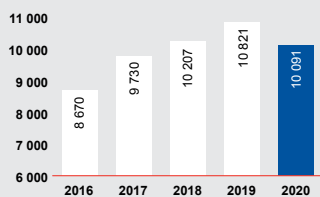
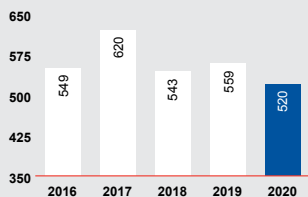




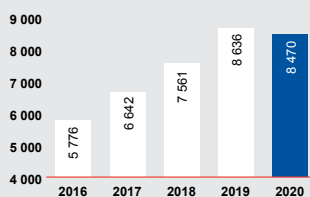
### REVENUE (Rm)



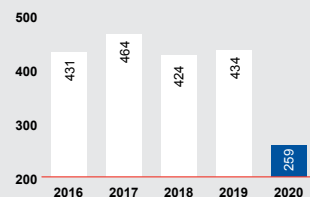
### OPERATING PROFIT (Rm)



### NAV PER SHARE (cents)



### HEADLINE EARNINGS (Rm)



## COMPANY PROFILE

Cashbuild is southern Africa's leading retailer of quality building materials and associated products, selling direct to a cash-paying customer base through our constantly expanding chain of stores (318 at the end of this financial year which includes the one DIY store and 61 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 year decreased by 7%. Revenue for stores in existence prior to July 2018 (pre-existing stores - 296 stores) decreased with 10% and our 22 new stores provided a 3% increase. Gross profit decreased by 7% with gross profit percentage decreasing from 25.1% to 25.0%. This was achieved in tough trading conditions impacted by Covid-19 with selling price inflation of 2%.

Operating expenses, including new stores, remained well controlled and decreased by 7% (existing stores 10% and new stores contributed a 3% increase) resulting in operating profit decreasing by 7%.

Basic earnings per share decreased by 37% with headline earnings per share also decreasing by 40% from the prior year. Cash and cash equivalents increased to R1,952 million due to payments to suppliers effected after the current year end, as well as reduced stock levels in the current year. Stock levels, including new stores,

have decreased by 18% with overall stockholding at 60 days (2019: 84 days) at year end. Net asset value per share declined 2%, from 8 636 cents (June 2019) to 8 470 cents.

During the year, Cashbuild opened 11 new stores (eight Cashbuild stores and three P&L Hardware stores), refurbished 15 stores and relocated one Cashbuild store. Cashbuild closed eight stores (seven Cashbuild stores and one P&L Hardware store). Cashbuild will continue its store expansion, relocation and refurbishment strategy in a controlled manner, applying the same rigorous process as in the past.

The Group has adopted IFRS 16 which replaces IAS 17. The comparative table below summarises the impact for the adoption of IFRS 16, Covid-19 Lockdown and the prior year 53rd week. The table contains pro forma financial information which has been prepared for illustrative purposes only and, because of its nature, may not fairly present the financial position of Cashbuild. The pro forma financial information is the responsibility of the directors of Cashbuild.

## PROSPECTS

Group revenue for the six weeks after year-end has increased by 22% on the comparable six week period. Management believe trading conditions will remain extremely challenging due to the weakness of the national economy impacting negatively on customers' disposable income. This information has not been reviewed nor audited by the Company's auditor.

## DECLARATION OF DIVIDEND

The board has declared a final dividend (No. 55), of 272 cents (June 2019: 420 cents) per ordinary share out of income reserves to all shareholders of Cashbuild Limited. The dividend per share is calculated based on 24 989 811 (June 2019: 24 989 811) shares in issue at date of dividend declaration. Net local dividend amount is 217.6 cents per share for shareholders liable to pay Dividends Tax and 272 cents per share for shareholders exempt from paying Dividends Tax. The total dividend for the year amounts to 707 cents (June 2019: 855 cents) a 17% decrease on the prior year. Local Dividends Tax is 20%. Cashbuild Limited's tax reference number is 9575168712.

Relevant dates for the declaration are as follows: Date dividend declared: Monday, 31 August 2020; Last day to trade "CUM" the dividend: Monday, 21 September 2020; Date to commence trading "EX" the dividend: Tuesday, 22 September 2020; Record date: Friday, 25 September 2020; Date of payment: Monday, 28 September 2020. Share certificates may not be dematerialised or rematerialised between Tuesday, 22 September 2020 and Friday, 25 September 2020, both dates inclusive.

The unqualified auditor's report, containing key audit matters, together with the annual financial statements are available on the Company's website at <https://cashbuild.co.za/pdf/investorrelations/reports/2020/2020-year-end-results.pdf>.

## Ormonde

Approved by the board on 31 August 2020

R'million	Audited actual 2020 (52 wks)		Unaudited Pro forma 2020 (52 wks)		Unaudited Pro forma 2019 (52 wks)	Unaudited Pro forma 2019 (53rd week)	IAS 17	Audited actual 2019 (53 wks)		IFRS 16 adoption impact	IFRS 16 adoption 1 July 2019
	COVID-19	IFRS 16	IFRS 16	Change				53rd week	IFRS 16 adoption impact		
<b>Comprehensive income</b>											
Revenue	10 091	621	-	10 712	1	10 622	-	(199)	10 821		
Gross profit	2 525	144	-	2 669	-	2 665	-	(55)	2 720		
Operating expenses	2 005	35	149	2 189	3	2 135	(23)	(3)	2 161		
Operating profit	520	109	(149)	480	(10)	530	23	(52)	559		
Finance costs	(126)	2	188	64	19	54	-	-	54		
Profit before tax	394	110	39	543	(7)	584	23	(52)	613		
Headline earnings	259	76	28	363	(14)	421	23	(36)	434		
Earnings per share (cents)	1 176.7	336.6	122.9	1 636.2	(10)	1 823.5	101.9	(159.7)	1 881.3		
Headline earnings per share (cents)	1 138.5	336.6	122.9	1 598.0	(14)	1 852.5	101.9	(159.8)	1 910.4		
<b>Financial position</b>											
Property, plant and equipment	2 395	-	(1 270)	1 125	-	1 129	-	-	1 129	1 225	2 354
Deferred tax	64	-	(95)	(31)	28	(24)	(53)	-	29	31	59
Lease liabilities	(1 615)	-	1 615	-	-	-	-	-	-	(1 518)	(1 518)
Deferred operating lease liability	-	-	-	-	-	-	185	-	(185)	185	-
Shareholders' equity	(2 155)	(76)	(178)	(2 409)	3	(2 337)	(23)	36	(2 350)	149	(2 201)
Net asset value per share (cents)	8 470	306	713	9 489	11	8 584	93	(145)	8 636	(596)	8 040

### Sponsor: Nedbank CIB

The short-form announcement is the responsibility of the Board of directors of Cashbuild and is only a summary of the information in the full announcement. Any investment decision should be based on the full announcement published on the JSE website which is available on Cashbuild's website [http://www.cashbuild.co.za/Report\\_2020](http://www.cashbuild.co.za/Report_2020). 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 (0)11 248 1500. The JSE link is <https://senspdf.jse.co.za/documents/2020/jse/isse/CSB/ye2020.pdf>.

(Incorporated in the Republic of South Africa) (Registration number: 1986/001503/06) Share code: CSB ISIN: ZAE000028320 ("Cashbuild" or "the Company")

