedbank CIB

This short-form announcement is the responsibility of the Board of directors of Cashbuild and is prepared based on the audited interim results being the full announcement. Any investment decision should be based on the full announcement published on SENS which is available on Cashbuild's website www.cashbuild.co.za. The full announcement is also available at the Company's registered office for inspection, at no charge, during office hours. Copies of the full announcement may be requested by contacting Elna Munro on telephone +27 11 248 1500.