# NOTES TO THE ANNUAL FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 AUGUST

		Group	
		2018 R'000	2017 R'000
1	Revenue	R 000	R 000
	Turnover	29 239 688	26 809 101
	Financial income	25 757	10 501
	Other income	1 717 147	1 523 005
	Distribution and logistics fees	792 482	683 022
	Rental income	419	437
	Advertising income, cost recoveries and other	924 246	839 546
		30 982 592	28 342 607
2	Depreciation and amortisation		
-	Depreciation of property, plant and equipment (see note 9)	289 239	259 657
	Amortisation of intangible assets (see note 10)	49 903	37 409
	Total depreciation and amortisation	339 142	297 066
	Depreciation included in cost of merchandise sold and inventories	(19 166)	(13 839)
	Depreciation and amortisation included in expenses	319 976	283 227
3	Occupancy costs		
5	Operating leases	851 144	746 130
	Turnover rental expense	69 144	46 255
	Movement in operating lease liability (see note 24)	9 113	2 617
	Movement in provision for onerous contracts (see note 26)	(1 740)	(206)
		927 661	794 796
^	Employment easts		
4	Employment costs Directors' emoluments (excluding incentives, see note 4.1)	23 933	21 630
	Non-executive fees	3 773	3 210
	Executive	20 160	18 420
	Salary	18 685	17 182
	Other benefits	1 475	1 238
	Equity-settled share option costs (see note 20)	50 752	58 909
	Long-term incentive scheme – TSR (see note 23)	191 857	149 020
	Release of gain on cash flow hedge to profit or loss (see note 21)	(160 386)	(123 779)
	Long-term incentive scheme – HEPS (see note 23) Staff salaries and wages	56 144 2 731 521	49 113 2 477 494
	Contributions to defined contribution plans	155 178	143 419
	Leave pay costs (see note 23)	12 787	16 480
	Bonuses (see note 23)	146 727	151 931
	Increase in liability for defined benefit plans (see note 23)	1 304	1 074
	Total employment costs	3 209 817	2 945 291
	Employment costs included in cost of merchandise sold and inventories	(114 972)	(99 453)
	Employment costs included in expenses	3 094 845	2 845 838
	For further detail of directors' emoluments refer to rewarding value creation on pages 75 to 77 of the integrated annual report or note 4.1.		
	Included in total employment costs are the following aggregate amounts (including directors' emoluments) relating to transactions with key management personnel:		
		184 357	168 049
	Short-term employee benefits	31 895	28 944
	Post-employment benefits Short-term incentive scheme	2 578 15 940	2 217 14 055
	Long-term incentive scheme	133 944	14 055
	Share-based payments	- 100 944	122 7 43 90
	Non-executive directors' fees	3 773	3 210

Non-executive directors' fees

3 210

171 259

3 773

188 130

## 4 Employment costs (continued)

## 4.1 Directors' remuneration

## Executive directors' remuneration

Director (R'000)	Salary	Pension fund	Other benefits	Total annual guaran- teed pay	short- term	Per- fomance- based long-term incentive*	Total variable pay	Total
2018								
Bertina Engelbrecht	3 489	411	-	3 900	1 560	17 453	19 013	22 913
Michael Fleming	5 287	356	57	5 700	2 280	25 268	27 548	33 248
David Kneale**	9 909	649	2	10 560	6 336	52 800	59 136	69 696
Total	18 685	1 416	59	20 160	10 176	95 521	105 697	125 857
2017								
Bertina Engelbrecht	3 220	380	-	3 600	1 508	17 081	18 589	22 189
Michael Fleming	4 879	284	57	5 220	2 186	25 883	28 069	33 289
David Kneale**	9 083	515	2	9 600	6 031	48 000	54 031	63 631
Total	17 182	1 179	59	18 420	9 725	90 964	100 689	119 109

\* Payments relating to the performance for the year ended 31 August are paid in November. The expense is provided over the three-year vesting period in the relevant financial year

\*\* The LTI payment to Mr Kneale has been capped at five times annual guaranteed pay, in accordance with the rules of the scheme

The total number of ordinary shares in issue is 253 948 352 (2017: 245 968 968). The percentage of issued share capital held by directors is 0.20% (2017: 0.22%).

Details of all dealings in Clicks Group Limited shares by directors during the financial year are contained in the directors' report on page 2 and directors' shareholdings are set out on page 69, which has been audited.

## Non-executive directors' remuneration

	2018	2017
	Directors'	Directors'
Director	fees	fees
Director	(R'000)	(R'000)
David Nurek	1 169	1 059
Fatima Abrahams*	630	459
John Bester	647	581
Nonkululeko Gobodo	450	213
Fatima Daniels**	523	408
Nkaki Matlala***	-	161
Martin Rosen	354	329
Total	3 773	3 210
Total directors' remuneration		
Executive directors	125 857	119 109
Non-executive directors	3 773	3 210
Total directors' remuneration	129 630	122 319

\* The fees paid to Professor Abrahams include an amount of R78 150 (2017: R24 610) for performing the role of chairperson of The Clicks Group Employee Share Ownership Trust and R72 917 (2017: nil) for her appointment as director of Clicks Retailers Proprietary Limited

\*\* The fees paid to Fatima Daniels include an amount of R72 917 (2017: nil) for her appointment as director of Clicks Retailers Proprietary Limited

\*\*\* Retired with effect from 26 January 2017

	Gro	Group	
	2018 R'000	2017 R'000	
Other costs			
Other operating costs include:			
Fees paid for outside services			
Technical services	18 282	22 024	
Decrease in financial assets at fair value through profit or loss	-	1 161	
Foreign exchange losses – realised	-	1 996	
Impairment allowances raised – trade receivables (see note 18)	5 115	6 518	
Water and electricity	177 403	165 304	
Retail	164 270	152 562	
Distribution	13 133	12 742	
Net financing income/(costs)			
Recognised in profit or loss:			
Interest income on bank deposits and investments	24 429	9 977	
Other interest income	1 328	524	
Financial income	25 757	10 501	
Interest expense on financial liabilities measured at amortised cost	23 692	47 838	
Cash interest expense	9 456	41 591	
Other interest expense	14 236	6 247	
Financial expense	23 692	47 838	
Net financing income/(costs)	2 065	(37 337	

	Gro	up	Company	
	2018 R'000	2017 R'000	2018 R'000	20 R'0
Income tax expense				
South African normal tax				
Current tax				
Current year	206 279	513 303	54	
Prior-year overprovision	(14 679)	(10 959)	-	
Deferred tax				
Current year	344 270	(28 288)	-	
Prior-year underprovision	17 707	18 431	-	
Foreign tax				
Current tax				
Current year	9 180	4 706	-	
Withholding tax	6 223	5 488	-	
Deferred tax				
Current year	1 224	(5 611)	-	
Prior-year overprovision	(414)	(440)	-	
Taxation per income statement	569 790	496 630	54	
Deferred tax – current year	(267 916)	(208 915)	-	
Cash flow hedge recognised in other comprehensive income	22 616	(4 658)	-	
Equity-settled transaction recognised in equity (see note 20)	(290 532)	(205 516)	-	
Remeasurement of post-employment benefit obligations	-	1 259	-	
Total income tax charge	301 874	287 715	54	
Reconciliation of rate of tax	%	%	%	
Standard rate – South Africa	28.00	28.00	28.00	28
Adjusted for:				
Disallowable expenditure	0.31	0.25	0.02	0
Exempt income and allowances	(0.68)	(0.97)	(28.02)	(28
Foreign tax rate variations	(0.24)	-	-	
Foreign withholding tax	0.30	0.31	-	
Prior-year net underprovision	0.17	0.40	-	
Effective tax rate	27.86	27.99	_	

One of the subsidiaries of the group has an estimated tax loss of R51.9 million (2017: R42.2 million) available for set-off against future taxable income of that subsidiary. A deferred tax asset of R16.6 million (2017: R11.6 million) has been recognised in respect of the total estimated tax loss (see note 12).

	Group	
	2018 R'000	20 R'0
Earnings per share		
The calculation of basic and headline earnings per share at 31 August 2018 was based on profit for the year attributable to ordinary shareholders of Clicks Group Limited of R1 475.2 million (2017: R1 277.6 million) and headline earnings of R1 476.1 million (2017: R1 268.6 million) divided by the weighted average number of ordinary shares as follows:		
Reconciliation of headline earnings		
Profit attributable to equity holders of the parent Adjusted for:	1 475 210	1 277 6
	927	(9 0
Loss on disposal of property, plant and equipment	1 287	4 8
Tax on disposal of property, plant and equipment	(360)	(1 3
Gain on consolidation of the New Clicks Foundation Trust	-	(12 5
Headline earnings	1 476 137	1 268 5
	2018 cents	20 cer
Earnings per share	611.9	540
Headline earnings per share	612.3	536
Diluted earnings per share	577.6	505
Diluted headline earnings per share	578.0	502
	2018 '000	20 '0
Reconciliation of shares in issue to weighted average number of shares in issue		
Total number of shares in issue at the beginning of the year	245 969	246 1
Treasury shares held for the full year and/or cancelled	(9 443)	(96
Ordinary shares issued during the year weighted for the period held	4 547	
Weighted average number of shares in issue for the year	241 073	236 5
Reconciliation of weighted average number of shares to weighted average diluted number of shares in issue		
Weighted average number of shares in issue for the year (net of treasury shares)	241 073	236 5
Dilutive effect of share options (net of treasury shares)	14 312	16 1
Weighted average diluted number of shares in issue for the year	255 385	252 6

				Gro	up		
		20	018	20	)17	20	016
			Accumulated depreciation and impairment		Accumulated depreciation and impairment		Accumulated depreciation and impairment
		Cost R'000	losses R'000	Cost R'000	losses R'000	Cost R'000	losses R'000
9	Property, plant and equipment						
	Land	25 809	-	25 809	-	25 809	-
	Buildings	518 511	58 041	409 525	54 038	398 102	48 402
	Computer equipment	496 298	329 100	463 033	290 547	439 496	295 039
	Equipment	335 736	196 273	282 149	174 130	269 975	166 331
	Furniture and fittings	2 122 936	1 100 554	1 812 027	963 570	1 564 466	859 538
	Motor vehicles	52 309	24 229	46 061	22 384	50 213	33 727
		3 551 599	1 708 197	3 038 604	1 504 669	2 748 061	1 403 037

All group property is owner-occupied.

The carrying amount of the group's property, plant and equipment is reconciled as follows:

	Land R'000	Buildings R'000	Computer equipment R'000	Equipment R'000	Furniture and fittings R'000	Motor vehicles R'000	Total R'000
Carrying amount at 1 September 2016	25 809	349 700	144 457	103 644	704 928	16 486	1 345 024
Additions	-	11 423	83 587	29 429	318 743	12 785	455 967
Disposals	-	-	(205)	(1 552)	(4 691)	(951)	(7 399)
Depreciation	-	(5 636)	(55 353)	(23 502)	(170 523)	(4 643)	(259 657)
Carrying amount at 31 August 2017	25 809	355 487	172 486	108 019	848 457	23 677	1 533 935
Additions	-	109 567	53 968	59 524	367 472	11 149	601 680
Disposals	-	(259)	(502)	(338)	(1 209)	(666)	(2 974)
Depreciation	-	(4 325)	(58 754)	(27 742)	(192 338)	(6 080)	(289 239)
Carrying amount at 31 August 2018	25 809	460 470	167 198	139 463	1 022 382	28 080	1 843 402

				Gr	roup		
		20	018	2	017	2	016
			Accumulated amortisation and		Accumulated amortisation and		Accumulated amortisation and
			impairment	_	impairment	-	impairment
		Cost R'000	losses R'000	Cost R'000	losses R'000	Cost R'000	losses R'000
10	Intangible assets						
	Clicks trademark (see note 10.1)	272 000	-	272 000	_	272 000	_
	Link trademark	6 000	6 000	6 000	6 000	6 000	6 000
	Other trademarks	1 116	693	1 116	581	1 116	469
	Capitalised and purchased computer software development	385 973	187 255	334 974	153 826	332 749	171 313
	Contractual rights (see note 10.2)	25 633	20 013	22 015	18 095	17 020	17 020
		690 722	213 961	636 105	178 502	628 885	194 802

The carrying amount of the group's intangible assets is reconciled as follows:

		Other		
		trademarks		
		and	Capitalised	
	Clicks	contractual	software	
	trademark	rights	development	Total
	R'000	R'000	R'000	R'000
Carrying amount at 1 September 2016	272 000	647	161 436	434 083
Additions	_	4 995	56 888	61 883
Amortisation	-	(1 187)	(36 222)	(37 409)
Disposals	-	_	(954)	(954)
Carrying amount at 31 August 2017	272 000	4 455	181 148	457 603
Additions	-	3 619	65 934	69 553
Amortisation	-	(2 031)	(47 872)	(49 903)
Disposals	-	_	(492)	(492)
Carrying amount at 31 August 2018	272 000	6 043	198 718	476 761

#### Assessment of impairment of intangible assets

10.1 The Clicks trademark is part of the Clicks cash-generating unit and is considered to have an indefinite useful life. There is no apparent legal or other restriction to the use of the trademark or risk of technical or other obsolescence. Given the strategic importance of the trademark to the future sustainability of the group, the group's intention is to continue to use the trademark indefinitely. The directors consider that there is no foreseeable limit to the period over which this asset is expected to generate cash inflows for the group and, on this basis, the directors have concluded that the indefinite useful life assumption is appropriate.

In accordance with the group's accounting policy, an impairment test was performed on the carrying values of intangible assets with indefinite useful lives at year-end. The recoverable amount was determined based on the value in use.

Budgeted operating cash flows for the related business units were projected and discounted at the group's weighted average pre-tax cost of capital. The impairment calculations performed indicated that the trademarks were not impaired.

The following key assumptions were made in determining the value in use:

- (i) A forecast horizon of three years was used. The forecast horizon comprises the three-year plan drafted in the last quarter of the 2018 financial year, whereafter a perpetuity growth rate of 7.0% (2017: 7.0%) is used.
- (ii) The values assigned to the three-year plan revenue and cost growth assumptions reflect current trends, anticipated market developments and management's experience.
- (iii) The key assumptions for the recoverable amount are the long-term growth rate and the discount rate. The long-term growth rate used is purely for the impairment testing of intangible assets under IAS 36 Impairment of Assets and does not reflect long-term planning assumptions used by the group for investment proposals or for any other assessments.
- (iv) A discount rate of 13.7% (2017: 14.0%) per annum, being the group's pre-tax weighted average cost of capital, was used. The group's pre-tax weighted average cost of capital is deemed appropriate as, together with the Distribution business, both businesses largely operate within South Africa and are subject to similar market risks.
   Management believes that any reasonably possible change in any of these assumptions would not cause the carrying amounts to exceed their recoverable amounts.

#### 10.2 The group acquired the pharmacy business of Amalgamated Pharmacy Group Proprietary Limited in 2010.

As part of the acquisition the group acquired the contractual rights to certain medical aid contracts. These contractual rights have been amortised over five years.

During the year the group also acquired contractual rights relating to medicine formulas.

		Group	
		2018 R'000	2017 R'000
11	Goodwill		
	Goodwill	103 510	103 510
	Goodwill comprises:		
	United Pharmaceutical Distributors Proprietary Limited ("UPD") (see note 11.1)	96 277	96 277
	Kalahari Medical Distributors Proprietary Limited ("Kalahari") (see note 11.2)	704	704
	Amalgamated Pharmacy Group Proprietary Limited ("Amalgamated Pharmacy Group") (see note 11.3)	6 529	6 529

#### Assessment of impairment of goodwill

11.1 Budgeted operating cash flows for the UPD business unit were projected and discounted at the group's weighted average pre-tax cost of capital. The impairment calculations performed indicated that the goodwill was not impaired.

The following key assumptions were made in determining the value in use of the UPD cash-generating unit:

- (i) A forecast horizon of three years was used. The forecast horizon comprises the three-year plan drafted in the last quarter of the 2018 financial year, whereafter a perpetuity growth rate of 6.5% (2017: 6.5%) is used.
- (ii) The values assigned to the three-year plan revenue and cost growth assumptions reflect current trends, anticipated market developments and management's experience.
- (iii) The key assumptions for the recoverable amount are the long-term growth rate and the discount rate. The long-term growth rate used is purely for the impairment testing of goodwill under IAS 36 Impairment of Assets and does not reflect long-term planning assumptions used by the group for investment proposals or for any other assessments.
- (iv) A discount rate of 13.7% (2017: 14.0%) per annum, being the group's pre-tax weighted average cost of capital, was used. The group's pre-tax weighted average cost of capital is deemed appropriate as, together with the Clicks business, both businesses largely operate within South Africa and are subject to similar market risks.

Management believes that any reasonably possible change in any of these assumptions would not cause the carrying amounts to exceed their recoverable amounts.

- 11.2 The same assumptions were applied to Kalahari as this company is in the same business as UPD and accordingly none of the assumptions would change significantly. The fact that Kalahari operates out of Botswana was considered, but this is also not expected to change the assumptions. The goodwill relating to Kalahari has been attributed to the UPD business as a cash-generating unit.
- 11.3 Due to the synergies that arose on acquisition, the goodwill relating to the purchase of the pharmacy business from Amalgamated Pharmacy Group has been attributed to the Clicks business as a cash-generating unit, which represents the lowest level within the group at which the goodwill is monitored for internal management purposes.

Applying IAS 36, goodwill relating to the above acquisition has been tested for impairment at the same level as the Clicks business unit.

Budgeted operating cash flows for the related business units were projected and discounted at the group's weighted average pre-tax cost of capital. The impairment calculations performed indicated that goodwill was not impaired.

The following key assumptions were made in determining the value in use:

- (i) A forecast horizon of three years was used. The forecast horizon comprises the three-year plan drafted in the last quarter of the 2018 financial year, whereafter a perpetuity growth rate of 7.0% (2017: 7.0%) is used.
- (ii) The values assigned to the three-year plan revenue and cost growth assumptions reflect current trends, anticipated market developments and management's experience.

## 11. Goodwill (continued)

## Assessment of impairment of goodwill (continued)

- (iii) The key assumptions for the recoverable amount are the long-term growth rate and the discount rate. The long-term growth rate used is purely for the impairment testing of goodwill under IAS 36 Impairment of Assets and does not reflect long-term planning assumptions used by the group for investment proposals or for any other assessments.
- (iv) A discount rate of 13.7% (2017: 14.0%) per annum, being the group's pre-tax weighted average cost of capital, was used. The group's pre-tax weighted average cost of capital is deemed appropriate as, together with the Clicks business, both businesses largely operate within South Africa and are subject to similar market risks.

Management believes that any reasonably possible change in any of these assumptions would not cause the carrying amounts to exceed their recoverable amounts.

The tests performed on all cash-generating units did not indicate any impairment as at year-end.

	Gro	oup	Company	
	2018 R'000	2017 R'000	2018 R'000	201 R'00
Deferred tax assets/(liabilities)				
Deferred tax assets	477 352	572 223	-	
	477 352	572 223	-	
Balance at the beginning of the year	572 223	347 400	-	
Current deferred tax (debit)/credit to profit or loss (see note 7)	(362 787)	15 908	-	
Current deferred tax credit to other comprehensive income or equity (see note 7)	267 916	208 915	-	
Balance at the end of the year	477 352	572 223	-	
Arising as a result of:				
Capital gains tax	(48 110)	(48 110)	-	
Derivative financial assets and liabilities	(122 892)	(106 893)	-	
Employee obligations	646 188	718 112	-	
Income and expense accrual	115 715	125 767	-	
Inventory	36 447	30 628	-	
Onerous leases	1 878	1 940	-	
Operating lease liability	56 998	54 471	-	
Prepayments	(20 995)	(19 225)	-	
Property, plant and equipment	(120 993)	(112 696)	-	
Tax losses	16 552	11 665	-	
Trademarks	(76 172)	(76 172)	-	
Other	(7 264)	(7 264)	-	
Balance at the end of the year	477 352	572 223	_	

The capital gains deferred tax liability arises on the revaluation of a forward purchase of shares by the company in a subsidiary company.

Derivative financial assets and liabilities include a debit of R22.6 million (2017: R4.7 million credit) recognised in other comprehensive income (see note 21).

Employee obligations include an asset of R414.8 million (2017: R471.7 million) recognised in equity.

In respect of the deferred tax asset recognised by one (2017: one) subsidiary company, the directors consider that sufficient future taxable income will be generated by that subsidiary company to utilise the deferred tax assets recognised.

## 13 Investment in an associate

The group acquired a strategic 25% interest in Sorbet Brands Proprietary Limited ("Sorbet Brands") on 1 September 2015. R15 million was paid on signing of the contract with two contingent payments of R2.5 million each, paid during 2016 and 2017 respectively on achievement of turnover targets.

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Sorbet Brands holds all of the trademark rights of the Sorbet brand in South Africa.

The group's interest in Sorbet Brands is accounted for using the equity method in the consolidated financial statements.

The following amounts represent the assets and liabilities, income and expenses of the associate:

	Gro	oup
	2018 R'000	2017 R'000
Assets		
Non-current assets	80 000	80 000
Current assets	6 253	2 744
Liabilities		
Current liabilities	6 077	2 146
Equity	80 176	80 598
Group's carrying amount of the investment	20 044	20 039
Summarised statement of comprehensive income		
Income	19 428	16 490
Expenses	(5 691)	(380)
Profit before taxation	13 737	16 110
Income tax expense	(3 572)	(4 511)
Profit for the year	10 165	11 599
Total comprehensive income for the year	10 165	11 599
Group's proportionate share of profit for the year	2 541	2 900
Dividends received from associate	2 233	3 143
	Gro	oup
		· · · · · ·

	Group	
	2018 R'000	2017 R'000
Loans receivable		
Sign and Seal Trading 205 Proprietary Limited ("Style Studio") (see note 14.1)	4 500	4 500
AfroBotanics Proprietary Limited (see note 14.1)	1 500	-
Brian Philippe Thomas Proprietary Limited shareholders (see note 14.2)	1 971	-
UPD Owner-driver Initiative (see note 14.3)	6 728	-
JGB Couriers Proprietary Limited (see note 14.4)	304	-
Non-current loans receivable	15 003	4 500
Brian Philippe Thomas Proprietary Limited shareholders (see note 14.2)	588	-
JGB Couriers Proprietary Limited (see note 14.4)	87	-
Triton Pharmacare Capital Investments Proprietary Limited ("Triton") (see note 14.5)	9 000	9 000
Current loans receivable	9 675	9 000
Total loans receivable	24 678	13 500

## 14 Loans receivable (continued)

- 14.1 These loans are unsecured, interest free and repayable within 10 business days of demand.
- 14.2 The shareholders of Brian Philippe Thomas Proprietary Limited are indebted to Clicks Retailers Proprietary Limited for the amount of R3 000 000. The loan is interest free and is repayable in five instalments. The loan is secured via a second mortgage bond.
- 14.3 The amount relates to loans to various couriers who participate in the UPD owner-driver initiative. The loans are interest free, were advanced on 1 August 2018 and are expected to be repaid after five years.
- 14.4 The loan is unsecured, interest free and repayable by 30 April 2023 in monthly instalments.
- 14.5 The loan to Triton is interest free and carried at amortised cost. A second mortgage bond over property purchased by Triton and a special notarial bond over movable assets serve as security for the loan. The loan was repaid on 9 October 2018.

		Group	
		2018 R'000	2017 R'000
15	Financial assets at fair value through profit or loss		
	Investment in Guardrisk Insurance Company Limited (Cell number 171) (see note 15.1)	16 850	11 279
	Listed equity instruments (see note 15.2)	-	10 941
	Collective investment schemes (see note 15.2)	65 632	3 896
	Listed preference shares (see note 15.2)	-	1 464
	Total financial assets at fair value through profit or loss	82 482	27 580

15.1 The investment in Guardrisk Insurance Company Limited is the net investment in the group's insurance cell captive which is not deemed to be in the group's control in accordance with IFRS 10 – Consolidated Financial Statements.

15.2 In the prior year New Clicks Foundation Trust was consolidated in the group for the first time in accordance with IFRS 10. The trust primarily invests in collective investment schemes.

		Group					
		201	2018		7		
		Assets R'000	Liabilities R'000	Assets R'000	Liabilities R'000		
16	Derivative financial instruments						
	Non-current						
	Equity derivative hedge	214 110	_	134 891			
	Current						
	Equity derivative hedge	199 814	-	190 848	_		
	Forward exchange contracts	39 242	-	_	(9 142)		
		239 056	-	190 848	(9 142)		

All derivatives noted above are classified as held for trading and measured at fair value through profit or loss.

#### Equity derivative hedge

European call options have been purchased to hedge the cash-settled share-based payment obligation relating to tranches 10, 11 and 12 of the total shareholder return long-term incentive scheme (refer to note 23.1). The expiration date of these hedging instruments and the vesting dates of the hedged items coincide on 31 August 2018, 2019 and 2020 respectively.

Refer to note 21 detailing the equity derivative hedges' impact on profit and loss and other comprehensive income.

The fair value of these equity derivative hedges are calculated using a Monte Carlo option pricing model with reference to the closing share price, 250-day historical volatility, the 12-month trailing dividend yield and the risk-free rate.

#### Forward exchange contracts

For currency derivatives, fair values are calculated using standard market calculation conventions with reference to the relevant closing market spot rates, forward foreign exchange and interest rates. The notional principal amounts of the outstanding forward foreign exchange contracts at 31 August 2018 was R372.0 million (2017: R623.5 million). Refer to note 21 detailing the foreign exchange hedging impact on profit or loss and other comprehensive income.

		Group	
		2018 R'000	2017 R'000
17	Inventories		
	Inventories comprise:		
	Goods for resale	4 088 593	3 636 496
	Goods in transit	138 743	117 298
		4 227 336	3 753 794
	Inventories stated at net realisable value	49 033	40 685

The value of inventories stated at net realisable value is determined based on management's best estimate of the likely selling price at which the inventories in question could be sold in the ordinary course of business less the directly attributable selling costs.

		Group	
		2018 R'000	2017 R'000
18	Trade and other receivables		
	Trade and other receivables comprise:		
	Trade receivables	1 770 139	1 732 032
	Less: impairment of trade receivables	(27 610)	(30 599)
	Trade receivables – net	1 742 529	1 701 433
	Prepayments	152 285	101 281
	Income accruals	272 446	177 972
	Logistics fees receivable	138 080	223 251
	Other (refer to note 18.1)	26 191	8 782
		2 331 531	2 212 719

The carrying amount of trade and other receivables approximates their fair value. Trade and other receivables are predominantly non-interest bearing. Refer to note 29.4 for the credit risk management of trade and other receivables.

The movement in the doubtful debt provision in respect of trade receivables during the year was as follows:

	Group		
	2018 R'000	2017 R'000	
Balance at 1 September	30 599	24 081	
Impairment provision raised	5 115	6 518	
Impairment loss utilised	(8 104)	-	
Balance at 31 August	27 610	30 599	

18.1 Other receivables consist primarily of sundry customer receivables.

		Group and Company	
		2018 R'000	2017 R'000
19	Share capital and share premium		
	Authorised – group and company		
	600 million (2017: 600 million) ordinary shares of one cent each	6 000	6 000
	50 million (2017: 50 million) "A" ordinary shares of one cent each	500	500
	Issued ordinary shares – group and company		
	253.948 million (2017: 245.969 million) ordinary shares of one cent each and		
	14.577 million (2017: 29.153 million) "A" ordinary shares of one cent each	2 686	2 752
	Share premium – group	513 848	3 497
	Share premium – company	1 581 634	14 089

The company and the group have different values for share premium due to issue of ordinary shares at the 30-day VWAP on 2 February 2018 which was settled by The Clicks Group Employee Share Ownership Trust, a subsidiary of the group and eliminated on consolidation. Other differences arose in previous years, being preliminary expenses written off against share premium related to the acquisition of certain businesses in 1996 and the cancellation of shares at a holding company level at market value, while on consolidation the cancellation was carried out at cost.

			Group and	Company
	Ordinary shares '000	"A" ordinary shares '000	Total 2018 '000	Total 2017 '000
Reconciliation of total number of shares in issue to net number of shares in issue				
Total number of shares in issue at the end of the year	253 948	14 577	268 525	275 122
Treasury shares held at the end of the year	(9 443)	(14 577)	(24 020)	(38 596)
Net number of shares in issue at the end of the year	244 505	-	244 505	236 526
			R'000	R'000
Of the shares in issue, the group holds the following treasury share	res:			
Shares held by a subsidiary – 9.443 million (2017: 9.443 million) o each – cost	ordinary shares	of one cent	702 556	702 556
Shares held by the Clicks Group Employee Share Ownership Trust (2017: 29.153 million) "A" ordinary shares of one cent each – cost	– 14.577 millior	ר	147	292

No ordinary shares were cancelled during the current financial year (2017: 168 795).

In terms of the unwind of 50% of the Clicks Group Employee Share Ownership Scheme, 7 979 384 ordinary shares were issued to beneficiaries of the scheme and 14 576 647 ordinary "A" shares were repurchased by Clicks Group Limited from the Employee Share Ownership Trust. The New Clicks Foundation Trust sold 284 155 Clicks Group Limited ordinary shares subsequent to acquiring them through the unwind of the scheme. No other equity share transactions occurred during the year.

702 703

702 848

The holders of ordinary shares are entitled to receive dividends as declared from time to time and are entitled to one vote per share at meetings of the company.

In respect of the company's shares held by entities within the group, all voting rights are suspended until those shares are reissued.

The unlisted "A" ordinary shares have the same rights and rank pari passu with the ordinary shares in all respects except for distribution rights.

The holders of "A" ordinary shares are entitled to an annual distribution equal to 10% of the cumulative distribution declared in relation to an ordinary share in a financial year.

## 20 Share option reserve

## Equity-settled share-based payment

Options issued in terms of the Employee Share Ownership Programme ("ESOP")

In October 2010 Clicks Group Limited announced an employee share ownership programme.

In terms of The Clicks Group Employee Share Ownership Trust deed the group issued unlisted "A" ordinary shares ("A" shares), equating to 10% of the issued share capital of the group, net of treasury shares.

Upon vesting, options are converted into Clicks Group Limited ordinary shares; 50% converted in February 2018 and 50% will be converted in February 2019, after the repayment of the notional debt.

	Group		
	Number	Number	
	of shares	of shares	
	2018	2017	
"A" shares issued in terms of the ESOP	14 576 648	29 153 295	

#### Details of share option allocations

Grant date	Option price	Balance at the beginning of the year	Granted during the year	Delivered during the year	Forfeited during the year	Balance at the end of the year
2018						
February 2011	R41.54	12 857 307	-	(6 385 759)	(85 789)	6 385 759
February 2012	R41.11	1 917 329	-	(912 282)	(92 765)	912 282
February 2013	R60.00	3 084 161	-	(1 508 220)	(67 721)	1 508 220
February 2014	R56.78	2 121 432	-	(1 024 937)	(71 558)	1 024 937
February 2015	R90.32	2 091 394	-	(999 342)	(92 710)	999 342
February 2016	R86.75	336 098	-	(168 049)	-	168 049
February 2017	R120.29	209 163	-	(92 272)	(24 619)	92 272
Unallocated share options						3 485 787
						14 576 648
2017						
February 2011	R41.54	13 031 548	-	_	(174 241)	12 857 307
February 2012	R41.11	2 186 475	-	_	(269 146)	1 917 329
February 2013	R60.00	3 736 083	-	_	(651 922)	3 084 161
February 2014	R56.78	2 526 052	-	_	(404 620)	2 121 432
February 2015	R90.32	2 337 431	-	_	(246 037)	2 091 394
February 2016	R86.75	385 383	-	-	(49 285)	336 098
February 2017	R120.29	-	209 163	-	-	209 163
Unallocated share options						6 536 411
						29 153 295

## 20 Share option reserve (continued)

#### Fair value of share-based payments in respect of options

Options granted have been valued using the Monte Carlo option pricing model by an independent, external valuator. The fair value of the options determined at the grant date is amortised over the vesting period to the extent that the options are ultimately exercised or are expected to be exercised.

The assumptions used in estimating the fair values at grant date are listed below:

		Risk-	Expected		Expected
	Share	free	dividend	Expected	forfeiture
	price at	rate	yield	volatility	rate
	grant date	(%)	(%)	(%)	(%)
February 2011 – seven-year vesting period	R41.54	8.45	3.89	24.56	15.33
February 2011 – eight-year vesting period	R41.54	8.60	4.11	24.56	15.33
February 2012 – six-year vesting period	R41.11	7.38	2.80	27.00	14.20
February 2012 – seven-year vesting period	R41.11	7.38	2.80	27.00	14.20
February 2013 – five-year vesting period	R60.00	7.17	2.70	24.00	14.20
February 2013 – six-year vesting period	R60.00	7.17	2.70	24.00	14.20
February 2014 – four-year vesting period	R56.78	8.55	2.50	23.00	11.00
February 2014 – five-year vesting period	R56.78	8.55	2.50	23.00	11.00
February 2015 – three-year vesting period	R90.32	6.46	2.40	23.00	11.00
February 2015 – four-year vesting period	R90.32	6.46	2.40	23.00	11.00
February 2016 – two-year vesting period	R86.75	7.85	2.00	25.00	10.00
February 2016 – three-year vesting period	R86.75	7.85	2.00	25.00	10.00
February 2017 – one-year vesting period	R120.29	7.36	2.00	24.00	9.00
February 2017 – two-year vesting period	R120.29	7.36	2.00	24.00	9.00

The risk-free rate is derived from the Swap BD curve published by the Bond Exchange of South Africa.

The dividend yield is the historical five-year average dividend yield as of the grant date, which has been converted to a continuously compounded dividend yield.

The expected volatility is the historic annualised standard deviation of the continuously compounded rates of return on the share, based on the most recent period as of the grant date that is commensurate with the expected term of the share option.

The expected exercise rate is based on the historic trend of option forfeitures and excludes options already exercised. The options already exercised are reflected in the share option reserve in addition to the value of options that are expected to be exercised based on the expected exercise rate.

The share option reserve recognises the cost at the fair value of the options on the date issued to employees, accrued over the vesting period.

	Group		
	2018	2017	
	R'000	R'000	
Share option reserve			
Balance at the beginning of the year	747 613	483 188	
	(169 429)	264 425	
Equity-settled share-based payment expense	50 752	58 909	
Transferred to share premium	(510 713)	-	
Deferred tax recorded directly in equity arising on consolidation	290 532	205 516	
Balance at the end of the year	578 184	747 613	
	163 356	275 959	
Equity-settled share-based payment expense in opening retained earnings	275 959	217 050	
Equity-settled share-based payment expense	50 752	58 909	
Transferred to share premium	(163 355)	-	
Deferred tax recorded directly in equity arising on consolidation	414 828	471 654	
Estimate of options not yet vested but expected to vest	578 184	747 613	

	Group	
	2018 R'000	2017 R'000
Cash flow hedge reserve		
The cash flow hedge reserve represents the effective portion of fair value gains or losses in respect of cash flow hedges.		
Reconciliation of cash flow hedging reserve		
Balance at the beginning of the year	15 382	28 616
Movement in cash flow hedge	80 770	(17 892)
Movement in cash flow hedge relating to forward exchange contracts	45 238	22 145
Movement in cash flow hedge relating to the equity derivative hedge	35 532	(40 037)
Deferred tax recognised in other comprehensive income	(22 616)	4 658
Balance at the end of the year	73 536	15 382

The cash flow hedge reserve represents the cumulative portion of gains or losses on hedging instruments deemed effective in cash flow hedges. The cumulative deferred gain or loss on the hedging instrument is reclassified to profit or loss only when the hedged transaction affects profit or loss. During the year there was a mark-to-market gain of R249.9 million (2017: R48.3 million) and R169.1 million was recycled to profit or loss (2017: R66.2 million). R8.8 million gain (2017: R57.6 million loss) of the recycled amount is included in cost of merchandise sold and R160.4 million gain (2017: R123.8 million gain) is included under employment costs. R47.5 million gain (2017: R2.2 million gain) will be recycled to profit or loss in 2019 relating to forward exchange contracts and R54.7 million gain (2017: R19.1 million gain) will be recycled to profit or loss as and when the related employment costs affect profit or loss relating to the equity derivative hedge.

Refer to note 16 – Derivative financial instruments for further information.

	Group		
	2018 R'000	2017 R'000	
Foreign currency translation reserve			
Unrealised gain/(loss) on the translation of assets and liabilities of subsidiaries whose financial statements are denominated in foreign currencies	8 486	(756)	
	8 486	(756)	
Reconciliation of foreign currency translation reserve			
Balance at the beginning of the year	(756)	5 805	
Exchange differences on translation of foreign subsidiaries	9 242	(6 561)	
Balance at the end of the year	8 486	(756)	

	Gro	Group	
	2018 R'000	2017 R'000	
Employee benefits			
Long-term incentive schemes	182 170	150 628	
Post-retirement medical obligations	63 237	58 603	
Total long-term employee benefits	245 407	209 231	
Accounted for as follows:			
Long-term employee benefits recognised in terms of IFRS 2 – Share-based Payments (see note 23.1)	108 167	98 567	
Long-term employee benefits recognised in terms of IAS 19 – Employee Benefits (see note 23.2)	137 240	110 664	
Total long-term employee benefits	245 407	209 231	

Long-term employee benefits recognised in terms of IFRS 2 - Share-based Payments

	Long-term
	incentive
	scheme – TSR
Long-term cash-settled share-based payment liability	(note 23.1) R'000
Balance at 1 September 2016	116 947
Expense from cash-settled share-based payment	149 020
Early settlement	(1 751)
Reclassification to short-term benefits	(165 649)
Balance at 31 August 2017	98 567
Expense from cash-settled share-based payment	191 857
Reclassification to short-term benefits	(182 257)
Balance at 31 August 2018	108 167

## 23 Employee benefits (continued)

#### 23.1 Long-term incentive scheme - total shareholder return (TSR)

During 2018 the group issued 0.9 million (2017: 0.9 million) cash-settled appreciation rights to management. The value of these appreciation rights are linked to the TSR (capital gain plus dividends) over a three-year vesting period. These appreciation rights are classified as cash-settled share-based payment benefits and the liability has been valued using the Monte Carlo option pricing model by an independent, external valuator.

The September 2014 options were settled during the year.

The September 2015 options outstanding at year-end are due for settlement.

The contractual life of the September 2016 options outstanding at year-end was one year.

The contractual life of the September 2017 options outstanding at year-end was two years.

## Details of share option allocations - 2018

	Option price	Balance at the beginning of the year	Granted during the year	Delivered during the year	Forfeited during the year	Balance at the end of the year
September 2014 options	-	1 175 857	-	(1 175 857)	-	-
September 2015 options	R200.28	964 020	-	-	(53 999)	910 021
September 2016 options	R144.76	821 270	-	-	(39 016)	782 254
September 2017 options	R144.97	-	866 513	-	(57 982)	808 531

The assumptions used in estimating the fair value at year-end is listed below:

	Expected				Expected
	Share	Risk-	dividend	Expected	forfeiture
	price at	free rate	yield	volatility	rate
	grant date	(%)	(%)	(%)	(%)
September 2015 options – three-year vesting period	R93.82	7.60	1.68	30.66	4.00
September 2016 options – three-year vesting period	R126.03	7.60	1.68	30.66	4.00
September 2017 options – three-year vesting period	R146.10	7.60	1.68	30.66	4.00

## Details of share option allocations - 2017

	Option price	Balance at the beginning of the year	Granted during the year	Delivered during the year	Forfeited during the year	Balance at the end of the year
September 2014 options	R159.52	1 225 514	-	-	(49 657)	1 175 857
September 2015 options	R114.72	1 012 390	-	-	(48 370)	964 020
September 2016 options	R53.51	-	861 807	-	(40 537)	821 270

The assumptions used in estimating the fair value at year-end is listed below:

			Expected		
	Share	Risk-	dividend	Expected	forfeiture
	price at	free rate	yield	volatility	rate
	grant date	(%)	(%)	(%)	(%)
September 2014 options – three-year vesting period	R66.34	6.75	1.92	20.10	4.00
September 2015 options – three-year vesting period	R93.82	6.75	1.92	20.10	4.00
September 2016 options – three-year vesting period	R126.03	6.75	1.92	20.10	4.00

The risk-free rate is derived from the zero coupon curve published by the Bond Exchange of South Africa.

The dividend yield is the 12-month trailing yield (nominal annual and compounded annuity).

The implied volatility is the 250-day historic volatility of the share price.

The expected exercise rate is based on the historic trend of option forfeitures and excludes options already exercised or forfeited.

## 23 Employee benefits (continued)

## 23.2 Long-term employee benefits recognised in terms of IAS 19 - Employee Benefits

Long-term employee benefits	Long-term incentive scheme – HEPS (note 23.3) R'000	Post- retirement medical obligations (note 23.4) R'000	Total R'000
Balance at 1 September 2016	39 541	58 644	98 185
Current service cost	49 733	1 074	50 807
Benefit payments	(516)	(1 170)	(1 686)
Interest cost	6 710	4 550	11 260
Actuarial gain recognised in profit or loss	(620)	-	(620)
Actuarial gain recognised in other comprehensive income	-	(4 495)	(4 495)
Reclassification to short-term employee benefits	(42 787)	-	(42 787)
Balance at 31 August 2017	52 061	58 603	110 664
Current service cost	62 038	1 304	63 342
Benefit payments	-	(1 800)	(1 800)
Interest cost	9 106	5 130	14 236
Actuarial gain recognised in profit or loss	(5 894)	-	(5 894)
Reclassification to short-term employee benefits	(43 308)	-	(43 308)
Balance at 31 August 2018	74 003	63 237	137 240

## 23.3 Long-term incentive scheme - headline earnings per share (HEPS)

During 2018 the group issued 2.1 million (2017: 2.1 million) cash-settled appreciation rights to management. The value of these appreciation rights are linked to the performance of diluted HEPS over a three-year period. The amount to be provided in the current year is based on a three-year projection of diluted HEPS.

Any difference between projected performance and actual performance is recognised through an actuarial (gain)/loss based on the projected unit credit method which is taken to profit or loss.

The exercise price of each appreciation right was determined as R60.25 (2017: R52.62) per right ("base value"). In order to determine the amount to be provided a fixed factor of 12 is applied to the HEPS at the end of the three-year period. The differential between the factor multiplied by HEPS and the base value is the amount that will be paid out per right.

Should employees leave during the vesting period the rights will be forfeited.

## 23 Employee benefits (continued)

## 23.4 Post-retirement medical obligations

The group subsidises a portion of the medical aid contributions of certain retired employees.

An actuarial valuation of the Clicks post-retirement medical aid scheme has determined that the unfunded liability in respect of pensioner post-retirement medical benefits amounts to R63.2 million (2017: R58.6 million). Provision has been made for the full unfunded liability.

The principal actuarial assumptions at the last valuation date (31 August 2017) are:

- (i) a discount rate of 8.7% per annum;
- (ii) general increases to medical aid contributions of 7.2%;
- (iii) a retirement age of 65;
- (iv) husbands are on average four years older than their spouses;
- (v) mortality of pensioners determined in accordance with PA90 ultimate tables; and
- (vi) mortality of in-service members determined in accordance with SA 85-90 ultimate table.

The post-retirement medical aid provision is sensitive to assumptions around medical aid inflation, discount rate, retirement age and life expectancy. A change in any of these factors would have an impact on the amount to be provided (expense/ (credit) to other comprehensive income):

	2018 R'000	2017 R'000
- Medical aid inflation increases by 1% per annum over assumptions made	7 641	10 163
- Medical aid inflation decreases by 1% per annum over assumptions made	(5 460)	(8 258)
- Discount rate increases by 1% per annum over assumptions made	(5 998)	(7 990)
- Discount rate decreases by 1% per annum over assumptions made	6 927	9 975
- Retirement age decreases by two years	7 156	6 920
- Life expectancy of male pensioners increases by one year	964	1 171
- Life expectancy of male pensioners decreases by one year	(943)	(1 176)
- Life expectancy of female pensioners increases by one year	1 299	1 349
- Life expectancy of female pensioners decreases by one year	(1 286)	(1 332)
The following undiscounted payments are expected contributions in future years from post-retirement medical obligations.		
Within 12 months	2 094	1 800
Between 2 and 5 years	10 619	9 330
Between 5 and 10 years	21 051	18 397
Between 10 and 20 years	99 421	89 631
Between 20 and 30 years	164 344	159 301
Between 30 and 40 years	144 943	148 732
Beyond 40 years	86 783	98 278
Total expected payments	529 255	525 469

The average duration of the post-retirement medical obligations at year-end is 18.5 years (2017: 19.2 years).

## 23 Employee benefits (continued)

## 23.4 Post-retirement medical obligations (continued)

Amounts for the current and previous four periods are as follows:

	Post-retirement medical obligations						
	2018         2017         2016         2015         22           R'000         R'000         R'000         R'000         R						
Defined benefit obligation	63 237	58 603	58 644	53 903	49 380		
Experience adjustments on plan liabilities	-	-	-	(1 063)	-		

Short-term employee benefits	Long-term incentive scheme – TSR (note 23.1) R'000	Long-term incentive scheme – HEPS (note 23.3) R'000	Leave pay accrual (note 23.5) R'000	Bonus accrual (note 23.6) R'000	Overtime accrual (note 23.7) R'000	Total R'000
Balance at 1 September 2016	_	68 936	61 328	108 733	2 989	241 986
Reclassification from long-term employee benefits	165 649	42 787	_	_	_	208 436
Benefit payments	-	(71 022)	(8 316)	(143 954)	(8 067)	(231 359)
Charge included in profit or loss	-	-	16 480	151 931	6 986	175 397
Balance at 31 August 2017	165 649	40 701	69 492	116 710	1 908	394 460
Reclassification from long-term employee benefits	182 257	43 308	-	-	-	225 565
Benefit payments	(165 649)	(38 277)	(10 435)	(148 738)	(7 000)	(370 099)
Charge included in profit or loss	-	-	12 787	146 727	8 776	168 290
Balance at 31 August 2018	182 257	45 732	71 844	114 699	3 684	418 216

23.5 The leave pay accrual is based on actual leave days by an employee multiplied by the employee's current total daily cost to company.

23.6 The bonus accrual includes a guaranteed thirteenth cheque and an incentive bonus based on the business's or group's performance. The bonus is provided for all employees who qualify in respect of the expected cash payment.

## 23 Employee benefits (continued)

23.7 The overtime accrual is in respect of overtime worked in August 2018 which is paid in September 2018.

## Pension and provident funds

Three funds, which are registered and governed in terms of the Pension Funds Act, 24 of 1956, are operated by the group. These funds are:

- the Clicks Group Retirement Fund;
- the Clicks Group Negotiated Pension Fund; and
- the Clicks Group Negotiated Provident Fund.

All permanent full-time staff members in South Africa, Lesotho and Swaziland are obliged to join one of the funds.

Employees in Namibia are members of the Namflex Umbrella Pension Fund and those in Botswana are members of the Sentlhaga Pension Fund.

The funds are all defined contribution schemes and the group carries no liability in relation to these funds. All funds provide death and disability cover, while the negotiated funds also include a funeral benefit. Combined membership across the funds was 14 816 (2017: 14 307) at year-end.

## Medical aid funds

Membership of one of the Horizon Medical Aid Scheme benefit options is actively encouraged and all existing members of Discovery Health may continue their membership.

At year-end 2 416 (2017: 2 464) South African employees were principal members of a medical aid scheme, of whom 1 832 (2017: 1 817) were principal members with Horizon, 528 (2017: 535) were principal members of a Discovery Health medical aid scheme, and 56 (2017: 112) were principal members of various other medical aid schemes.

At year-end six (2017: six) Botswana employees were principal members with BOMaid and one with PULA, 13 (2017: 15) Namibian employees were principal members of Namibia Health Plan and 17 (2017: 17) Swaziland employees were principal members of Swazimed.

At year-end 30.0% (2017: 29.4%) of the permanent full-time employees were members of a medical aid scheme. Increasing the health benefits available to employees will be a focus area for the group in the years ahead.

Employee and company contributions to the above funds are included in employment costs detailed in note 4.

	Group		
	2018 R'000	20 R'0	
Lease commitments			
Operating lease liability	202 139	193 0	
Operating leases with fixed escalations are charged to profit or loss on a straight-line basis.			
The associated provision will reverse during the latter part of each lease term when the actual cash flow exceeds the profit or loss charge.			
<b>Operating lease commitments</b> The group leases all its retail premises and certain of its pharmaceutical distribution centre sites under operating leases. The lease agreements provide for minimum payments together, in certain instances, with contingent rental payments determined on the basis of achieving a specified threshold turnover.			
Future minimum lease payments under non-cancellable operating leases due*:			
<ul> <li>Not later than one year</li> </ul>	733 697	652 2	
<ul> <li>Later than one year, not later than five years</li> </ul>	1 629 639	1 613 4	
<ul> <li>Later than five years</li> </ul>	57 531	120 8	
	2 420 867	2 386 4	
Future minimum lease payments receivable under non-cancellable operating leases due, which relate to Intercare Management Healthcare Proprietary Limited:			
<ul> <li>Not later than one year</li> </ul>	3 405	3 1	
<ul> <li>Later than one year, not later than five years</li> </ul>	2 374	57	
	5 779	8 9	
The net future minimum lease payments under non-cancellable operating leases due*:			
- Not later than one year	730 292	649 C	
- Later than one year, not later than five years	1 627 265	1 607 6	
- Later than five years	57 531	120 8	
	2 415 088	2 377 5	

\* Comparative operating lease commitments have been restated to exclude optional lease terms when it is not reasonably certain, at the inception of the lease, that the option will be exercised.

Generally, leases are taken out on five-year lease terms with an option to extend for a further five years in the instance of Clicks while shorter periods are committed to for Musica, The Body Shop and Claire's.

		Group		
		2018 R'000	2017 R'000	
25	Trade and other payables			
	The following are included in trade and other payables:			
	Trade payables	5 019 885	4 500 821	
	Loyalty programme deferred income (see note 25.1)	66 084	97 190	
	Non-trade payables and accruals (see note 25.2)	1 112 466	877 171	
		6 198 435	5 475 182	
	25.1 Loyalty programme deferred income			
	The deferred income relating to points is determined based on the value of unredeemed vouchers in issue, as well as the value of points on qualifying sales that have not been converted into vouchers.			
	Based on the historic redemption rate, it is assumed that 68% of all points in issue are ultimately redeemed.			
	Estimates are made based on historic trends regarding the value of points on qualifying sales that will ultimately convert into vouchers issued.			
	25.2 Non-trade payables and accruals consist of expense and payroll accruals, value-added tax, unredeemed gift cards and income received in advance.			
26	Provisions			
	Provision for onerous contracts			
	Balance at the beginning of the year	6 733	6 939	
	Movement in provision during the year recognised in occupancy costs	(1 740)	(206)	
	Balance at the end of the year	4 993	6 733	
	Current	4 993	6 733	
	Non-current	-	_	
		4 993	6 733	

Onerous contracts are identified where the present value of future obligations in terms of the contracts in question exceeds the estimated benefits accruing to the group from the contracts. The provision relates to certain leases where the site is either vacant or the commercial activity on the site is incurring losses.

Future cash flows are determined in accordance with the contractual lease obligations and are adjusted by market-related sublet rentals and discounted at a risk-adjusted pre-tax rate.

The provision is further reduced to the extent that a straight-line operating lease accrual has already been recognised (see note 24).

		Group		
		2018 R'000	2017 R'000	
7	Dividends to shareholders			
	Previous year final cash dividend out of distributable reserves – 234 cents per share paid 29 January 2018 (2017: 196 cents per share paid 30 January 2017 out of distributable reserves)	575 568	482 430	
	Current year interim cash dividend out of distributable reserves – 102.5 cents per share paid 2 July 2018 (2017: 88 cents per share paid 3 July 2017 out of distributable reserves)	260 297	216 452	
	"A" shares – previous year final cash dividend out of distributable reserves – 32.2 cents per share paid 29 January 2018 (2017: 27.2 cents per share paid 30 January 2017)	9 387	7 930	
	Total dividends to shareholders	845 252	706 812	
	Dividends on treasury shares	(31 777)	(28 507)	
	Dividends on "A" shares held in trust	(1 897)	(906)	
	Dividends paid outside the group	811 578	677 399	

On 23 October 2018 the directors approved the final proposed dividend of 277.5 cents per share and 38.0 cents per "A" share.

The source of such a dividend will be from distributable reserves and paid in cash and will be recognised in the statement of changes in equity in 2019.

#### Dividend payout ratio

The dividend payout ratio is 62%.

For further details refer to the directors' report on page 2.

#### 28 Financial risk management

The group's activities expose it to a variety of financial risks: market risk (including currency risk, price risk, interest rate risk), credit risk and liquidity risk.

This note presents information about the group's exposure to each of the above risks, the group's objectives, policies and processes for measuring and managing risk, and the management of capital. Further quantitative disclosures are included throughout these consolidated financial statements.

The group's overall risk management programme focuses on the unpredictability of financial markets and seeks to minimise potential adverse effects on the group's financial performance. The group uses derivative financial instruments to hedge certain risk exposures.

The group treasury functions within the parameters of the treasury policy and reports to a sub-committee of management.

## Market risk

Market risk is the risk that changes in market prices, such as foreign exchange rates, interest rates and equity prices will affect the group's income or the value of its holdings of financial instruments.

The objective of market risk management is to manage and control market risk exposures within acceptable parameters, while optimising the return on risk.

The group buys derivatives to hedge economic exposures in the ordinary course of business to manage certain market risks.

## 28 Financial risk management (continued)

#### Currency risk

The group is exposed to foreign exchange risk through its imports of merchandise. The currencies in which these transactions are primarily denominated are USD, EUR, GBP and CNY. The group's treasury risk management policy is to take out forward exchange contracts, to cover both committed and anticipated exposures.

The impact of a 10% strengthening or weakening of the currency against the USD, EUR, GBP and CNY with all other variables held constant is disclosed in note 29.2. The effect of this movement is based on the outstanding forward foreign exchange contracts held by the group at year-end.

## Interest rate risk

The group has interest-bearing assets and liabilities in the form of call deposits, money market investments and short-term borrowings.

Interest-bearing assets and liabilities have variable rates which are impacted by market factors and expose the group to cash flow interest rate risk.

There were no material interest rate sensitivities at year-end.

#### Price risk

The group's exposure to other price risk relates to fluctuations in the share price of the company as a result of the options that have been granted to employees in terms of the long-term incentive scheme (refer to note 23.1). The group uses derivative financial instruments in the form of options to hedge exposure in respect of fluctuations in the share scheme obligation arising from movements in the company's share price. Sufficient options were purchased in order to settle the total expected future obligation. As a result of the hedging relationship, movements in the company share price will not have a material impact on either profit or loss or equity of the group.

### Credit risk

Credit risk is the risk of financial loss to the group if a customer or counterparty to a financial instrument fails to meet its contractual obligations, and arises primarily from the group's receivables. Credit risk is managed on a group basis. Credit risk arises from cash and cash equivalents, money market investments, derivative financial instruments and deposits with banks and financial institutions, as well as credit exposures to Distribution and Retail customers, including outstanding receivables and committed transactions.

## Trade and other receivables

The group's exposure to credit risk is influenced mainly by the individual characteristics of each customer. In relation to the Retail business, trade receivables primarily relate to recoverables from vendors with which the group has a trading relationship and medical aids with respect to pharmacy recoverables, while in Distribution, customers (excluding intercompany) are primarily hospitals and independent pharmacists.

In relation to the Distribution business, the risk management has been delegated to the management of the subsidiary business.

Management has a credit policy in place and the exposure to credit risk is monitored on an ongoing basis. Credit evaluations are performed on all customers.

Credit Guarantee Insurance Corporation of Africa Limited is utilised to cover the majority of wholesale customers with a credit balance over a predetermined amount.

Goods are sold subject to retention of title clauses in Distribution so that in the event of non-payment the group may have a secured claim.

The group establishes an allowance for impairment that represents its estimate of incurred losses in respect of trade and other receivables.

The main components of this allowance are specific loss components that relate to individually significant exposures, and a collective loss component established for groups of similar assets in respect of losses that have been incurred but not yet identified.

The collective loss allowance is determined based on historical data of payment statistics of similar financial assets.

## 28 Financial risk management (continued)

#### Liquidity risk

Liquidity risk is the risk that the group will not be able to meet its financial obligations as they fall due.

The group's approach is to ensure, as far as possible, that it will always have sufficient liquidity to meet its liabilities when due, under both normal and stressed conditions, without incurring unacceptable losses or risk damage to the group's reputation. Due to the dynamic nature of the underlying businesses, group treasury maintains flexibility in funding by holding availability through credit lines. At year-end the group's total uncommitted facilities available was R2 092 million and USD44 million (2017: R2 173 million and USD46 million) of which the full balance remained undrawn (2017: nil drawn down).

See note 29.5 for details for maturity analysis of the group's financial liabilities.

#### Capital risk management

The group's objectives when managing capital are to safeguard the group's ability to continue as a going concern in order to provide returns for shareholders and benefits for other stakeholders, and to maintain an optimal capital structure to reduce the cost of capital.

In order to maintain or adjust the capital structure, the group may adjust the amount of dividends paid to shareholders, return capital to shareholders and issue new shares. The group's target of maintaining a ratio of shareholders' interest to total assets is in the range of 25% to 30%. This is obtained through achieving the group's earnings targets, management of working capital, share buy-backs and dividends.

In 2018 the shareholders' interest to total assets was 38.3% (2017: 34.0%).

## 29 Financial instruments

#### Market risk

## 29.1 Treasury risk management

The treasury committee meets on a regular basis to analyse currency and interest rate exposures and re-evaluate treasury management strategies.

#### 29.2 Foreign exchange risk management

The group is exposed to foreign currency risk as it imports merchandise. This risk is mitigated by entering into forward exchange contracts. These contracts are matched with anticipated future cash flows in foreign currencies.

The group does not use forward exchange contracts for speculative purposes.

The group has measured these instruments at fair value (see note 16).

		31 August 2018				31 August 2017			
Exposure to currency risk – foreign exchange contracts	USD '000	GBP '000	EUR '000	CNY '000	USD '000	GBP '000	EUR '000	CNY '000	
Forecast purchases and payables due at the end of the year	15 550	1 278	3 322	73 611	27 634	4 653	4 913	90 941	
Forward exchange contracts subject to cash flow hedging	12 288	1 968	2 525	69 526	26 574	2 382	2 785	87 153	
Net exposure	3 262	(690)	797	4 085	1 060	2 271	2 128	3 788	

The following exchange rates applied during the year:

	Reporting date			
	Average rate		spot rate	
	2018	2017	2018	2017
USD	12.97	13.46	14.71	13.02
GBP	17.61	17.24	18.89	16.98
EUR	15.62	14.99	17.01	15.79
CNY	1.99	1.97	2.15	1.97

## 29 Financial instruments (continued)

## 29.2 Foreign exchange risk management (continued)

## Foreign exchange rate sensitivity analysis

The following table details the group's sensitivity to a 10% strengthening in the South African Rand against the relevant foreign currencies. 10% is the sensitivity rate used when reporting foreign currency risk internally to management personnel and represents management's assessment of a reasonable possible change in foreign exchange rates. The sensitivity analysis includes only outstanding foreign currency denominated monetary items and their adjusted translation for a 10% change in foreign currency rates.

	USD impact		GBP impact		EUR impact		CNY impact	
	2018 R'000	2017 R'000	2018 R'000	2017 R'000	2018 R'000	2017 R'000	2018 R'000	2017 R'000
Decrease in pre-tax other comprehensive income	(15 974)	(36 640)	(3 474)	(4 130)	(3 964)	(4 236)	(13 791)	(17 344)
Increase/(decrease) in profit before tax	4 798	1 392	(1 304)	3 857	1 355	3 359	878	830

For a 10% weakening of the South African Rand against the relevant currency, there would be an increase in pre-tax other comprehensive income and decrease in profit before tax.

#### 29.3 Fair values of financial instruments

The fair values of financial assets and liabilities, together with the carrying amounts shown in the statement of financial position, are as follows:

		31 August 2018		31 Aug	ust 2017
		Carrying value R'000	Fair value R'000	Carrying value R'000	Fair value R'000
Financial assets					
Trade receivables (see note 18)	Loans and receivables	1 742 529	1 742 529	1 701 433	1 701 433
Logistics fees receivable (see note 18)	Loans and receivables	138 080	138 080	223 251	223 251
Other receivable (see note 18)	Loans and receivables	26 191	26 191	8 782	8 782
Loans receivable (see note 14)	Loans and receivables	24 678	24 678	13 500	13 500
Financial assets at fair value through profit or loss (see note 15)	Assets at fair value	82 482	82 482	27 580	27 580
Cash and cash equivalents	Loans and receivables	1 523 815	1 523 815	700 473	700 473
Equity derivative contracts used for cash flow hedging (see note 16)	Assets at fair value	413 924	413 924	325 739	325 739
Forward exchange contracts used for cash flow hedging (see note 16)	Assets at fair value	39 242	39 242	-	-
Financial liabilities					
Forward exchange contracts used for cash flow hedging (see note 16)	Financial liabilities measured at fair value	-	-	9 142	9 142
Trade and other payables (see note 25)	Financial liabilities measured at amortised cost	5 961 490	5 961 490	5 260 353	5 260 353

## 29 Financial instruments (continued)

### 29.3 Fair values of financial instruments (continued)

## Basis for determining fair values

The following summarises the significant methods and assumptions used in estimating the fair values of financial instruments reflected in the table above.

#### Derivatives

Fair values of currency, interest rate and equity derivatives are calculated using standard market calculation conventions with reference to the relevant closing market spot rates, forward foreign exchange, interest rates and share price.

## Non-derivative financial assets and liabilities

Fair value is calculated based on the present value of future principal and interest cash flows, discounted at the market rate of interest at the reporting date except for the insurance cell captive where fair value is determined based on the net asset value at the reporting date.

The fair value of investments held by the New Clicks Foundation Trust is determined by reference to the quoted price in an active market.

The table below provides the valuation method of financial instruments carried at fair value. The different levels have been defined as follows:

Level 1 - Quoted prices (unadjusted) in active markets for identical assets and liabilities.

Level 2 – Inputs other than quoted prices included within level 1 that are observable for the asset or liability, either directly (i.e. prices) or indirectly (i.e. derived from prices).

Level 3 - Inputs for the asset or liability that are not based on observable market data (unobservable inputs).

The fair value of financial instruments that are not traded in an active market is determined by using valuation techniques. These valuation techniques maximise the use of observable market data where it is available and rely as little as possible on entity-specific estimates. If all significant inputs required to fair value an instrument are observable, the instrument is included in level 2.

If one or more of the significant inputs is not based on observable market data, the instrument is included in level 3.

## 29 Financial instruments (continued)

## 29.3 Fair values of financial instruments (continued)

Financial assets and financial liabilities measured at fair value

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	Level 1	Level 2	Level 3	Total
Group	R'000	R'000	R'000	R'000
2018				
Financial assets				
Financial assets at fair value through profit or loss (see note 15)	-	16 850	-	16 850
Financial assets at fair value through profit or loss (see note 15)	65 632	-	-	65 632
Equity derivative contracts used for cash flow hedging (see note 16)	_	413 924	-	413 924
Forward exchange contracts used for cash flow hedging (see note 16)	_	39 242	-	39 242
Total	65 632	470 016	-	535 648
2017				
Financial assets				
Financial assets at fair value through profit or loss (see				
note 15)	16 301	11 279	-	27 580
Equity derivative contracts used for cash flow hedging (see note 16)	_	325 739	_	325 739
Total	16 301	337 018	_	353 319
Financial liabilities				
Forward exchange contracts used for cash flow hedging (see note 16)	_	9 142	_	9 142
Total	-	9 142	_	9 142

There have been no transfers between levels 1, 2 and 3 during the period.

#### 29.4 Credit risk management

Credit risk refers to the risk that a counterparty may default on its contractual obligation, resulting in financial loss to the group. The group is exposed to credit risk arising from cash equivalents, a money market investment, derivative financial instruments and deposits with banks and financial institutions, as well as credit exposures to Distribution and Retail customers, including outstanding receivables and committed transactions. Management has a formal credit policy in place as a means of mitigating the risk of financial loss to the group.

The carrying amount of financial assets represents the maximum credit exposure. The maximum exposure to credit risk at the reporting date was:

	Carrying amount		
	2018 R'000	2017 R'000	
Derivative financial assets (see note 16)	453 166	325 739	
Trade receivables (see note 18)	1 742 529	1 701 433	
Logistics fees receivable (see note 18)	138 080	223 251	
Other receivable (see note 18)	26 191	8 782	
Cash and cash equivalents	1 523 815	700 473	
Loans receivable (see note 14)	24 678	13 500	
	3 908 459	2 973 178	

## 29 Financial instruments (continued)

## 29.4 Credit risk management (continued)

## Trade receivables

The group's exposure to credit risk is influenced mainly by the individual characteristics of each customer. Management has a credit policy in place and exposure to credit risk is monitored on an ongoing basis. Credit evaluations are performed on all customers who purchase from the group.

Trade receivables can be categorised into Distribution customers and Retail customers.

The maximum exposure to credit risk, after impairment, for trade receivables at the reporting date by type of customer was:

	Carrying amount		
	2018 R'000	2017 R'000	
Retail customers	101 725	103 035	
Distribution customers	1 640 804	1 598 398	
	1 742 529	1 701 433	

## **Retail customers**

The ageing of trade receivables at the reporting date was:

		2018		2017		
	Gross R'000	Impairment R'000	Net R'000	Gross R'000	Impairment R'000	Net R'000
Not past due	110 738	(9 013)	101 725	101 605	(4 700)	96 905
Past due 0 – 30 days	-	-	-	2 347	(100)	2 247
Past due more than 31 days	-	-	-	7 083	(3 200)	3 883
Total	110 738	(9 013)	101 725	111 035	(8 000)	103 035

Retail trade receivables mainly relate to receivables from medical aids with respect to pharmacy debtors.

Trade debtors are classified as past due when they have passed their payment date by one day.

#### **Distribution customers**

The ageing of trade receivables at the reporting date was:

		2018			2017	
	Gross R'000	Impairment R'000	Net R'000	Gross R'000	Impairment R'000	Net R'000
Not past due	1 530 085	_	1 530 085	1 431 141	_ ·	1 431 141
Past due 0 – 30 days	111 477	(758)	110 719	145 774	-	145 774
Past due more than 31 days	17 839	(17 839)	-	44 082	(22 599)	21 483
Total	1 659 401	(18 597)	1 640 804	1 620 997	(22 599)	1 598 398

Trade debtors are classified as past due when they have passed their payment date by one day.

Distribution customers are primarily hospitals and independent pharmacists.

The Distribution business minimises its exposure to credit risk by insuring debtors with balances greater than a predetermined amount.

There is an excess (which varies between hospitals and independent pharmacists) that is carried by the Distribution business with the balance being covered by Credit Guarantee Insurance Corporation of Africa Limited.

## 29 Financial instruments (continued)

## 29.4 Credit risk management (continued)

The split between insured and uninsured gross distribution debtors is as follows:

	Gross amount	
	2018 R'000	2017 R'000
Insured	1 654 919	1 563 908
Uninsured	4 482	57 089
	1 659 401	1 620 997

Uninsured debtors consist mainly of a concentration of debtors with a monthly turnover of less than R40 000 and low-risk debtors such as government debtors.

The exposure to credit risk in respect of these debtors is managed through credit evaluations.

#### Impairment loss

The impairment is determined based on information regarding the financial position of each trade receivable at year-end.

The group's trade receivables are stated net of impairment losses. An analysis of impairment losses are as follows:

	Retail		Distribution	
	2018 R'000	2017 R'000	2018 R'000	2017 R'000
Balance at the beginning of the year	(8 000)	(4 300)	(22 599)	(19 781)
Additional allowances made	(1 013)	(3 700)	(4 102)	(2 818)
Trade receivables written off during the year as uncollectible	-	-	8 104	_
Balance at the end of the year	(9 013)	(8 000)	(18 597)	(22 599)

The creation of impairment losses have been included in "other costs" in profit or loss (see note 5).

Amounts charged to the allowance account are generally written off to profit or loss when there is no expectation of recovery.

### Cash and cash equivalents

The group's current accounts, short-term deposits and money market fund are with reputable institutions, all of which have a strong credit rating.

## Other loans

Other loans are reviewed at least on an annual basis to assess their recoverability. None of the loans are considered to be impaired at the end of the financial year.

#### 29.5 Liquidity risk management

Liquidity risk is the risk that the group will not be able to meet its financial obligations as they fall due. The group's approach to managing liquidity is to ensure, as far as possible, that it will always have sufficient liquidity to meet its liabilities when due, under both normal and stressed conditions, without incurring unacceptable losses or risk damage to the group's reputation.

## Financial instruments (continued) 29.5 Liquidity risk management (continued) Liquidity and interest risk tables 29

The following tables detail the group's remaining contractual maturity for its financial liabilities, including interest payments and excluding the impact of netting agreements:

	Carrying amount R'000	Contractual cash flows R'000	One year or less R'000
2018			
Liabilities			
Trade and other payables (see note 25)	5 961 490	5 961 490	5 961 490
	5 961 490	5 961 490	5 961 490
2017			
Liabilities			
Derivative financial liabilities (see note 16)	9 142	9 142	9 142
Trade and other payables (see note 25)	5 260 353	5 260 353	5 260 353
	5 269 495	5 269 495	5 269 495

## 30 Capital commitments

Capital commitments	Group	
	2018 R'000	2017 R'000
Capital expenditure approved by the directors		
Contracted	133 337	184 028
Not contracted	565 612	496 485
	698 949	680 513

The capital expenditure will be financed from borrowings and internally generated funds.

## 31 Financial guarantees

Group companies provide surety for other group companies to the value of R2 092 million and USD44 million (2017: R2 173 million and USD46 million) with respect to facilities held with various banks. At year-end these facilities had no drawings by group companies (2017: nil). The fair values of the financial guarantees are considered negligible.

## 32 Related party transactions

#### 32.1 Group

Clicks Group Limited is the ultimate holding company of the group.

## Transactions between group subsidiaries

During the year, in the ordinary course of business, certain companies within the group entered into transactions with one another. These intragroup transactions have been eliminated on consolidation. For a list of the group's main subsidiaries, see page 67.

Related party transactions include:

- (i) dividends paid and received from subsidiary companies and associates;
- (ii) interest received from or paid to subsidiary companies;
- (iii) loans to or from subsidiary companies;
- (iv) sale of goods between subsidiary companies; and
- (v) repurchase of "A" ordinary shares from the Employee Share Ownership Trust.

#### Directors and key management

Certain non-executive directors are also non-executive directors of other public companies which transact with the group. The relevant directors do not believe that they have control, joint control or significant influence over the financial or operating policies of those companies.

Executive directors' employment contracts do not provide for a defined period of employment, but specify a notice period for the chief executive officer of 12 months and six months for the other executive directors. During this notice period, all standard benefits accrue to the directors in question. Contracts do not provide for predetermined compensation on termination other than that accorded to employees in terms of the group's remuneration policies.

Employee benefits paid to directors and key management personnel are detailed in note 4.

#### Shares held by directors and their related entities

The audited percentage of shares held by directors of the company at year-end is disclosed on page 69.

	Group	
	2018 R'000	2017 R'000
Transactions with Sorbet Brands Proprietary Limited		
Dividends received	2 233	3 143
Management fee received	1 688	-
Royalties paid	4 105	2 984
<b>Other related parties</b> The group has identified The Clicks Helping Hand Trust as a related party because of the group's involvement in the charitable and developmental activities of the trust. The group has not consolidated the trust as it is not exposed to variable returns and any non-financial benefit is considered to be insignificant. The total net assets for the trust is R33 457 (2017: R2.5 million) and a net loss of R2.4 million (2017: R5.4 million) was incurred. Donations to the trust during the year from subsidiary companies were:		
The Clicks Helping Hand Trust	9 562	4 087

No financial benefits were derived by the group from this relationship.

#### Contributions to pension and provident fund

Contributions paid to pension and provident funds are included in note 4 and additional information in note 23.

		Comp	Company	
		2018 R'000	2017 R'000	
Related po	arty transactions (continued)			
32.2 Compa	any			
The co	mpany has the following related party transactions:			
32.2.1	Dividends received			
	New Clicks South Africa Proprietary Limited	845 300	706 812	
	Total dividends received from related parties	845 300	706 812	
32.2.2	Dividends paid			
	New Clicks South Africa Proprietary Limited	31 777	28 507	
	Clicks Group Employee Share Ownership Trust	9 387	7 930	
	New Clicks Holdings Share Trust	-	331	
	Total dividends paid to related parties	41 164	36 768	
32.2.3	Loans to/(by) subsidiary companies			
	New Clicks South Africa Proprietary Limited	1 165 199	(217 997	
	Clicks Group Employee Share Ownership Trust	146	291	
	Clicks Centurion Proprietary Limited	9 000	9 000	
	New Clicks Holding Share Trust	-	(19 682	
		1 174 345	(228 388	

32.2.4 Repurchase of 14 576 647 ordinary "A" shares from the Employee Share Ownership Trust.

**32.2.5** Issue of 284 155 Clicks Group Limited ordinary shares to the New Clicks Foundation Trust through the unwind of the scheme.

A schedule of the loans and investments in related parties is included on page 67.

Details regarding dividends relating to treasury shares are included in note 27.

#### 33 Borrowing powers

In terms of the memorandum of incorporation, the borrowing powers of the company are unlimited.

#### 34 Operating segments

The group has identified two reportable segments, as described below.

For each of the operating brands, the group's chief decision-makers review internal management reports on a monthly basis. The following describes the operations in each of the group's reportable segments:

#### Retail

Retail comprises Clicks, a specialist health, beauty and homeware retailer; Claire's, a speciality retailer of fashionable jewellery and accessories at affordable prices; GNC, a speciality retailer of health and wellness products; Musica, a retailer of entertainment-related merchandise; and The Body Shop, which specialises in naturally inspired luxury toiletries, cosmetics, gifting and grooming, with stores in the Republic of South Africa, Namibia, Swaziland, Botswana and Lesotho.

#### Distribution

UPD is a national full-range pharmaceutical wholesaler and also provides distribution capability for the Clicks Group. UPD operates within the Republic of South Africa and in Botswana.

The information regarding the results of each reportable segment is included on page 16. Performance is measured based on segment operating profit, as included in the internal management reports that are reviewed by the group's chief operating decision-makers. Segment profit is used to measure performance as management believes that such information is the most relevant in evaluating the results of certain segments relative to other entities that operate within these industries. Inter-segment transactions are on an arm's length basis.

#### Major customers

There are no external customers that account for more than 10% of the group's revenue.