

# KAP Industrial Holdings Limited

## UNAUDITED RESULTS FOR THE SIX MONTHS ENDED 31 DECEMBER 2014








KAP is a diversified industrial business focused on growth in African markets

<b>Revenue</b> up by <b>9%</b>	<b>Headline earnings per share from continuing operations</b> up by <b>14%</b>	<b>R1.2 billion</b> Cash generated before working capital, up by <b>12%</b>	<b>Gearing ratio reduced to 48%</b> from 54%
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### Corporate review

During the period under review, the group continued to further its strategy of strengthening its position as a market leader in the industries that it serves in Africa. This has been achieved by investing in established businesses that provide high barriers to entry and which enhance the group's quality of earnings in respect of sustainability, solid margins and strong cash generation.

This resulted in the disposal of the Footwear business during the year, and the rationalisation of the group's Integrated Timber and Manufacturing Divisions into a single Diversified Industrial Division with streamlined management structures, operational systems and controls. During the year the group also concluded the acquisition of Restonic, which became effective on 2 January 2015, and which will provide a unique opportunity for the group to create a fully integrated bedding business in Africa.

DIVERSIFIED LOGISTICS			DIVERSIFIED INDUSTRIAL			
FUEL, AGRICULTURE AND MINING	FREIGHT AND LOGISTICS	PASSENGER TRANSPORT	TIMBER	CHEMICAL	AUTOMOTIVE	FURNITURE COMPONENTS
						
Specialised transport, distribution and logistics services	Specialised supply chain and logistics services	Personnel, commuter, intercity and tourism transport	Forestry and timber operations with primary and secondary manufacturing	Manufacture of PET, resin and formaldehyde	Manufacture of components used in new vehicle assembly	Manufacture of foam, fabrics, springs, bases and mattresses

### Operational review

#### DIVERSIFIED LOGISTICS

The Diversified Logistics Division increased revenue by 6% to R4 158 million in a competitive market within a subdued economic environment. The restructure of Unitrans Supply Chain Solutions (USCS) resulted in cost savings and efficiencies that protected margins.

The reduction in fuel prices had little effect on the contractual logistics business as these reductions are contractually passed on to customers. However the Passenger Division benefited from the reduction in fuel price in the intercity and tourism markets.

In the Freight and Logistics Division, improved volumes in the Foods, Industrial and Freight Forwarding operations offset a poor performance in the Furniture sector. An improved performance was produced by the Fresh Freight operation.

Growth in the Passenger Division was enhanced by the start-up of the new personnel transport contract in Mozambique. In addition, the Gautrain bus feeder service continued to exceed its punctuality and availability performance targets.

#### DIVERSIFIED INDUSTRIAL

During the period under review, the timber and manufacturing businesses were combined into a single focused industrial business in order to better align skills and extract group efficiencies. Solid growth in revenue and margins across this segment was impacted by poor results in the furniture components business.

The Integrated Timber Division (PG Bison) delivered solid revenue and operating profit growth over the comparative period, underpinned by the MDF upgrade at its Boksburg plant. Technology and efficiency benefits of this upgrade also contributed to improved margin for the business. Operational efficiency improvements, including freight, continued to yield cost savings for the Division during the period.

The Chemical Division (Hosaf and Woodchem) delivered strong growth in revenue and operating profit. Woodchem volumes increased over the comparative period due to market share gains, while Hosaf increased its sales volumes in line with market growth. The formation of this division has yielded operational efficiencies and improved strategic alignment of these businesses.

Feltex Automotive delivered strong growth in revenue and operating profit, with vehicle build volumes increasing. Automation initiatives and efficiency improvement programs continued during the period.

The Furniture Components Division was negatively affected by competitive trading conditions in the furniture retail sector. DesleeMattex delivered solid results, with both volume growth and margin improvement.

### Financial review

These are the unaudited results for the six months ended 31 December 2014.

During the period, the group concluded the sale of the footwear business, which has been disclosed as a discontinued operation in the Diversified Industrial segment.

#### Revenue and operating profit before capital items

Group revenue from continuing operations increased by 9% to R8 114 million from R7 418 million.

The group operating profit before capital items from continuing operations increased to R777 million from R720 million.

The operating profit of the Diversified Logistics segment increased by 10% to R430 million from R392 million, with margins widening slightly to 10,3% from 10,0%.

The operating profit of the Diversified Industrial segment increased by 6% to R347 million from R328 million, with margins narrowing slightly to 8,7% from 9,1% as a result of competitive market conditions in the furniture components sector.

#### Capital items

Capital items of R26 million in the continuing operations relate to the impairment of goodwill and intangible assets of the Fresh Freight operations, which were restructured during the period.

Capital items of R10 million in the discontinued operations relate mainly to the disposal of the Footwear division.

#### Cash flow

Cash generated before working capital changes increased by 12% to R1 203 million from R1 070 million, which equates to a conversion of 152% of operating profit before capital items into cash.

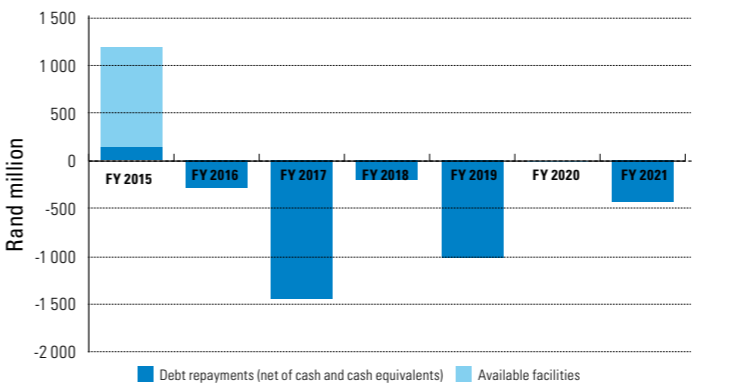
During the period, R160 million was received as proceeds on the disposal of the Footwear division, with a further R139 million expected to be received by 31 March 2015.

#### Debt structure and finance costs

The group's net interest-bearing debt reduced to R3 299 million from R3 404 million, which equates to a gearing ratio of 48% (1H14: 54%).

Debt structure	1H15 Rm	1H14 Rm
Interest-bearing long-term liabilities	3 431	2 407
Interest-bearing short-term liabilities	79	400
Bank overdrafts and short-term facilities	1 088	1 893
Cash and cash equivalents	(1 299)	(1 296)
Net interest-bearing debt	3 299	3 404
Total equity (excluding minorities)	6 876	6 355
Net interest-bearing debt: equity	48%	54%
EBITDA including discontinued operations	1 186	1 099
Net finance charges including discontinued operations	163	174
EBITDA: interest cover (times)**	7,3	6,0
Net debt: EBITDA (times)**	1,4	1,6

#### Net interest-bearing debt maturity



\* Net of cash and cash equivalents \*\* Rolling 12 months

#### Working capital

Consistent with previous interim periods, the first half of the financial year saw a seasonal investment in working capital.

The net working capital of the group reduced by R37 million (3%) from the comparable period, despite a 9% increase in revenue. Inventories reduced by R65 million and accounts payable increased by R141 million, which more than offset an increase in accounts receivable of R169 million.

#### Headline earnings per share (HEPS)

HEPS including discontinued operations increased by 19% to 19.1 cents from 16.1 cents in the comparative period. HEPS from continuing operations increased by 14% to 18.5 cents from 16.2 cents in the comparative period.

#### Net asset value (NAV)

The NAV per share increased to 293 cents from 271 cents in the comparative period.

#### Corporate action

The disposal of the Footwear division was in line with the strategic rationalisation of low return non-core assets of the group in order to improve shareholder return.

### Outlook

The Diversified Logistics Division continues to grow its African business in partnership with its customers. The expansion of the Passenger Division into Mozambique is progressing well, with new opportunities in other African countries also under investigation. The rationalisation of under-performing contracts, and the continual focus on cost savings and efficiencies will remain the focus for the Division within the current economic climate.

The Diversified Industrial Division is primarily focused on volume and margin growth opportunities through capacity expansion and process improvements, and growth of market share. The second phase upgrade of the PG Bison MDF plant at Boksburg and the installation of the paper impregnation line at Woodchem are both progressing well. The successful acquisition of Restonic, concluded on 2 January 2015, provides a unique opportunity to create a fully integrated bedding business, which should deliver improved returns to shareholders.

The continued strategic initiatives and focus, with strong operational execution, provides management with a positive outlook for the remainder of the financial year.

The group continues to apply its strategy of acquiring and optimising high barrier to entry, cash generative assets in African markets.

### Appreciation

We thank our employees, shareholders, customers and suppliers for their continued support and loyalty.

### Interim dividend

In line with historical policy, the group has not declared an interim dividend.

On behalf of the Board

<b>J de V du Toit</b> Independent Non-executive Chairman	<b>KJ Grové</b> Executive Deputy Chairman	<b>GN Chaplin</b> Chief Executive Officer
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17 February 2015

#### KAP Industrial Holdings Limited

("KAP" or "the company" or "the group")  
**Non-executive directors:** J de V du Toit (Chairman)\*, MJ Jooste, AB la Grange, IN Mkhari\*, SH Müller\*, SH Nomvete\*, PK Quarmby\*, DM van der Merwe, CJH van Niekerk  
**Executive directors:** KJ Grové (Executive Deputy Chairman), GN Chaplin (CEO), JP Haveman (CFO)  
**Registration number:** 1978/000181/06  
**Share code:** KAP  
**ISIN:** ZAE000171963  
**Registered address:** 28 6th Street, Wynberg, Sandton, 2090  
**Postal address:** PO Box 18, Stellenbosch, 7599  
**Telephone:** 021 808 0900 **Facsimile:** 021 808 0901  
**E-mail:** info@kap.co.za  
**Transfer secretaries:** Computershare Investor Services Proprietary Limited, 70 Marshall Street, Johannesburg, 2001  
**Company secretary:** Steinhoff Africa Secretarial Services Proprietary Limited  
**Auditors:** Deloitte & Touche  
**Sponsor:** PSG Capital Proprietary Limited  
 \*Independent non-executive directors

