

Esor Limited (Incorporated in the Republic of South Africa) (Registration number: 1994/000732/06) (JSE code: ESR ISIN: ZAE000078408) ("Esor" or "the company")

# **HIGHLIGHTS**

- Results ahead of pre-listing forecasts
- Attributable earnings up by 119,8% to R13,3 million
- # HEPS up by 111,7%
- Net tangible asset value per share up by 114,4%
- Successful listing on Altx

Total assets

Bank overdraft

779

# **AUDITED FINANCIAL RESULTS**

for the year ended 28 February 2006

	Year ended 28 February 2006 Audited R	Year ended 28 February 2005 Audited F
Revenue Cost of sales	125 393 423 (98 771 669)	100 062 308 (82 643 143
Gross profit Other operating income	26 621 754 1 057 065	17 419 165 275 880

**CONSOLIDATED INCOME STATEMENT** 

Other operating income Operating expenses	1 057 065 (7 060 394)	275 880 (7 876 195)
Earnings before interest, tax, depreciation and amortisation Depreciation	20 618 425 (2 649 992)	9 818 850 (1 480 752)
Profit before interest		

and taxation	17 968 433	8 338 098
Net interest received	492 506	362 928
Profit before taxation	18 460 939	8 701 026
Taxation	(5 122 332)	(2 633 247)
Profit for the year	13 338 607	6 067 779

earnings:		
Profit attributable to ordinary		
shareholders	13 338 607	6 067
Adjusted for profit on disposal		
of property, plant and		

equipment	(653 358)	(95 592)
Headline earnings	12 685 249	5 972 187
Weighted average shares in issue on which earnings are based	99 992 667	99 992 000
Basic earnings per share (cents) Adjusted for –	13,3	6,1

Profit on disposal of property, plant and equipment		
(after tax) (cents)	(0,6)	(0,1)
Headline earnings per share (cents)	12,7	6,0
Dividend per chare (cents)		

\* Restated under IFRS

Acquisition of property, plant and equipment

Proceeds on disposal of property, plant and equipment

Proceeds on disposal of

investment property

Reconciliation of headline

# **CONSOLIDATED CASH FLOW STATEMENT**

Year ended	Year ended
28 February	28 February
2006	2005
Audited	Audited*
R	R

Cash flows from operating activities	4 779 987	1 911 012
Cash receipts from customers Cash paid to suppliers and employees	120 826 600 (114 131 058)	90 489 500 (85 423 563)
Cash generated from operations Interest received Interest paid Taxation paid	6 695 542 981 761 (489 255) (2 408 061)	5 065 937 908 654 (545 726) (3 517 853)
Cash flows from investing activities	(806 908)	(1 830 720)

(2 229 109)

572 201

850 000

(2 514 568)

683 848

### **CONSOLIDATED BALANCE SHEET**

	Audited R	Audited* R
ASSETS		
Non-current assets	20 463 031	10 030 757
Property, plant and equipment Investment property	20 463 031	9 973 735 57 022
Current assets	40 722 483	35 496 172
Inventories Unsecured loans Trade and other	35 618 4 776	42 791 5 246 189
receivables Bank and cash	28 045 688 12 636 401	23 310 593 6 896 599

28 February

61 185 514

2006

28 February

45 526 929

113 246

2005

EQUITY AND LIABILITIES Share capital and		
reserves	36 939 884	17 229 399
Share capital and premium Accumulated profits	6 371 980 30 567 904	102 17 229 297
Non-current liabilities	4 797 144	5 304 214
Secured borrowings Deferred taxation	2 836 914 1 960 230	3 048 569 2 255 645
Current liabilities	19 448 486	22 993 316
Trade and other payables Current portion of	9 546 132	17 585 892
secured borrowings	1 908 798	2 009 043
Taxation owing Unsecured loans	3 570 056 4 423 500	532 763 2 752 372

Total equity and liabilities	61 185 514	45 526 929
Shares in issue Net asset value	100 000 000	100 000 000
per share (cents)	36,94	17,23
Net tangible asset value per share (cents) * Restated under IFRS	36,94	17,23

### **CONSOLIDATED STATEMENT** OF CHANGES IN EQUITY

	Share capital R	Share premium R	Accumu- lated profits* R	Total R
Balance at 1 March 2004	102	-	11 161 518	11 161 620
As previously reported IFRS	102	-	8 493 593	8 493 695
adjustment	_	_	2 667 925	2 667 925
Net profit for the year	-	-	6 067 779	6 067 779
Balance at 1 March 2005	102	_	17 229 297	17 229 399
As previously				

Es	or_	Eng	T2CF	5/23/06	10:44		Pag	,	(1,2)
		acti	villes		(00)	0 3001		(1 000	1201
)—		Acquisition of property, plant and equipment Proceeds on disposal of property, plant and equipment Proceeds on disposal of investment property			(2 22	9 109)		(2 514	568)
						2 201		683	8 848
		IIIVES	strient bi	00	0 000				
			flows fro	om financing	1 87	9 969		213	845
		Increase/(decrease) in unsecured loans (Decrease)/increase in	2 19	1 869		(146	3 732)		
		secured borr			(31	(311 900)		360 577	
		cash	equivale		5 85	3 048		294	137
			and cash eginning d	equivalents of year	6 78	3 353		6 489	216
			and cas	h equivalents ar	12 63	6 401		6 783	353
		* Rest	ated und	er IFRS					

2006	100 000	6 271 980	30 567 904	36 939 884
Balance at 28 February	400.000	0.074.000	00 507 004	00 000 004
Net profit for the year	-	-	13 338 607	13 338 607
issue	99 890	(99 890)	-	-
Share issue expenses Capitalisation	-	(483 195)	-	(483 195)
Share issue	8	6 855 065	-	6 855 073
adjustment	_	-	3 047 415	3 047 415
As previously reported IFRS	102	-	14 181 882	14 181 984
Balance at 1 March 2005	102	-	17 229 297	17 229 399
Net profit for the year	-	-	6 067 779	6 067 779
Not suggest for				

#### **COMMENTS**

#### INTRODUCTION

The directors are pleased to present the maiden annual financial results of the company for the year to 28 February 2006 ("the year"), which exceed the forecasts set out in the pre-listing prospectus in all material respects. The annual financial results mark Esor's 30<sup>th</sup> year of profitability. Post year-end on 14 March 2006 the company listed successfully on the Alternative Exchange (Alt\*) of the JSE Limited.

#### **REVIEW OF OPERATIONS**

Esor's performance improved substantially. Thriving trading conditions in the construction industry helped drive demand for Esor's services. Management's strict cost control and focus on operational efficiencies were reflected in significantly higher operating margins.

# SEGMENTAL ANALYSIS OF GROUP OPERATIONS

No segmental analysis is presented as the group operates mainly in a single business and geographical segment. Minor operations are undertaken outside the borders of South Africa which account for less than 2% of revenue and expenses.

### **BLACK ECONOMIC EMPOWERMENT ("BEE")**

The conclusion of an appropriate BEE transaction is a primary objective for the new financial year. The company is currently evaluating structures that can accommodate both an independent empowered equity partner and employee equity participation. More than 70% of Esor's 220-strong workforce is made up of Historically Disadvantaged South Africans.

#### **FINANCIAL RESULTS**

Group revenue increased by 25,3% to R125,4 million for the year, off which EBITDA grew by 110,0% to R20,6 million. Operating margins improved dramatically by 115,0%, reflecting the underlying strength of Esor's operations.

During the year the group invested in organic growth through the purchase of capital equipment to the value of R2,2 million and the acquisition of operating premises with an aggregate cost of R11.6 million.

#### **PROSPECTS**

Esor intends to use the monies raised pre-listing to continue increasing capacity at its current operations to accommodate rising demand for its services.

The construction industry remains robust at present and is expected to maintain, if not exceed, current levels of activity over the short to medium term. The order book for Esor's new financial year already stands in excess of R70 million. The directors are accordingly confident that the group will show real growth in headline earnings per share for the year ending 28 February 2007.

#### **DIVIDEND POLICY**

In line with strategy to reinvest in the group in order to sustain Esor's growth, no dividend has been declared for the year. Esor's dividend

policy will be reviewed annually in light of the group's cash flow, gearing and capital requirements.

# BASIS OF PREPARATION, ACCOUNTING POLICIES AND NOTES

#### Basis of preparation

The consolidated annual financial statements have been prepared in accordance with International Financial Reporting Standards (IFRS). These are the group's first IFRS-compliant consolidated annual financial statements and the provisions of IFRS 1 First Time Adoption of IFRS have been accordingly applied.

#### Comparative information

The previous year's comparative information has been restated to take account of the effects of correctly providing for the depreciation and valuation of property, plant and equipment as required by the relevant authorities and IAS 16, which was not previously provided for.

#### Post balance sheet events

Subsequent to year-end, on 14 March 2006, the company has allotted 20 million ordinary shares at a premium of R0,999 per share as part of the private placement for the purpose of listing on Alt<sup>x</sup>. Subsequent to the listing on Alt<sup>x</sup>, the company has issued and allotted 3 000 000 shares to the share incentive scheme at the listing price of R1,00 per share.

### **Auditors' report**

The group's auditors, RSM Betty & Dickson (Durban), have audited the group annual financial statements. A copy of their unqualified audit opinion is available for inspection at the company's registered office.

## Appreciation

We thank our loyal staff, the majority of whom have remained with the group for more than 15 years, for their commitment and hard work which have helped Esor to achieve its listing on Alt<sup>x</sup>. We also thank our business partners, advisors, suppliers and most importantly our shareholders for their ongoing support and faith in the group.

By order of the Board

Bernard Krone Chief Executive Officer Mauro L Trevisani Financial Director

24 May 2006

Warning: The listing of ordinary shares in the company is on Alt'. Investors are advised of the risks of investing in a company listed on Alt'. Investors are advised that the JSE does not guarantee the viability or the success of a company listed on Alt'. In terms of the Listings Requirements, the company is obliged to appoint and retain a Designated Advisor, which is required to, Inter alia, attend all board meetings held by the company to ensure that all the Listings Requirements and applicable regulations are compiled with, approve the Financial Director of the company and guide the company in a competent, professional and impartial manner. If the company falls to retain a Designated Advisor, it must make arrangements to appoint a new Designated Advisor within 10 business days, falling which the company faces suspension of trading of its securities. If a Designated Advisor is not appointed within 30 days of its suspension, the company faces the termination of its listing without the prospect of an appropriate offer to minority shareholders.

#### **CORPORATE INFORMATION**

Non-executive directors: I G Jefferiss; D M Thompson. Executive directors: M L Barber; A M Field; B Krone (CEO); M L Trevisani (Financial Director). Registration number: 1994/000732/06. Registered address: 130 Aberdare Drive, Phoenix Industrial Park, Durban, 4051.

Postal address: PO Box 40096, Red Hill, 4071. Company secretary: M L Trevisani.

 $\textbf{Telephone:}\ 031\ 507\ 1051.\ \ \textbf{Facsimile:}\ 031\ 507\ 5709$ 

Transfer secretaries: Computershare Investor Services 2004 (Pty) Limited. Designated Advisor: Exchange Sponsors (Pty) Limited