


DEFINITIONS

Employment costs	Includes the IFRS 2 share-based payment expense
Net finance costs	Interest received less interest paid
EBITDA	Earnings before interest, taxation, depreciation, amortisation and asset impairments
EBITDAR	Earnings before interest, taxation, depreciation, amortisation and occupancy costs
Trading profit before interest and taxation	Earnings before interest, taxation, asset impairments, the BBBEE IFRS 2 charge, foreign exchange movements, loss on disposal of business and assets classified as held for sale and Walmart-related costs
Comparable sales	Sales figures quoted for stores that have traded, and will trade, for all 12 months of the current and prior year
FTEs (full-time equivalents)	Includes all permanent employees and the permanent equivalent of temporary employees and contracted workers
Trading space (m²)	Trading space excludes parking, yard, warehouse space, office space and receiving areas
Regional distribution centre space (m²)	Distribution centre space excludes parking and yard space

FORMULAS

Sales per store (R000)	$\frac{\text{Sales}}{\text{Number of stores}}$	Return on average shareholders' equity (%)	Includes the IFRS 2 share-based payment expense
Sales per FTE (R000)	$\frac{\text{Sales}}{\text{FTEs}}$	Return on capital employed (%)	$\frac{\text{Operating profit before asset impairments}}{\text{Average of opening and closing capital employed balances}}$ The Group defines capital employed as the average of opening and closing equity
Sales per trading m² (R000)	$\frac{\text{Sales}}{\text{Trading m}^2}$	Return on invested capital (%)	$\frac{\text{Adjusted operating profit}}{\text{Average invested capital}}$ Adjusted operating profit includes finance income and adds back depreciation, amortisation and occupancy costs. Average invested capital is average total assets of continuing operations plus average accumulated depreciation and amortisation less average accounts payable less average accrued liabilities plus occupancy costs x8
Net asset turn	The Group defines net assets as total equity and interest-bearing LT liabilities $\frac{\text{Sales}}{\text{Net assets}}$	Debt : Equity (%)	$\frac{\text{Average debt}}{\text{Average of opening and closing equity attributable to equity holders of the parent}}$ Debt comprises non-current interest-bearing liabilities
Gross margin (%)	$\frac{\text{Gross profit}}{\text{Sales}}$	Cash earnings cover	$\frac{\text{Operating cash flow per share}}{\text{Headline earnings per share}}$
Operating margin (%)	$\frac{\text{Operating profit}}{\text{Sales}}$	Net cash to total equity (%)	$\frac{\text{Cash and cash equivalents, net of borrowings}}{\text{Total equity at the end of the financial year}}$
Trading profit before interest and taxation margin (%)	$\frac{\text{Trading profit before interest and taxation}}{\text{Sales}}$		
EBITDA margin (%)	$\frac{\text{EBITDA}}{\text{Sales}}$		
Effective tax rate (%)	$\frac{\text{Headline earnings}}{\text{Average of opening and closing equity attributable to equity holders of the parent}}$  The tax rate reconciliation can be found in the Chief Financial Officer's review		

FORMULAS

Current ratio	$\frac{\text{Current assets}}{\text{Current liabilities}}$
Quick ratio	$\frac{\text{Current assets excluding inventory}}{\text{Current liabilities}}$
Inventory days	$\frac{\text{Inventory}}{\text{Total cost of sales}} \times \text{number of days traded in the financial year}$
Inventory turn	$\frac{\text{Total cost of sales}}{\text{Inventory}}$
Debtor days	$\frac{\text{Trade debtors excluding VAT}}{\text{Total sales}} \times \text{number of days traded in the financial year}$
Payable days	$\frac{\text{Trade payables excluding VAT}}{\text{Total cost of sales}} \times \text{number of days traded in the financial year}$
Asset turn	$\frac{\text{Sales}}{\text{Total assets}}$
Total liabilities to total equity	$\frac{\text{Current and non-current liabilities}}{\text{Total equity}}$
Headline earnings per share	$\frac{\text{Headline earnings}}{\text{Weighted average number of shares in issue}}$
Diluted headline earnings per share	$\frac{\text{Headline earnings}}{\text{Diluted weighted average number of shares in issue}}$
Attributable earnings per share	$\frac{\text{Earnings attributable to the equity holders of the parent}}{\text{Weighted average number of shares in issue}}$
Dividends/ distribution per share	$\frac{\text{Distribution to shareholders}}{\text{Total number of shares in issue}}$
Cash generated from operations before working capital movements per share	$\frac{\text{Cash generated from operations before working capital movements}}{\text{Weighted average number of shares in issue}}$
Operating cash flow per share	$\frac{\text{Net cash flow from operating activities}}{\text{Current liabilities}}$
Net asset value per share	$\frac{\text{Closing equity attributable to equity holders of the parent}}{\text{Weighted average number of shares in issue}}$
Net cash flow from operating activities, excludes dividends paid.	
Dividend cover	$\frac{\text{Headline earnings per share}}{\text{Interim and final dividend per share}}$