

# Segmental Analysis

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|                                  | Turnover      |               | Operating profit<br>before interest |               | Total assets  |               | Total liabilities |               |
|----------------------------------|---------------|---------------|-------------------------------------|---------------|---------------|---------------|-------------------|---------------|
|                                  | 2002<br>R'000 | 2001<br>R'000 | 2002<br>R'000                       | 2001<br>R'000 | 2002<br>R'000 | 2001<br>R'000 | 2002<br>R'000     | 2001<br>R'000 |
| Clicks                           | 2 692 620     | 2 333 644     | 262 192                             | 211 957       | 592 318       | 517 582       | –                 | –             |
| Discom                           | 720 895       | 642 848       | (17 193)                            | 8 133         | 153 510       | 137 286       | –                 | –             |
| Music division                   | 439 333       | 351 840       | 22 705                              | 11 124        | 119 579       | 119 309       | –                 | –             |
| The Body Shop                    | 27 161        | –             | 3 446                               | –             | 7 605         | –             | –                 | –             |
| Link Investment Trust            | 16 175        | –             | (2 801)                             | –             | 21 432        | –             | –                 | –             |
| Intercare                        | –             | –             | (1 764)                             | –             | 3 738         | –             | –                 | –             |
| Support centres and distribution | –             | –             | –                                   | –             | 856 221       | 867 814       | 957 181           | 779 311       |
| Southern Africa                  | 3 896 184     | 3 328 332     | 266 585                             | 231 214       | 1 754 403     | 1 641 991     | 957 181           | 779 311       |
| Priceline                        | 1 574 694     | 1 030 894     | 44 690                              | 27 042        | 639 085       | 329 413       | –                 | –             |
| House                            | 16 913        | 5 977         | 7 285                               | 4 358         | 25 671        | 9 287         | –                 | –             |
| Support centres and distribution | –             | –             | –                                   | –             | 42 631        | –             | 282 852           | 185 847       |
| Australia                        | 1 591 607     | 1 036 871     | 51 975                              | 31 400        | 707 387       | 338 700       | 282 852           | 185 847       |
| Total                            | 5 487 791     | 4 365 203     | 318 560                             | 262 614       | 2 461 790     | 1 980 691     | 1 240 033         | 965 158       |

Note 1: Total assets for the brands include only inventories and fixed assets that are directly attributable.

Note 2: Liabilities cannot be allocated to brands.