

UNAUDITED INTERIM RESULTS FOR THE SIX MONTHS ENDED 31 DECEMBER 2012



Revenue increased **7.0%** to R4 302 million

Diluted headline earnings per share increased **31.1%** to 46.8 cents

Operating profit increased **17.1%** to R533 million

Profit before taxation excluding once-off impairments increased **15.8%** to R264 million

Cash generated by operations before working capital changes increased **10.8%** to R1 493 million

Revenue generating assets increased **2.9%** to R9 146 million

Introduction

Eqstra Holdings Limited ("the group") produced satisfactory results with an improvement in diluted headline earnings per share in a challenging environment, entrenching the sustainability of the group.

Overview of continuing operations

- Revenue increased by 7.0% to R4 302 million (H1'12: R4 022 million) due to increased production volumes recorded by Contract Mining and Plant Rental, growth in leasing revenues in Fleet Management and Logistics and increased new unit sales in Industrial Equipment.
- Profit before taxation increased by 15.8% excluding the impact of impairments. Profit before taxation including impairments decreased by 6.8% to R245 million (H1'12: R263 million) mainly due to a weaker performance from Fleet Management and Logistics.
- Revenue-generating assets (leasing assets and finance lease receivables) increased by R262 million or 2.9% to R9 146 million (H2'12: R8 884 million) with good leasing asset growth recorded in Fleet Management and Logistics and Industrial Equipment. The leasing asset fleet of Contract Mining and Plant Rental has decreased marginally as expansionary capital expenditure was curtailed.
- Net finance costs increased by 5.6% to R266 million (H1'12: R252 million) as average debt levels increased during the period due to leasing asset growth.
- Working capital increased by R185 million on lower trade payables as a result of lower equipment purchases in Contract Mining and Plant Rental and lower inventory purchases in Construction and Mining Equipment.
- Net asset value increased by 7.7% to 745.1 cents per share (H2'12: 691.9 cents per share) and Return on Equity decreased to 12.3%.
- Diluted headline earnings increased by 31.1% to 46.8 cents per share, benefitting from an improved operating performance and the group's share buy-back programme.

Long-term debt funding

Total interest-bearing borrowings net of cash and cash equivalents increased by 8.2% to R7 082 million (H2'12: R6 543 million). This is in line with the planned increase in revenue-generating assets linked to long-term contracts.

The group complied with all bank debt covenants and achieved an interest cover (EBITDA) ratio of 5.4 times (H1'12: 5.4 times) and a capital adequacy ratio of 24.4% (H1'12: 23.0%).

The board is satisfied that the group has sufficient facilities in place to meet anticipated liquidity requirements and that medium term refinancing objectives have been achieved.

Divisional review

Industrial Equipment

	For the six months ended		Year ended	
	31 December 2012 Rm	31 December 2011 Rm	30 June 2012 Rm	30 June 2012 Rm
Revenue	1 088	940	1 038	1 978
Operating profit	117	87	117	204
Net finance costs	(52)	(50)	(38)	(88)
Profit before taxation	60	55	75	130
PBT margin	5.5%	5.9%	7.2%	6.6%
Revenue generating assets	1 669	1 266	1 523	1 523

The division reported a commendable business performance with the South African forklift market share increasing for the period despite the negative effects of foreign exchange movements. The increased sale of equipment into the leasing fleet produced a positive shift towards annuity income business. The Heavy Lift business unit (Konecranes port equipment and Terex mobile cranes) continued its good performance with a solid order book for the second half. Impact Handling (UK) delivered a positive performance notwithstanding manufacturer delivery constraints due to a factory relocation from Europe to China. Acquisitions made in the prior period (600SA and Air Supreme) were successfully integrated and are profitable. The division's diversification strategy is aimed at reducing dependence on the forklift business, which now accounts for 71% of divisional revenue (H1'12: 81%). The growth in revenue-generating assets bodes well for future earnings growth.

Fleet Management and Logistics

	For the six months ended		Year ended	
	31 December 2012 Rm	31 December 2011 Rm	30 June 2012 Rm	30 June 2012 Rm
Revenue	1 124	1 095	1 066	2 161
Operating profit	174	174	183	357
Net finance costs	(81)	(70)	(67)	(137)
Profit before taxation	92	104	115	219
PBT margin	8.2%	9.5%	10.8%	10.1%
Revenue generating assets	2 971	2 765	2 804	2 804

The division reported weaker results mainly as a result of non-recurring items. Revenue increased by 2.6% on growth in the leasing fleet and additional corporate leasing customers were secured that provide further scope for fleet growth and value-added products. Profit before taxation decreased by 11.5% due to the reduced scope of the renewed Clover contract, the subsequent closure of the tanker manufacturing unit and lower interest rates. End-of-lease vehicle remarketing also registered lower sales margins in a flat used vehicle market. Revenue-generating assets grew by 6.0% with the initial negative impact of growing the leasing fleet also impacting earnings growth. The non-asset based City of Johannesburg contract has been concluded and will contribute in H2'13. The commodity logistics turnaround has been successful and the business unit is now profitable, with further rationalisation required by either selling or discontinuing value destroying logistics activities.

Contract Mining and Plant Rental

	For the six months ended		Year ended	
	31 December 2012 Rm	31 December 2011 Rm	30 June 2012 Rm	30 June 2012 Rm
Revenue	2 022	1 840	1 867	3 707
Operating profit	246	185	137	322
Net finance costs	(138)	(141)	(136)	(277)
Profit before taxation	90	81	28	109
PBT margin	4.5%	4.4%	1.5%	2.9%
Revenue generating assets	4 450	4 511	4 517	4 517

The turnaround strategy in South Africa gained traction and the continued good performance of the Benga project in Mozambique resulted in operating profit increasing a significant 33.0%.

Revenue improved in line with increased volumes and decreased mine site specific industrial action compared to the prior year comparative period. Plant rental revenue in South Africa grew marginally in a depressed construction sector, with increased activity in Mozambique and Namibia.

Operating margin improved to 12.2% (H1'12: 10.2%). Curtailment of losses on the Pilanesburg Platinum Mine contract and no direct industrial action hampering operations in a period where the mining industry was ravaged by volatile industrial action, contributed to this improved performance. The loss making Nkomati Nickel contract remains challenging but management changes, site reorganisation and pending renegotiated contract terms are expected to curb further losses.

Profit before taxation increased by 11.1%. However, taking into account the R35 million net impairment reversal in the prior year comparative period and the current period impairment of R18 million for sub-standard tyres purchased, the division's sustainable profit before taxation performance showed a strong R62 million improvement.

Construction and Mining Equipment

	For the six months ended		Year ended	
	31 December 2012 Rm	31 December 2011 Rm	30 June 2012 Rm	30 June 2012 Rm
Revenue	150	163	289	452
Operating (loss) profit	(10)	-	5	5
Net finance costs	5	(1)	4	3
(Loss) profit before taxation	(3)	(2)	3	1
PBT margin	(2.0%)	(1.2%)	1.0%	0.2%
Inventories	237	386	269	269

Tough operating conditions as a result of the commodity market slowdown resulted in a marked slowdown in demand for mining equipment. The construction and mining equipment market is presently overstocked and highly price competitive, whilst the division is well positioned in terms of its low stock levels of new equipment. Consolidation, right-sizing and restructuring of the division was undertaken following the discontinuation of the New Holland Construction distributorship, the sale of Eqstra Mining Services (Bucyrus), as well as the move to new premises. Service and parts revenues improved significantly as the division rebuilds its presence in the onsite mining services market.

Share buy-back

During the period 9.3 million ordinary shares to the value of R62.6 million were repurchased and subsequently cancelled.

Dividend

No interim dividend has been declared in line with the group's dividend policy.

Outlook

The performance of the group's operations is expected to remain resilient while the general economic environment remains under pressure. All divisions should benefit from secure long-term contracts and good prospects for increased client penetration from contract renewals, value-added product sales and additions to the group's product range.

By order of the board

NP Mageza WS Hill
Chairperson Chief Executive Officer

6 March 2013

CONDENSED GROUP STATEMENT OF FINANCIAL POSITION

	Unaudited 31 December 2012 Rm	Unaudited 31 December 2011 Rm	Audited 30 June 2012 Rm
ASSETS			
Non-current assets	9 843	9 174	9 553
Intangible assets	66	24	51
Property, plant and equipment	522	455	500
Leasing assets	9 041	8 406	8 755
Deferred tax assets	29	52	30
Finance lease receivables	40	81	59
Investment in associate company	-	63	-
Other investments, loans and derivatives ⁽²⁾	145	93	158
Current assets	2 515	2 856	3 036
Inventories	949	1 017	811
Trade and other receivables and derivatives	1 284	1 239	1 533
Finance lease receivables	65	26	70
Taxation in advance	18	8	12
Cash and cash equivalents	199	154	610
Assets classified as held-for-sale ⁽³⁾	-	412	-
Total assets	12 358	12 030	12 589
EQUITY AND LIABILITIES			
Capital and reserves			
Share capital and premium	1 866	1 994	1 929
Other reserves	135	116	106
Retained income	997	639	931
Equity attributable to owners of the parent	2 998	2 749	2 966
Non-controlling interests	16	16	14
Total equity	3 014	2 765	2 980
Non-current liabilities	6 706	5 782	6 498
Interest-bearing borrowings	5 968	5 106	5 801
Deferred tax liabilities	738	676	697
Current liabilities	2 638	3 483	3 111
Trade and other payables, provisions and derivatives	1 310	1 861	1 747
Current tax liabilities	15	29	12
Current portion of interest-bearing borrowings ⁽⁴⁾	1 313	1 593	1 352
Total equity and liabilities	12 358	12 030	12 589

CONDENSED GROUP INCOME STATEMENT

	Unaudited For the six months ended 31 December 2012 Rm	Unaudited 31 December 2011 Rm	Audited Year ended 30 June 2012 Rm
Continuing operations			
Revenue	4 302	4 022	8 143
Profit from operations before depreciation and recoupments	1 431	1 305	2 596
Depreciation and amortisation	(907)	(879)	(1 744)
Recoupments	9	29	41
Operating profit	533	455	893
Foreign exchange (losses) gains	(3)	25	46
Net (impairment) reversal of impairment of leasing assets	(19)	35	30
Profit before net finance costs	511	515	969
Net finance costs	(266)	(252)	(481)
Finance costs including fair value gain ⁽⁶⁾	(281)	(264)	(507)
Finance income	15	12	26
Profit before taxation	245	263	488
Income tax expense	(60)	(64)	(111)
Profit for the period from continuing operations	185	199	377
Discontinued operations			
(Loss) profit from discontinued operations, including profit on sale of discontinued operation	(2)	9	111
Profit for the period	183	208	488
Attributable to:			
Owners of the parent	181	207	486
- Profit for the period from continuing operations	183	198	375
- (Loss) profit for the period from discontinued operations	(2)	9	111
Non-controlling interests	2	1	2
Profit for the period	183	208	488
	Cents	Cents	Cents
Earnings per share from continuing operations			
- Basic earnings per share	45.1	47.1	89.4
- Diluted earnings per share	45.1	45.7	88.0

CONDENSED GROUP STATEMENT OF COMPREHENSIVE INCOME

	Unaudited For the six months ended 31 December 2012 Rm	Unaudited 31 December 2011 Rm	Audited Year ended 30 June 2012 Rm
Profit for the period	183	208	488
Total other comprehensive income for the period (net of taxation)	28	84	77
Exchange differences on translation of foreign subsidiaries	15	54	27
Net fair value gain on cash flow hedges and other fair value reserves	13	30	50
Total comprehensive income for the period (net of taxation)	211	292	565
Attributable to:			
Owners of the parent	209	291	563
- Profit for the period from continuing operations	211	282	452
- (Loss) profit for the period from discontinued operations	(2)	9	111
Non-controlling interests	2	1	2
Total comprehensive income for the period	211	292	565

CONDENSED GROUP DISCONTINUED OPERATIONS INCOME STATEMENT

	Unaudited For the six months ended 31 December 2012 Rm	Unaudited 31 December 2011 Rm	Audited Year ended 30 June 2012 Rm
Revenue	22	380	1 120
Profit from operations before depreciation and recoupments	1	35	85
Depreciation, amortisation and recoupments	-	(1)	(8)
Operating profit	1	34	77
Foreign exchange gain (losses)	-	1	(19)
Profit before net finance costs	1	35	58
Net finance costs	(3)	(16)	(48)
(Loss) profit before taxation	(2)	19	10
Income tax expense	-	(10)	(36)
(Loss) profit for the period	(2)	9	(26)
<i>* The above discontinued operations form part of the Construction and Mining Equipment segment</i>			
The profit from discontinued operations, including profit on sale of discontinued operation comprises:			
(Loss) profit from discontinued operations (refer above)	(2)	9	(26)
Profit on disposal of discontinued operation (net of taxation)	-	-	137
	(2)	9	111

CONDENSED GROUP STATEMENT OF CHANGES IN EQUITY

	Share capital and premium Rm	Other reserves Rm	Retained income Rm	Non-controlling interests Rm	Total Rm
Balance at 1 July 2011	2 060	31	578	19	2 688
Total comprehensive income for the period	-	84	207	1	292
Profit for the period	-	-	207	1	208
Other comprehensive income for the period (net of taxation)	-	84	-	-	84
Net share-based payment reversal	-	(12)	-	-	(12)
Revaluation of Lereko call option	-	4	-	-	4
Dividends paid	-	-	(105)	(4)	(109)
Other movements	(66)	9	(41)	(4)	(102)
Balance at 31 December 2011	1 994	116	639	16	2 765
Total comprehensive income for the period	-	(7)	279	1	273
Profit for the period	-	-	279	1	280
Other comprehensive loss for the period (net of taxation)	-	(7)	-	-	(7)
Net share-based payment reversal	-	(9)	-	-	(9)
Revaluation of Lereko call option	-	(2)	-	-	(2)
Dividends paid	-	-	-	(3)	(3)
Other movements	(65)	8	13	(4)	(44)
Balance at 30 June 2012	1 929	106	931	14	2 980
Total comprehensive income for the period	-	28	181	2	211
Profit for the period	-	-	181	2	183
Other comprehensive income for the period net of taxation	-	28	-	-	28
Net share-based payment expense	-	9	-	-	9
Revaluation of Lereko call option	-	(5)	-	-	(5)
Dividends paid	-	-	(115)	-	(115)
Other movements	(63)	(3)	-	-	(66)
Balance at 31 December 2012	1 866	135	997	16	3 014

CONDENSED GROUP STATEMENT OF CASH FLOWS

	Unaudited For the six months ended 31 December 2012 Rm	Unaudited 31 December 2011 Rm	Audited Year ended 30 June 2012 Rm
Cash flows from operating activities			
Cash generated by operations before working capital movements	1 493	1 348	2 668
Working capital movements	(185)	(471)	(250)
Cash generated by operations	1 308	877	2 418
Finance income	15	12	27
Finance cost	(293)	(287)	(565)
Taxation paid	(24)	(3)	(59)
Net cash flows from operating activities	1 006	599	1 821
Cash flows from investing activities			
Disposal of businesses	-	-	424
Acquisition of businesses	(32)	(53)	(53)
Net capital expenditure	(1 288)	(1 386)	(2 904)
Movement in finance lease receivables	39	7	(39)
Movement in other investments and loans	3	(9)	(3)
Net cash flows from investing activities	(1 278)	(1 441)	(2 575)
Cash flows from financing activities			
Repurchase of non-controlling interest	-	(6)	(6)
Transactions with shareholders	(178)	(184)	(239)
Increase in interest-bearing borrowings			

