

> SEGMENTAL INFORMATION

Segment profit or loss – Continuing operations	GROUP CONTINUING OPERATIONS		LOGISTICS AFRICA		LOGISTICS INTERNATIONAL		TOTAL LOGISTICS		VEHICLE IMPORT, DISTRIBUTION AND DEALERSHIPS		VEHICLE RETAIL, RENTAL AND AFTERMARKET PARTS		MOTOR-RELATED FINANCIAL SERVICES		TOTAL VEHICLES		HEAD OFFICE AND ELIMINATIONS			
	2016	2015	2016	2015	2016	2015	2016	2015	2016	2015	2016	2015	2016	2015	2016	2015	2016	2015		
R million																				
Revenue	115 738	107 453	27 119	25 347	20 793	19 071			47 912	44 418	28 473	27 437	41 045	37 547	1 634	1 429	71 152	66 413	(3 326)	(3 378)
– South Africa	66 010	67 101	15 266	15 372					15 266	15 372	22 975	23 898	29 461	29 780	1 634	1 429	54 070	55 107	(3 326)	(3 378)
– Rest of Africa	13 288	10 481	11 853	9 974					11 853	9 974	1 306	388	129	119			1 435	507		
– International	36 440	29 871		1	20 793	19 071			20 793	19 072	4 192	3 151	11 455	7 648			15 647	10 799		
Operating profit	5 893	5 671	1 530	1 587	1 013	958			2 543	2 545	1 149	960	1 677	1 677	669	620	3 495	3 257	(145)	(131)
– South Africa	3 724	3 828	750	952					750	952	1 033	885	1 403	1 491	669	620	3 105	2 996	(131)	(120)
– Rest of Africa	853	668	780	632					780	632	37	4	36	32			73	36		
– International	1 316	1 175		3	1 013	958			1 013	961	79	71	238	154			317	225	(14)	(11)
Depreciation, amortisation, impairments and recoupments	3 119	2 878	902	924	777	739			1 679	1 663	696	546	721	662	150	117	1 567	1 325	(127)	(110)
– South Africa	1 924	1 754	604	636					604	636	670	531	626	579	150	117	1 446	1 227	(126)	(109)
– Rest of Africa	326	305	298	288					298	288	8	3	21	14			29	17	(1)	(1)
– International	869	819			777	739			777	739	18	12	74	69			92	81		(1)
Net finance costs	1 440	1 194	533	407	207	180			740	587	495	494	346	313	(5)		836	807	(136)	(200)
– South Africa	913	825	314	281					314	281	469	473	279	271	(5)		743	744	(144)	(200)
– Rest of Africa	244	135	219	126					219	126	17	3	8	6			25	9		
– International	283	234			207	180			207	180	9	18	59	36			68	54	8	
Pre-tax profits*	3 841	4 093	777	1 037	585	647			1 362	1 684	433	458	1 317	1 388	712	647	2 462	2 493	17	(84)
– South Africa	2 663	2 893	424	661					424	661	357	399	1 123	1 260	712	647	2 192	2 306	47	(74)
– Rest of Africa	389	404	353	373					353	373	9	5	27	26			36	31		
– International	789	796		3	585	647			585	650	67	54	167	102			234	156	(30)	(10)
Additional segment information – Continuing operations																				
Analysis of revenue by type																				
– Sale of goods	70 228	63 966	10 065	8 216					10 065	8 216	24 750	23 441	35 413	32 308			60 163	55 749		1
– Rendering of services	45 510	43 487	16 947	17 008	20 793	19 070			37 740	36 078	2 099	2 295	5 035	4 515	613	594	7 747	7 404	23	5
Inter-group revenue	115 738	107 453	27 012	25 224	20 793	19 070			47 805	44 294	26 849	25 736	40 448	36 823	613	594	67 910	63 153	23	6
			107	123		1			107	124	1 624	1 701	597	724	1 021	835	3 242	3 260	(3 349)	(3 384)
	115 738	107 453	27 119	25 347	20 793	19 071			47 912	44 418	28 473	27 437	41 045	37 547	1 634	1 429	71 152	66 413	(3 326)	(3 378)
Analysis of depreciation, amortisation, impairment and recoupments	3 119	2 878	902	924	777	739			1 679	1 663	696	546	721	662	150	117	1 567	1 325	(127)	(110)
– Depreciation and amortisation	2 601	2 520	717	731	619	575			1 336	1 306	581	553	653	659	144	117	1 378	1 329	(113)	(115)
– Recoupments and impairments	(70)	(57)	(35)	(20)	(35)	(16)			(70)	(36)		(7)	(1)	(19)	6		5	(26)	(5)	5
– Amortisation and impairment of intangible assets arising on business combinations	588	415	220	213	193	180			413	393	115		69	22			184	22	(9)	
Share of result of associates and joint ventures included in pre-tax profits	133	33	33	34	25	25			58	59	(19)	(3)	46	33	47	27	74	57	1	(83)

* Pre-tax profits are calculated as profit before tax, impairment of goodwill, profit or loss on sale of investment in subsidiaries, associates and joint ventures and other businesses, and impairment losses on assets of disposal groups.

> SEGMENTAL INFORMATION (continued)

Segment financial position	GROUP		LOGISTICS AFRICA		LOGISTICS INTERNATIONAL		TOTAL LOGISTICS		VEHICLE IMPORT, DISTRIBUTION AND DEALERSHIPS		VEHICLE RETAIL, RENTAL AND AFTERMARKET PARTS		MOTOR-RELATED FINANCIAL SERVICES		TOTAL VEHICLES		HEAD OFFICE AND ELIMINATIONS		INSURANCE	
	2016	2015 [^]	2016	2015	2016	2015	2016	2015	2016	2015	2016	2015 [^]	2016	2015	2016	2015 [^]	2016	2015	2016 [~]	2015 [~]
R million																				
Assets																				
Intangible assets	7 501	7 193	3 526	3 110	3 004	2 863		6 530	5 973	175	505	755	695		(6)	930	1 194	41	26	
Property, plant and equipment	11 465	10 967	2 518	2 096	2 245	2 244		4 763	4 340	3 477	3 346	3 236	3 313	10	9	6 723	6 668	(21)	(41)	
Transport fleet	5 953	5 610	2 715	3 212	3 278	2 438		5 993	5 650									(40)	(40)	
Vehicles for hire	3 469	3 603								1 534	1 757	1 723	1 669	1 071	988	4 328	4 414	(859)	(811)	
Investment in associates and joint ventures	687	1 199	342	300	167	139		509	439	(39)	(19)	154	100	55	600	170	681	8	79	
Inventories	16 717	15 465	1 498	1 448	314	211		1 812	1 659	8 288	7 659	6 361	5 822	436	480	15 085	13 961	(180)	(155)	
Trade and other receivables	12 712	12 849	4 994	5 136	3 618	3 350		8 612	8 486	1 601	2 164	2 019	2 103	929	469	4 549	4 736	(449)	(373)	
Other financial assets	8	36	5	8	5	5		10	13	4	26	27		85	85	116	111	(118)	(88)	
Cash resources	13	22												13	22	13	22			
Operating assets	58 525	56 944	15 598	15 310	12 631	11 250		28 229	26 560	15 040	15 438	14 275	13 702	2 599	2 647	31 914	31 787	(1 618)	(1 403)	
- South Africa	32 248	34 312	9 039	9 034				9 039	9 034	12 401	13 973	10 207	10 113	2 599	2 647	25 207	26 733	(1 998)	(1 455)	
- Rest of Africa	7 329	6 557	6 559	6 275				6 559	6 275	652	201	118	81			770	282			
- International	18 948	16 075		1	12 631	11 250		12 631	11 251	1 987	1 264	3 950	3 508			5 937	4 772	380	52	
Liabilities																				
Retirement benefit obligations	1 531	1 157			1 531	1 157		1 531	1 157											
Maintenance and warranty contracts	3 156	3 191								102	17			3 040	3 083	3 142	3 100	14	91	
Trade and other payables and provisions	19 493	19 047	5 591	5 401	3 372	3 145		8 963	8 546	4 770	5 529	6 346	5 825	896	384	12 012	11 738	(1 482)	(1 237)	
Other financial liabilities	460	379	119	111	1	2		120	113	67	48	42	45	10	1	119	94	221	172	
Operating liabilities	24 640	23 774	5 710	5 512	4 904	4 304		10 614	9 816	4 939	5 594	6 388	5 870	3 946	3 468	15 273	14 932	(1 247)	(974)	
- South Africa	13 949	14 794	3 609	3 682				3 609	3 682	4 160	5 358	3 565	3 338	3 946	3 468	11 671	12 164	(1 331)	(1 052)	
- Rest of Africa	2 539	1 896	2 101	1 824				2 101	1 824	425	62	13	10			438	72			
- International	8 152	7 084		6	4 904	4 304		4 904	4 310	354	174	2 810	2 522			3 164	2 696	84	78	
Net working capital¹	9 936	9 267	901	1 183	560	416		1 461	1 599	5 119	4 294	2 034	2 100	469	565	7 622	6 959	853	709	
- South Africa	7 345	7 253	235	336				235	336	4 178	3 834	1 701	1 924	469	565	6 348	6 323	762	594	
- Rest of Africa	838	924	666	852				666	852	147	62	24	11			171	73	1	(1)	
- International	1 753	1 090		(5)	560	416		560	411	794	398	309	165			1 103	563	90	116	
Net debts²	16 520	14 327	5 249	4 872	3 955	4 150		9 204	9 022	5 822	4 661	2 000	2 482	(1 668)	(1 738)	6 154	5 405	1 162	(100)	
- South Africa	9 915	8 204	2 610	2 669				2 610	2 669	5 244	4 185	1 686	2 199	(1 668)	(1 738)	5 262	4 646	2 043	889	
- Rest of Africa	2 821	2 454	2 639	2 209				2 639	2 209	118	194	64	51			182	245			
- International	3 784	3 669		(6)	3 955	4 150		3 955	4 144	460	282	250	232			710	514	(881)	(989)	
Net capital expenditure	4 138	4 519	880	1 046	1 027	1 173		1 907	2 219	1 288	1 199	779	844	228	649	2 295	2 692	(162)	(500)	98
- South Africa	2 624	2 856	534	711				534	711	1 228	1 182	701	710	228	649	2 157	2 541	(163)	(501)	96
- Rest of Africa	416	369	346	335				346	335	27	8	41	23			68	31	2	3	
- International	1 098	1 294			1 027	1 173		1 027	1 173	33	9	37	111			70	120	1	1	

[^] Restated as described in notes 2.1 and 2.2.

[~] The assets and liabilities of the Insurance business are shown as held-for-sale at 30 June 2016 and at 30 June 2015.

1. Consist of inventories, trade and other receivables, trade and other payables and provisions.

2. The aggregate of interest-bearing borrowings, non-redeemable, non-participating preference shares less cash resources.