

DEFINITIONS

Cash conversion	Cash generated from operations minus all capital expenditure divided by EBITDA.
Current ratio	Current assets divided by current liabilities.
Cash flow from trading	Profit before finance costs, interest received, non-cash items and tax.
Cash flow per share	The cash inflow from operations for the period divided by the weighted average number of shares.
Current ratio	Current assets divided by current liabilities.
Core headline earnings	The group calculates core headline earnings by adjusting headline earnings for amortisation of intangibles, straight-lining of leases and exceptional once-off items, net of taxation.
Debt:equity ratio	Net borrowings expressed as a percentage of total equity.
Dividend cover	Core 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.
EBITDA finance charge cover	EBITDA divided by finance cost.
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.
Finance charge cover	Operating profit before finance charges divided by finance cost.
Full-time equivalent (FTE) employees	Determined by converting the actual number of flexitime employees into a lesser number of full-time equivalent employees (through dividing the aggregate working hours of all flexitime 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.
Gross square metres	Comprises the total leased store area including stockrooms.
Headline earnings	Net income attributable to ordinary shareholders adjusted for the effect, after tax, of exceptional items.
Headline earnings per ordinary share	Headline earnings divided by the weighted average number of shares in issue for the year.
Inventory turn	Cost of sales for the period divided by inventories on hand at the end of the reporting period.
Market capitalisation	The market price per share at the year-end multiplied by the number of ordinary shares in issue at the year-end.
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 end of the reporting period.
Net borrowings	Interest-bearing debt and non-controlling interest loans reduced by preference share investment and cash.

DEFINITIONS (continued)

Net cash to total equity	Cash and cash equivalents divided by total equity at the end of the reporting period.
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 before finance charges expressed as a percentage of retail sales.
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 divided by the number of FTE employees in service at the end of the reporting period.
Retail sales	Sale of merchandise through retail outlets excluding wholesale sales.
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 end of the reporting period.
Return on net assets (RONA)	Return on net assets is defined as profit before interest and tax divided by the average of the current financial year and the previous financial year of: fixed assets + inventories + debtors - creditors
Same store (also "like-for-like" or "comparable" store)	Stores which have traded for the full current and previous financial years out of the same trading area.
Tangible net asset value per ordinary share	Total net asset value, after non-controlling interest, excluding goodwill and intangible assets, divided by the net number of ordinary shares in issue at the year-end.
Trading expenses	Trading expenses are costs incurred in the normal course of business and includes, amongst others, depreciation, amortisation, employee costs, occupancy costs, net bad debt and other operating costs.
Trading density	Average trading density is total sales from retail operations in the financial year divided by the average trading space (average in m ² for this financial year and the previous financial year-end).
Trading profit	Gross profit plus other income less trading expenses.
Trading margin	Trading profit divided by sale of merchandise.
Share-based payments	The expense recognised in profit or loss over the vesting period of options granted to employees in terms of the equity- and cash-settled compensation schemes.
Shareholders' return	Share price at the end of the period minus share price at the beginning of the period plus dividends declared divided by share price at the beginning of the period.
Weighted average cost of capital (WACC)	The risk-free rate at the end of the reporting period 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.