



# THE FOSCHINI GROUP LIMITED (FORMERLY FOSCHINI LIMITED)

## REVIEWED PRELIMINARY CONDENSED CONSOLIDATED RESULTS FOR THE YEAR ENDED 31 MARCH 2011

### CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION

	2011 Reviewed Rm	2010 Audited Rm
<b>ASSETS</b>		
<b>Non-current assets</b>		
Property, plant and equipment	1 086,9	995,8
Goodwill and intangible assets	37,0	43,2
Preference share investment	-	200,0
Staff housing loans	0,7	0,9
RCS Group private label card receivables	320,8	279,4
RCS Group loan receivables	521,7	802,4
Participation in export partnerships	72,5	74,4
Deferred taxation asset	249,9	158,4
	<b>2 289,5</b>	<b>2 554,5</b>
<b>Current assets</b>		
Inventory (note 10)	1 804,7	1 493,8
Trade receivables - retail	3 823,0	3 169,3
RCS Group private label card receivables	1 709,4	1 494,1
Other receivables and prepayments	194,3	175,7
RCS Group loan receivables	336,7	54,9
Participation in export partnerships	6,4	10,6
Preference share investment	200,0	-
Cash	338,5	284,0
	<b>8 413,0</b>	<b>6 682,4</b>
<b>Total assets</b>	<b>10 702,5</b>	<b>9 236,9</b>
<b>EQUITY AND LIABILITIES</b>		
<b>Equity attributable to equity holders of The Foschini Group Limited</b>	<b>5 462,9</b>	<b>5 058,3</b>
<b>Non-controlling interest</b>	<b>485,6</b>	<b>427,0</b>
<b>Total equity</b>	<b>5 948,5</b>	<b>5 485,3</b>
<b>Non-current liabilities</b>		
Interest-bearing debt	262,8	864,4
RCS Group external funding	278,0	241,0
Non-controlling interest loans	144,3	478,3
Operating lease liability	146,1	136,9
Deferred taxation liability	165,2	139,3
Post-retirement defined benefit plan	91,0	84,1
	<b>1 087,4</b>	<b>1 944,0</b>
<b>Current liabilities</b>		
Interest-bearing debt	1 246,8	254,7
RCS Group external funding	630,0	131,1
Trade and other payables	1 710,7	1 293,8
Taxation payable	79,1	128,0
	<b>3 666,6</b>	<b>1 807,6</b>
<b>Total liabilities</b>	<b>4 754,0</b>	<b>3 751,6</b>
<b>Total equity and liabilities</b>	<b>10 702,5</b>	<b>9 236,9</b>

### GROUP SEGMENTAL ANALYSIS

	Year ended 31 March 2011			Year ended 31 March 2010		
	Retail trading divisions	TFG Financial Services	Central and shared services	Total retail	RCS Group	Consolidated
	Reviewed Rm	Reviewed Rm	Reviewed Rm	Reviewed Rm	Reviewed Rm	Reviewed Rm
Retail turnover and other external revenue	9 936,5	555,0	16,9	10 508,4	376,0	10 884,4
External interest income	-	705,2	8,9	714,1	772,1	1 486,2
Total external revenue*	9 936,5	1 260,2	25,8	11 222,5	1 148,1	12 370,6
Inter-segment revenue	-	-	95,5	95,5	11,2	106,7
External finance cost	-	-	(138,7)	(138,7)	(111,4)	(250,1)
Depreciation and amortisation	-	-	(268,7)	(268,7)	(14,0)	(282,7)
Group profit before tax	-	-	1 775,5	1 775,5	275,6	2 051,1
Segmental profit before tax	2 197,6	340,9	(699,2)	1 839,3	281,4	2 120,7
Other material non-cash items	-	-	-	-	(5,8)	(5,8)
Goodwill impairment	-	-	-	-	(5,8)	(5,8)
Foreign exchange transactions	-	-	-	1,3	-	1,3
Share-based payments	-	-	-	(55,9)	-	(55,9)
Operating lease liability adjustment	-	-	-	(9,2)	-	(9,2)
Capital expenditure	-	-	-	367,4	15,4	382,8
Segment assets	-	-	-	7 599,3	3 103,2	10 702,5
Segment liabilities	-	-	-	2 675,8	2 078,2	4 754,0
	Year ended 31 March 2010			Year ended 31 March 2010		
	Audited Rm	Audited Rm	Audited Rm	Audited Rm	Audited Rm	Audited Rm
Retail turnover and other external revenue	8 605,2	394,6	21,1	9 020,9	315,7	9 336,6
External interest income	-	636,4	8,9	645,3	798,4	1 443,7
Total external revenue*	8 605,2	1 031,0	30,0	9 666,2	1 114,1	10 780,3
Inter-segment revenue	-	-	95,3	95,3	5,6	100,9
External finance cost	-	-	(155,8)	(155,8)	(105,7)	(261,5)
Depreciation and amortisation	-	-	(251,2)	(251,2)	(13,0)	(264,2)
Group profit before tax	-	-	1 485,2	1 485,2	225,9	1 711,1
Segmental profit before tax	1 886,6	256,5	(620,4)	1 522,7	225,9	1 748,6
Other material non-cash items	-	-	-	-	-	-
Foreign exchange transactions	-	-	-	5,4	-	5,4
Share-based payments	-	-	-	(34,3)	-	(34,3)
Operating lease liability adjustment	-	-	-	(8,6)	-	(8,6)
Capital expenditure	-	-	-	283,1	6,5	289,6
Segment assets	-	-	-	6 403,2	2 833,7	9 236,9
Segment liabilities	-	-	-	1 842,8	1 908,8	3 751,6

\* includes retail turnover, interest income, dividend income and other income

<b>Executive directors:</b>	A D Murray, R Stein, P S Meiring
<b>Non-executive directors:</b>	D M Nurek (Chairman), Prof F Abrahams, S E Abrahams, W V Cuba, K N Dhomo, M Lewis, E Oblowitz, D M Polak, N V Simamane
<b>Company Secretary:</b>	D Sheard
<b>Registered office:</b>	Stanley Lewis Centre, 340 Voortrekker Road, Parow East 7500
<b>Registration number:</b>	1937/009504/06
<b>Share codes:</b>	TFG - TFGP
<b>ISIN:</b>	ZAE000148466 - ZAE000148516
<b>Transfer secretaries:</b>	Computershare Investor Services (Proprietary) Limited, Ground Floor, 70 Marshall Street, Johannesburg 2001
<b>Sponsor:</b>	UBS South Africa (Proprietary) Limited

### CONDENSED CONSOLIDATED INCOME STATEMENT

	2011 Reviewed Rm	2010 Audited Rm	% change
Revenue (note 5)	12 370,6	10 780,3	
Retail turnover	9 936,5	8 605,2	15,5
Cost of turnover (note 6)	(5 768,1)	(5 005,8)	
Gross profit	4 168,4	3 599,4	
Interest income (note 7)	1 486,2	1 443,7	
Dividend income	12,1	13,8	
Other revenue (note 8)	935,8	717,6	
Trading expenses (note 9)	(4 301,3)	(3 801,9)	
Operating profit before finance charges	2 301,2	1 972,6	
Finance cost	(250,1)	(261,5)	
Profit before tax	2 051,1	1 711,1	19,9
Income tax expense	(662,3)	(548,6)	
Profit for the year	1 388,8	1 162,5	
Attributable to:			
Equity holders of The Foschini Group Limited	1 301,8	1 085,6	19,9
Non-controlling interest	87,0	76,9	
Profit for the year	1 388,8	1 162,5	
<b>Earnings per ordinary share (cents)</b>			
Basic	630,4	521,4	20,9
Headline	632,3	521,4	21,3
Diluted (basic)	618,1	518,2	19,3
Diluted (headline)	619,9	518,2	19,6
Weighted average ordinary shares in issue (millions)	206,5	208,2	

### SUPPLEMENTARY INFORMATION

	2011 Reviewed	2010 Audited
Net ordinary shares in issue (millions)	205,3	209,0
Weighted average ordinary shares in issue (millions)	206,5	208,2
Tangible net asset value per ordinary share (cents)	2 642,9	2 399,6

### CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

	2011 Reviewed Rm	2010 Audited Rm	% change
Profit for the year	1 388,8	1 162,5	
<b>Other comprehensive income</b>			
Movement in effective portion of changes in fair value of cash flow hedges	(5,4)	(12,3)	
Foreign currency translation reserve movements	1,0	-	
Movement in insurance cell reserves	2,9	3,5	
Other comprehensive income for the year before tax	(1,5)	(8,8)	
Deferred tax on movement in effective portion of cash flow hedges	4,9	2,8	
Other comprehensive income for the year, net of tax	3,4	(6,0)	
Total comprehensive income for the year	1 392,2	1 156,5	
Attributable to:			
Equity holders of The Foschini Group Limited	1 305,2	1 079,6	20,9
Non-controlling interest	87,0	76,9	
Total comprehensive income for the year	1 392,2	1 156,5	

### CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

	Equity holders of The Foschini Group Limited Rm	Non-controlling interest Rm	Total equity Rm
<b>Equity at 31 March 2009</b>	4 496,3	359,2	4 855,5
<b>Total comprehensive income for the year</b>	1 079,6	76,9	1 156,5
Profit for the year	1 085,6	76,9	1 162,5
Other comprehensive income	(12,3)	-	(12,3)
Movement in effective portion of changes in fair value of cash flow hedges	(12,3)	-	(12,3)
Movement in insurance cell reserves	3,5	-	3,5
Deferred tax on movement in effective portion of cash flow hedges	2,8	-	2,8
<b>Contributions by and distributions to owners</b>			
Share-based payments reserve movements	34,3	-	34,3
Dividends paid	(599,1)	(9,1)	(608,2)
Proceeds on delivery of shares by share trust	47,2	-	47,2
<b>Equity at 31 March 2010</b>	5 058,3	427,0	5 485,3
<b>Total comprehensive income for the year</b>	1 305,2	87,0	1 392,2
Profit for the year	1 301,8	87,0	1 388,8
Other comprehensive income	(5,4)	-	(5,4)
Movement in effective portion of changes in fair value of cash flow hedges	(5,4)	-	(5,4)
Foreign currency translation reserve movements	1,0	-	1,0
Movement in insurance cell reserves	2,9	-	2,9
Deferred tax on movement in effective portion of cash flow hedges	4,9	-	4,9
<b>Contributions by and distributions to owners</b>			
Share-based payments reserve movements	55,9	-	55,9
Dividends paid	(637,5)	(28,4)	(665,9)
Proceeds on delivery of shares by share trust	134,8	-	134,8
Shares purchased by share trust	(453,8)	-	(453,8)
<b>Equity at 31 March 2011</b>	<b>5 462,9</b>	<b>485,6</b>	<b>5 948,5</b>
<b>Dividend per ordinary share (cents)</b>			
Interim	138,0	118,0	
Final	212,0	170,0	
Total	350,0	288,0	
Dividend cover	1,8	1,8	

### CONDENSED CONSOLIDATED CASH FLOW STATEMENT

	2011 Reviewed Rm	2010 Audited Rm
<b>Cash flows from operating activities</b>		
Operating profit before working capital changes (note 11)	2 630,3	2 237,5
Increase in working capital	(824,1)	(541,4)
Cash generated by operations	1 806,2	1 696,1
Interest income	16,8	11,6
Finance cost	(250,1)	(261,5)
Taxation paid	(769,0)	(487,3)
Dividend income	12,1	13,8
Dividends paid	(665,9)	(608,2)
Net cash inflows from operating activities	150,1	364,5
<b>Cash flows from investing activities</b>		
Purchase of property, plant and equipment	(382,8)	(289,6)
Proceeds from sale of property, plant and equipment	7,5	9,4
Acquisition of client list	-	(0,1)
Decrease in participation in export partnerships	6,1	9,7
Decrease in staff housing loans	0,2	0,3
Net cash outflows from investing activities	(369,0)	(270,3)
<b>Cash flows from financing activities</b>		
Proceeds on delivery of shares by share trust	134,8	47,2
Shares purchased by share trust	(453,8)	-
Decrease in non-controlling interest loans	(334,0)	(304,9)
Increase in RCS Group external funding	535,9	372,1
Increase (decrease) in interest-bearing debt	390,5	(220,8)
Net cash inflows (outflows) from financing activities	273,4	(106,4)
<b>Net increase (decrease) in cash during the year</b>	<b>54,5</b>	<b>(12,2)</b>
Cash at the beginning of the year	284,0	296,2
<b>Cash at the end of the year</b>	<b>338,5</b>	<b>284,0</b>

### NOTES

The reviewed preliminary condensed consolidated results of The Foschini Group Limited for the year ended 31 March 2011 have been reviewed by the company's auditors, KPMG Inc. Their unqualified review report is available at the company's registered office.

- These results have been prepared in accordance with the presentation and disclosure requirements of the South African Companies Act (61 of 1973, as amended), and IAS 34 Interim Financial Reporting, using the group's accounting policies that are in line with the measurement and recognition principles of International Financial Reporting Standards (IFRS) and the AC 500 Standards as issued by the Accounting Practices Board or its successor, and have been consistently applied to prior periods except as described in note 2.
- During the year, the group adopted the amended IAS 27 Consolidated and Separate Financial Statements. The principal effect of the change required by IAS 27 was as follows:
  - Total comprehensive income of subsidiaries are now attributed to non-controlling interest even if this results in a deficit balance.
  - The adoption of IAS 27 has had no significant effect on these results.
- These financial statements incorporate the financial statements of the company, all its subsidiaries and all entities over which it has operational and financial control.
- Included in share capital are 24,0 (March 2010: 24,0) million shares which are owned by a subsidiary of the company, and 111 (March 2010: 7,5) million shares which are owned by the share incentive trust. These have been eliminated on consolidation.

	2011 Reviewed Rm	2010 Audited Rm
<b>5. Revenue</b>		
Retail turnover	9 936,5	8 605,2
Interest income (refer note 7)	1 486,2	1 443,7
Dividend income - retail	12,1	13,8
Other revenue (refer note 8)	935,8	717,6
	<b>12 370,6</b>	<b>10 780,3</b>
<b>6. Cost of turnover</b>		
Cost of goods sold	(5 239,7)	(4 554,9)
Costs of purchase, conversion and other costs	(528,4)	(450,9)
	<b>(5 768,1)</b>	<b>(5 005,8)</b>
<b>7. Interest income</b>		
Trade receivables - retail	705,2	636,4
Receivables - RCS Group	764,2	795,7
Sundry - RCS Group	7,9	2,7
Sundry - retail	8,9	8,9
	<b>1 486,2</b>	<b>1 443,7</b>
<b>8. Other revenue</b>		
Merchants' commission - RCS Group	30,9	30,2
Club income - retail	248,6	193,0
Club income - RCS Group	4,9	5,4
Customer charges income - retail	55,7	25,3
Customer charges income - RCS Group	249,4	192,3
Insurance income - retail	203,2	141,3
Insurance income - RCS Group	90,8	87,8
Cellular income - one2one airtime product	47,5	35,0
Sundry income - retail	4,8	7,3
	<b>935,8</b>	<b>717,6</b>
<b>9. Trading expenses</b>		
Depreciation: land and buildings	(6,4)	(6,1)
Depreciation: shopfitting, vehicles, computers and furniture and fittings	(275,9)	(258,0)
Amortisation	(0,4)	(0,1)
Goodwill impairment	(5,8)	-
Employee costs: normal - retail	(1 387,1)	(1 207,8)
Employee costs: share-based payments - retail	(55,9)	(34,3)
Employee costs: bonuses and restraint payments - retail	(67,8)	(2,4)
Employee costs: RCS Group	(145,3)	(132,4)
Occupancy costs: normal - retail	(902,3)	(797,1)
Occupancy costs: normal - RCS Group	(10,4)	(10,7)
Occupancy costs: operating lease liability adjustment	(9,2)	(8,6)
Net bad debt - retail	(401,7)	