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INTERIM GROUP RESULTS FOR THE SIX MONTHS ENDED 28 FEBRUARY 2009

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retail turnover – continuing operations up **13.6%** 

diluted headline EPS up 18.8%

distribution per share up

30.3%

return on equity increases to **38.1%** 

## FINANCIAL SUMMARY

			Six months to 28 February	Six months to 29 February	0( shapped	Year to 31 August
Income statement Turnover – continuing operations Turnover – total operations Gross profit – continuing operations Gross profit – total operations Total income – continuing operations Total income – total operations Headline earnings Net interest charge Balance sheet		R'000 R'000 R'000 R'000 R'000 R'000 R'000	5 994 535 5 994 535 1 237 462 1 237 462 1 513 731 1 513 731 231 646 (35 011)	2008* 5 600 805 5 650 945 1 121 790 1 135 758 1 348 424 1 364 155 209 421 (16 406)	% change 7.0 6.1 10.3 9.0 12.3 11.0 10.6 113.4	2008* 11 193 577 11 243 717 2 209 310 2 223 067 2 708 519 2 724 181 399 627 (51 184)
Equity Interest-bearing loans and borrowings Total assets		R'000 R'000 R'000	1 126 582 173 339 4 014 746	1 101 312 144 181 3 490 883	2.3 20.2 15.0	1 141 604 115 640 3 585 322
Cash flow Net cash effects of operating activities Capital expenditure Depreciation and amortisation		R'000 R'000 R'000	229 641 (82 473) 59 363	(74 568) (65 696) 49 687	408.0 25.5 19.5	107 529 (174 300) 102 648
Performance Turnover growth – continuing operatio Comparable stores turnover growth – of Total income margin – continuing opera Gross profit growth – continuing operating operating margin – continuing operating Operating margin – continuing operating Derating margin – total operations Inventory days – total operations Current ratio Return on total assets Return on shareholders' interest Interest-bearing debt, including cash, to se	continuing operations ations tions tions ons	% % % % % %	7.0 11.8 25.3 10.3 20.6 5.9 5.9 67 1.1 11.4 38.1 15.4 0.2	13.2 8.5 24.1 18.1 20.0 5.3 5.4 55 1.1 10.4 32.6 13.1 (0.3)		12.3 9.2 24.2 16.5 19.7 5.3 5.3 55 1.1 10.5 32.8 10.1 1.3
Statistics Number of permanent employees Number of stores Weighted retail trading area	– company owned – company owned	m²	7 434 532 201 834	7 289 509 193 040	2.0 4.5 4.6	7 122 519 194 888
Share statistics Number of shares in issue (gross) Number of shares in issue (net of treasu Weighted average number of shares in Weighted average diluted number of sha Headline earnings per share Distribution per share	issue (net of treasury shares)	'000 '000 '000 '000 cents cents cents	302 639 284 472 286 949 288 590 80.7 80.3 24.5	325 957 295 491 306 053 309 581 68.4 67.6 18.8	(7.2) (3.7) (6.2) (6.8) 18.0 18.8 30.3	324 139 290 325 298 166 303 847 134.0 131.5 18.8
Distribution cover Share price Net asset value per share Net tangible asset value per share Market capitalisation (gross) Market capitalisation (net of treasury sh Price earnings ratio (closing share price) Volume of shares traded Percentage of shares traded Free float Shareholders' return		cents times cents cents cents cents R'000 R'000 times '000 % % cents	3.3 1 475 1 745 1 300 256 4 463 925 4 195 962 9.8 115 154 40.1 93.9 (50)	- 3.6 1 500 1 799 1 305 373 246 4 889 355 4 432 365 11.9 159 150 52.0 90.6 (6)	(1.7) 6.2 4.1 (8.7) (5.3)	42.3 2.2 1 550 1 799 1 185 393 260 5 024 155 4 500 038 11.8 300 300 100.7 89.4 86
Decrease/increase in share price Distribution per share <b>Other information</b>	2	cents cents	(75) 25	(25) 19		25 61
Inflation rate CPI CPIX Interest rates Prime overdraft rate	- closing	%	12.1 12.1 14.0	10.0 9.8 14.5		13.4 13.6 15.5
R153	– closing – average – closing – average	% % %	14.0 14.9 6.9 9.0	14.5 14.2 9.6 9.2		13.5 14.7 9.8 9.9
FTSE/JSE Africa share indices All Share Index General Retailers' Index			18 465 18 816	30 674 24 117	(39.8) (22.0)	27 702 24 909
Exchange rate Rand/US dollar	– closing – average	R/US\$ R/US\$	9.91 9.99	7.59 6.97	30.6 43.3	7.75 7.41

\* Comparative figures have been restated on implementation of IFRIC 13: "Customer Loyalty Programmes".

## COMMENTARY

#### **Overview**

In a period characterised by increasingly tough retail conditions, New Clicks delivered pleasing financial and trading results.

The group further entrenched its leadership in healthcare retail and supply through the growth of pharmacy in Clicks and the acquisition of a 60% stake in the courier pharmacy business Direct Medicines with effect from 1 December 2008.

New Clicks has also continued to invest for long-term growth, with a capital expenditure plan focusing on opening and refurbishing Clicks stores, extending the national pharmacy network within Clicks and expanding UPD's pharmaceutical distribution capability.

The board's confidence in the group's performance and prospects is reflected in a 30.3% increase in the interim distribution to 24.5 cents per share (2008: 18.8 cents). As previously advised to shareholders, distribution cover is being reduced to two times headline earnings for the 2009 financial year.

#### Financial performance

#### **Continuing operations**

Group turnover from continuing operations increased by 7.0% to R6.0 billion (2008: R5.6 billion). The retail turnover growth of 13.6% was driven by the excellent trading performance of Clicks which lifted turnover by 15.4%. Selling price inflation for the retail businesses was 6.3%.

The repositioning of the UPD business model to focus on more profitable and loyal customers resulted in sales growth slowing in line with expectations to 1.7%. Price inflation for the period was 3.8%.

Total income (gross profit plus other income) increased 12.3% to R1.5 billion.

Operating expenses increased by 10.5%. Excluding the costs relating to the investment in new stores, pharmacies and Direct Medicines, expense growth was well contained to 7.1%.

Operating margin increased from 5.3% to 5.9%, resulting in an 18.5% growth in operating profit to R355 million (2008: R299 million).

#### **Total group**

Headline earnings increased 10.6% from R209 million to R232 million. Diluted headline earnings per share increased 18.8% to 80.3 cents per share, enhanced by the share buyback programme.

Return on shareholders' interest (ROE) showed a healthy improvement from 32.6% to 38.1%.

Cash generated from operations increased by 15.7% to R424 million. The free cash flow increased to R355 million from R137 million last year. This was positively impacted by the improved trading performance of the group and favourable funding from trade payables.

#### Trading performance

Clicks continued its strong sales growth trend and lifted turnover by 15.4%, with real sales growth of 8.9%. Comparable store sales rose by 13.7%. Growth was driven by the health and beauty merchandise categories which together account for 75.2% of total Clicks sales. Clicks has accelerated the pace of its pharmacy expansion programme, growing the pharmacy base to 180 following the opening of 23 dispensaries in the period. Further improvements in operating efficiencies lifted the operating margin from 6.0% to 6.6% which translated into operating profit growth of 27.2%.

Following the repositioning of UPD towards more profitable volume, its core customer groups of Clicks, Clicks Direct Medicines, hospitals and Link pharmacies now account for 76% of UPD's wholesale business, up from 64% in 2008. UPD's distribution and export business grew by 47.9%. Good expense management and improved operating efficiencies contributed to a 12.0% increase in operating profit.

Musica increased turnover by 3.3% as the slowdown in consumer spending continued to impact discretionary purchases. Operating profit for the period was down 1.9%.

Turnover in The Body Shop benefited from new store openings and increased 9.2%, with operating profit up 9.0%.

#### Prospects

Retail trading conditions are expected to remain challenging in the coming months. However, the group's business is defensive and competitively advantaged.

The listing of New Clicks on the JSE will be reclassified to the Food and Drug Retailers sector on 22 June 2009, which will more accurately reflect the current and future composition of the group's earnings.

The group continues to be cash generative and R140 million has been committed to capital investment for the remainder of the year.



Trading for the first two months of the second half of the financial year has continued in line with the performance for the first half.

#### Full-year earnings forecast

In the absence of any marked deterioration in trading conditions and any unforeseen changes in the macroeconomy, the group expects diluted headline earnings per share to increase by between 15% and 20% for the year to 31 August 2009. This forecast has not been audited or reviewed by the company's auditors.

#### Shareholder distribution

The board of directors has approved an interim distribution of 24.5 cents per share (2008: 18.8 cents per share), the source of such distribution will be made known on or before Thursday, 25 June 2009.

Shareholders are advised of the following salient dates relating to the distribution:

Last day to trade "cum"	
the distribution	Friday, 3 July 2009
Shares trade "ex"	
the distribution	Monday, 6 July 2009
Record date	Friday, 10 July 2009
Payment to	
shareholders	Monday, 13 July 2009

Share certificates may not be dematerialised or rematerialised between Monday, 6 July 2009 and Friday, 10 July 2009, both days inclusive.

By order of the board

Annalize Booysen

**Company Secretary** 

30 April 2009



# CONSOLIDATED BALANCE SHEET

R'000	As at 28 February 2009	As at 29 February 2008 (restated)*	As at 31 August 2008 (restated)*
ASSETS			
Non-current assets	1 298 678	1 168 726	1 252 989
Property, plant and equipment	756 605	711 322	734 485
Intangible assets	303 424	289 174	302 141
Goodwill	95 668	83 950	85 811
Deferred tax assets	79 750	26 468	72 482
Loans receivable	63 231	57 812	58 070
Current assets	2 716 068	2 322 157	2 332 333
Inventories	1 689 032	1 316 347	1 370 889
Trade and other receivables	811 111	774 861	805 935
Income tax receivable	1 573	1 576	1 962
Loans receivable	11 169	6 722	8 064
Cash and cash equivalents	171 465	147 159	101 139
Derivative financial assets	31 718	75 492	44 344
Total assets	4 014 746	3 490 883	3 585 322
EQUITY AND LIABILITIES			
Equity	1 126 582	1 101 312	1 141 604
Share capital	3 027	3 260	3 242
Share premium	-	194 467	121 461
Share option reserve	24 237	26 152	23 832
Treasury shares	(267 324)	(427 703)	(463 622)
Non-distributable reserves	(4 591)	89	39
Distributable reserve	1 369 565	1 305 047	1 456 506
Equity attributable to equity holders of the parent	1 124 914	1 101 312	1 141 458
Minority interest	1 668		146
Non-current liabilities	346 460	325 568	370 635
Interest-bearing borrowings	67 956	72 901	61 460
Employee benefits	95 786	103 460	130 866
Deferred tax liabilities	81 167	49 325	80 216
Operating lease liability	101 551	99 882	98 093
Current liabilities	2 541 704	2 064 003	2 073 083
Trade and other payables	2 232 059	1 775 680	1 827 704
Employee benefits	156 585	92 516	104 262
Provisions	20 608	9 931	7 924
Interest-bearing borrowings	105 383	71 280	54 180
Income tax payable	25 248	114 596	75 956
Derivative financial liabilities	1 821	-	3 057
Total equity and liabilities	4 014 746	3 490 883	3 585 322

\* Comparative figures have been restated on implementation of IFRIC 13: "Customer Loyalty Programmes".

# CONSOLIDATED INCOME STATEMENT

28 February         2000         2009         Continuing operations         2009         Continuing operations         Continuing operations <thcontin and="" disposal="" equipment<="" of="" plant="" property,="" th=""></thcontin>			Six months to		Year to 31 August
Continuing operations         6 278 681         5 838 542         11 711 517           Revenue         6 278 681         5 838 542         11 711 517           Turnover         5 994 533         5 600 805         7.0         11 193 577           Cost of mechandise sold         (4 757 073)         (4 92 015)         (6.2         (8 984 207)           Other income         276 69         226 634         2.1.9         499 209           Expenses         (1 159 148)         (1 049 267)         10.5         (2 118 071)           Depretation and amortisation         (65 31360)         (469 060)         12.5         (986 128)           Occupancy costs         (1 152 091)         13.0         (26 5378)         (27 66 236 219)         (30 075)           Operating profit         354 583         299 157         18.5         590 448         (280 060)         12.5         (986 128)           Other costs         (380 0627)         380 70         10.8         605 617         1244           Profit for financing costs         353 645         319 207         10.8         605 617           Financial expense         (87 610)         (62 082)         6.7         (42 889)         113.4         (51 184)           Financial expense			,		2008
Revenue         6 278 681         5 838 542         11 711 517           Turnover         5 994 835         5 600 805         7.0         11 193 577           Cost of merchandise sold         (4 757 073)         (4 479 015)         6.2         (8 994 267)           Gross profit         1237 462         121 1790         10.3         2 206 310         2 206 310         2 206 310         2 216 34         21.9         499 209           Expenses         (11 59 148)         (10 49 267)         10.5         (2 18 071)         10.5         (2 18 071)         10.5         (2 18 071)         (3 06 266)         (3 60 766)         5.5         (7 30 077)         Operating profit         (3 80 627)         (3 60 766)         5.5         (7 30 077)         Operating profit         3 58 453         19 207         10.8         5 904 48         13 925         Profit on disposal of property, plant and equipment         (9 38)         18 806         13 925         Profit horing financing costs         13 925         13 920         13 925         13 927         10.8         5 90 448         12 44         12 44         12 44         12 44         12 44         12 44         12 44         12 44         12 44         12 44         12 44         12 44         12 44         13 925         13 921	R'000	2009	(restated)*	% change	(restated)*
Turnover         5 994 535         5 600 805         7.0         11 193 577           Cost of merchandise sold         (4 757 073)         (4 479 015)         6.2         (8 984 267)           Gross profit         1237 462         1121 790         10.3         220 9310           Other income         276 269         226 634         21.9         499 209           Expenses         (1 159 148)         (1 049 267)         10.5         (2 118 071)           Depreciation and amortisation         (35 314)         (46 410)         19.2         (95 378)           Occupancy costs         (351 360)         (360 060)         12.5         (986 128)           Other costs         (360 705)         (360 705)         5.5         (730 077)           Operating profit         (3938)         18 806         13 925           Profit before financing costs         -         1244         1244           Profit before financing costs         353 645         319 207         10.8         605 617           Profit before financing costs         -         1244         1244         1244           Profit before financing costs         353 645         319 207         10.8         605 617           Norifit before financing costs         -	Continuing operations				
Cost of merchandise sold         (4 757 073)         (4 479 015)         6.2         (8 984 267)           Gross profit         1 237 462         1 121 790         10.3         2 209 310           Other income         276 269         1 21 790         10.3         2 209 310           Expenses         (1 159 148)         (1 049 267)         10.5         (2 118 071)           Depreciation and amortisation         (55 314)         (464 10)         19.2         (95 378)           Occupancy costs         (171 847)         (152 031)         31.0         (36 488)           Employment costs         (380 627)         (360 70)         5.5         (730 077)           Operating profit         354 583         319 207         10.8         605 617           Pofit cords         313 645         319 207         10.8         605 617           Pofit before functing costs         (35 011)         (16 406)         11.3.4         (51 184)           Financial expense         (2 75 77)         111 30         (2 1)         18 75           Pofit before taxation         318 634         302 801         5.2         55.4 433           Income tax expense         (37 610)         (22 082)         6.7         (146 897)           Pof	Revenue	6 278 681	5 838 542		11 711 517
Gross profit         1 237 462         1 121 790         10.3         2 209 310           Other income         276 269         226 634         21.9         499 209           Depreciation and amortisation         (155 314)         (146 410)         19.2         (95 378)           Occupancy costs         (171 847)         (152 04)         13.0         (306 488)           Employment costs         (380 627)         (360 706)         5.5         (730 077)           Operating profit         (383 4583         299 157         18.5         590 448           (0ss)/profit on disposal of property, plant and equipment         (383 4583         299 157         18.8         506 418           Profit before financing costs         -         12.44         12.44         12.44           Financial income         7 877         11.10.3         (29.1)         18.7         605 617           Profit before taxation         318 634         319 207         10.8         605 517         69 915           Profit before taxation         318 634         302 801         5.2         55.4 433         10.201         5.2         55.4 433           Income tax expense         (47 610)         68 2082)         6.7         (146 897)           Profit for the	Turnover	5 994 535	5 600 805	7.0	11 193 577
Other income         276 269         226 634         21.9         499 209           Expenses         (1 159 134)         (1 649 267)         10.5         (2 118 071)           Depreciation and amortisation         (55 1 360)         (46 640)         19.2         (59 378)           Occupancy costs         (51 360)         (400 060)         12.5         (966 128)           Other costs         (56 0 766)         5.5         (73 0 077)           Operating profit         354 583         299 157         18.5         590 448           (Loss/profit on disposal of business         -         1 244         1 244           Profit before financing costs         (35 011)         (16 406)         113.4         (51 184)           Financial income         7 877         11 103         (29.0)         18 731           Financial income         7 877         11 103         (29.0)         18 731           Financial expense         (42 888)         (27 509)         5.5         (69 915)           Profit before taxation         318 634         302 801         5.2         554 433           Income tax expense         (37 610)         (82 082)         6.7         (146 897)           Profit for the period from discontinued operations	Cost of merchandise sold	(4 757 073)	(4 479 015)	6.2	(8 984 267)
Expenses         (1 159 148)         (1 049 267)         10.5         (2 118 071)           Depreciation and amortisation         (53 314)         (46 410)         19.2         (95 378)           Occupancy costs         (171 847)         (152 091)         13.0         (306 488)           Employment costs         (380 627)         (380 0706)         5.5         (730 077)           Operating profit         354 583         299 157         18.5         590 448           (USs)/profit on disposal of property, plant and equipment         (933)         18 806         11 3225           Profit bore financing costs         353 645         319 207         10.8         605 617           Net financing costs         7877         11 103         (29.1)         18 731           Financial expense         (42 888)         (27 509)         5.9         (69 915)           Profit bore taxation         318 634         302 801         5.2         554 433           Income tax expense         (87 610)         (82 082)         6.7         (146 897)           Profit for the period from discontinued operations         -         33 681         333 538           Total profit for the period from discontinued operations         -         (1027)         (124 120) <tr< th=""><th>Gross profit</th><th>1 237 462</th><th>1 121 790</th><th>10.3</th><th>2 209 310</th></tr<>	Gross profit	1 237 462	1 121 790	10.3	2 209 310
Depreciation and amortisation         (55 314)         (46 410)         19.2         (95 378)           Occupancy costs         (171 847)         (152 091)         13.0         (366 488)           Employment costs         (380 627)         (360 766)         5.5         (730 077)           Operating profit         (938)         18 806         13 925         590 448           (usylyrofit no disposal of property, plant and equipment         (938)         18 806         13 925           Profit on disposal of business         -         1 244         1 244         1 244           Profit before financing costs         (35 011)         (16 406)         11 3.4         (51 184)           Financial expense         (42 888)         (27 509)         5.5         (54 433)           Income tax expense         (47 887)         11 103         (2.1)         146 407)           Profit for the period from continuing operations         231 024         220 719         4.7         407 536           Discontinued operations         -         (12 810)         141 021         108 400         441 074           Minority interest         -         33 681         33 538         -         (12 7)           Profit for the period from discontinued operations         -	Other income	276 269	226 634	21.9	499 209
Occupancy costs         (171 847)         (152 091)         13.0         (306 488)           Employment costs         (551 360)         (490 060)         12.5         (986 128)           Other costs         (380 627)         (960 706)         5.5         (730 077)           Operating profit         354 583         299 157         18.5         590 448           (Loss/profit on disposal of property, plant and equipment         (938)         18 806         13 925           Profit bord inancing costs         353 645         319 207         10.8         605 617.           Net financing costs         (35 011)         (16 406)         113.4         (51 184)           Financial expense         (42 288)         (27 509)         55.9         (69 915)           Profit before taxation         318 634         302 801         5.2         554 433           Income tax expense         (87 610)         (82 022)         6.7         (146 897)           Profit for the period from discontinued operations         -         33 681         33 538           Total profit for the period from discontinued operations         -         33 681         33 538           Total profit for the period from discontinued operations         -         33 681         33 538	Expenses	(1 159 148)	(1 049 267)	10.5	(2 118 071)
Occupancy costs         (171 847)         (152 091)         13.0         (306 488)           Employment costs         (551 360)         (490 060)         12.5         (986 128)           Other costs         (380 627)         (960 706)         5.5         (730 077)           Operating profit         354 583         299 157         18.5         590 448           (Loss/profit on disposal of property, plant and equipment         (938)         18 806         13 925           Profit bord inancing costs         353 645         319 207         10.8         605 617.           Net financing costs         (35 011)         (16 406)         113.4         (51 184)           Financial expense         (42 288)         (27 509)         55.9         (69 915)           Profit before taxation         318 634         302 801         5.2         554 433           Income tax expense         (87 610)         (82 022)         6.7         (146 897)           Profit for the period from discontinued operations         -         33 681         33 538           Total profit for the period from discontinued operations         -         33 681         33 538           Total profit for the period from discontinued operations         -         33 681         33 538	Depreciation and amortisation	(55 314)	(46 410)	19.2	(95 378)
Other costs         (380 627)         (360 706)         5.5         (730 077)           Operating profit         354 583         299 157         18.5         590 448           (Loss)/profit on disposal of property, plant and equipment         (938)         18 806         13 925           Profit on disposal of business         -         1 244         1 244           Profit before financing costs         353 645         319 207         10.8         605 617           Net financing costs         (35 011)         (16 406)         113.4         (51 184)           Financial expense         (42 888)         (27 509)         55.9         (69 915)           Profit before taxation         318 634         302 801         5.2         554 433           Income tax expense         (87 610)         (82 082)         6.7         (146 897)           Profit for the period from continuing operations         231 024         220 719         4.7         407 536           Discontinued operations         -         33 681         33 538         53 643         33 538           Total profit for the period         231 024         254 400         441 074           Attributable to:         -         -         (127)           Gauity interest <td< th=""><th></th><th>(171 847)</th><th>(152 091)</th><th>13.0</th><th>(306 488)</th></td<>		(171 847)	(152 091)	13.0	(306 488)
Operating profit         354 583         299 157         18.5         590 448           (Loss/)profit on disposal of property, plant and equipment         (938)         18 806         13 925           Profit on disposal of business         -         1 244         1 244           Profit before financing costs         353 645         319 207         10.8         605 617           Net financial income         7 877         11 103         (29.1)         18 73           Financial income         7 877         11 103         (29.1)         18 73           Profit before taxation         318 634         302 801         5.2         554 433           Income tax expense         (87 610)         (82 082)         6.7         (146 897)           Profit before taxation         31 8634         302 801         5.2         554 433           Income tax expense         (87 610)         (82 082)         6.7         (146 897)           Profit for the period from continuing operations         -         33 681         33 538           Total profit for the period         231 024         224 400         441 074           Attributable to:         231 024         254 400         441 201           Minority interest         53         -         (	Employment costs	(551 360)	(490 060)	12.5	(986 128)
LLoss/profit on disposal of property, plant and equipment       (938)       18 806       13 925         Profit on disposal of business       -       1 244       1 244         Profit on disposal of business       -       1 244       1 244         Profit on disposal of business       -       1 244       1 244         Profit on disposal of business       -       1 240       1 244         Profit on disposal of business       -       1 240       1 244         Profit on disposal of business       -       7 877       11 103       (29.1)       18 731         Financial expense       (62 888)       (27 509)       55.9       (69 915)         Profit before taxation       318 634       302 801       5.2       554 433         Income tax expense       (67 610)       (82 082)       6.7       (14 68 897)         Profit for the period from continuing operations       -       33 681       33 538         Total profit for the period       231 024       254 400       441 074         Attributable to:       -       -       (127)         Equity holders of the parent       230 971       254 400       441 074         Attributable to:       -       -       (127)       (127)	Other costs	(380 627)	(360 706)	5.5	(730 077)
Profit on disposal of business       -       1 244       1 244         Profit before financing costs       353 645       319 207       10.8       605 617         Net financing costs       (35 041)       (16 406)       113.4       (51 184)         Financial income       7 877       11 103       (29.1)       18 731         Financial expense       (42 888)       (27 509)       55.9       (69 915)         Profit before taxation       318 634       302 801       5.2       554 433         Income tax expense       (87 610)       (82 082)       6.7       (146 897)         Profit for the period from continuing operations       231 024       220 719       4.7       407 536         Discontinued operations       -       33 681       33 538       538       -       (127)         Profit for the period from discontinued operations       -       33 681       33 538       -       -       (127)         Catal profit for the period       231 024       254 400       441 201       -       (127)         Minority interest       53       -       (127)       (124 120)       -       -       (127)         Minority interest       53       -       (127)       (124 120)	Operating profit	354 583	299 157	18.5	590 448
Profit on disposal of business       -       1 244       1 244         Profit before financing costs       353 645       319 207       10.8       605 617         Net financing costs       (35 041)       (16 406)       113.4       (51 184)         Financial income       7 877       11 103       (29.1)       18 731         Financial expense       (42 888)       (27 509)       55.9       (69 915)         Profit before taxation       318 634       302 801       5.2       554 433         Income tax expense       (87 610)       (82 082)       6.7       (146 897)         Profit for the period from continuing operations       231 024       220 719       4.7       407 536         Discontinued operations       -       33 681       33 538       538       -       (127)         Profit for the period from discontinued operations       -       33 681       33 538       -       -       (127)         Catal profit for the period       231 024       254 400       441 201       -       (127)         Minority interest       53       -       (127)       (124 120)       -       -       (127)         Minority interest       53       -       (127)       (124 120)	(Loss)/profit on disposal of property, plant and equipment	(938)	18 806		13 925
Net financing costs         (35 011)         (16 406)         113.4         (51 184)           Financial income         7 877         11 103         (29.1)         18 731           Financial expense         (42 883)         (27 509)         55.9         (69 915)           Profit before taxation         318 634         302 801         5.2         554 433           Income tax expense         (87 610)         (82 082)         6.7         (146 897)           Profit for the period from continuing operations         231 024         220 719         4.7         407 536           Discontinued operations         -         33 681         33 538         -		_	1 244		1 244
Net financing costs         (35 011)         (16 406)         113.4         (51 184)           Financial income         7 877         11 103         (29.1)         18 731           Financial expense         (42 883)         (27 509)         55.9         (69 915)           Profit before taxation         318 634         302 801         5.2         554 433           Income tax expense         (87 610)         (82 082)         6.7         (146 897)           Profit for the period from continuing operations         231 024         220 719         4.7         407 536           Discontinued operations         -         33 681         33 538         -	Profit before financing costs	353 645	319 207	10.8	605 617
Financial income         7 877         11 103         (29.1)         18 731           Financial expense         (42 888)         (27 509)         55.9         (69 915)           Profit before taxation         318 634         302 801         5.2         554 433           Income tax expense         (87 600)         (82 082)         6.7         (146 897)           Profit for the period from continuing operations         231 024         220 719         4.7         407 536           Discontinued operations         -         33 681         33 538         538         538           Total porfit for the period         231 024         254 400         441 074         407           Attributable to:         -         -         33 681         33 538         -         (127)           Loss/(profit) on disposal of property, plant and equipment         53         -         (127)         -         (12 412)           Profit on disposal of property, plant and equipment         675         (16 237)         (12 412)         (29 162)           Headline earnings         231 646         209 421         10.6         399 627           Headline earnings per share (cents)         -         (28 742)         (29 162)         (24 120)           - undiluted	-		(16 406)		
Financial expense         (42 888)         (27 509)         55.9         (69 915)           Profit before taxation         318 634         302 801         5.2         554 433           Income tax expense         (87 610)         (82 082)         6.7         (146 897)           Profit for the period from continuing operations         231 024         220 719         4.7         407 536           Discontinued operations         -         33 681         33 538         -         33 681         33 538           Total profit for the period         231 024         254 400         441 074         -         -         (127)           Attributable to:         -         -         -         -         (127)         -         (127)           Minority interest         53         -         -         (127)         -         (127)           Total profit for the period attributable to equity holders of the parent         230 971         254 400         441 201           Adjustment for:         -         -         (28 742)         (29 162)           Loss/(profit) on disposal of property, plant and equipment         675         (16 237)         (12 412)           Profit on disposal of businesses         -         (28 742)         (29 162)	5				
Profit before taxation         318 634         302 801         5.2         554 433           Income tax expense         (87 610)         (82 082)         6.7         (146 897)           Profit for the period from continuing operations         231 024         220 719         4.7         407 536           Discontinued operations         -         33 681         33 538         358           Total profit for the period         231 024         254 400         441 074           Attributable to:         -         33 681         33 538           Equity holders of the parent         230 971         254 400         441 201           Minority interest         53         -         (127)           Zati D24         254 400         441 074           Adjustment for:         230 971         254 400         441 201           Adjustment for:         -         (127)         (12 412)           Profit on disposal of property, plant and equipment         675         (16 237)         (12 412)           Profit on disposal of businesses         -         (28 742)         (29 162)           Headline earnings         231 646         209 421         10.6         399 627           Headline earnings per share (cents)         -         . </th <th>Financial expense</th> <th></th> <th></th> <th></th> <th></th>	Financial expense				
Income tax expense         (87 610)         (82 082)         6.7         (146 897)           Profit for the period from continuing operations         231 024         220 719         4.7         407 536           Discontinued operations         -         33 681         33 538           Total profit for the period         231 024         254 400         441 074           Attributable to:         -         -         33 681         33 538           Equity holders of the parent         230 971         254 400         441 074           Minority interest         53         -         (127)           -         231 024         254 400         441 074           Adjustment for:         230 971         254 400         441 074           Adjustment for:         -         (127)         (12 412)           Profit on disposal of property, plant and equipment         675         (16 237)         (12 412)           Profit on disposal of property, plant and equipment         675         (16 237)         (12 412)           -         -         (28 742)         (29 162)         (29 162)           Headline earnings         231 646         209 421         10.6         399 627           Headline earnings per share (cents)         - <th></th> <th></th> <th></th> <th></th> <th></th>					
Profit for the period from continuing operations       231 024       220 719       4.7       407 536         Discontinued operations       -       33 681       33 538         Profit for the period from discontinued operations       -       33 681       33 538         Total profit for the period       231 024       254 400       441 074         Attributable to:       -       -       (127)         Equity holders of the parent       230 971       254 400       441 074         Minority interest       -       (127)       -       (127)         Total profit for the period attributable to equity holders of the parent       230 971       254 400       441 074         Adjustment for:       -       (127)       -       (127)         Profit on disposal of property, plant and equipment       675       (16 237)       (12 412)         Profit on disposal of businesses       -       (28 742)       (29 162)         Headline earnings       231 646       209 421       10.6       399 627         Headline earnings per share (cents)       -       -       (28 742)       (29 162)         - undiluted       80.3       67.6       18.8       131.5         Earnings per share (cents)       -       80.0					
Discontinued operations         -         33 681         33 538           Profit for the period from discontinued operations         -         33 681         33 538           Total profit for the period         231 024         254 400         441 074           Attributable to:         -					
Profit for the period from discontinued operations         -         33 681         33 538           Total profit for the period         231 024         254 400         441 074           Attributable to:         230 971         254 400         441 074           Equity holders of the parent         230 971         254 400         441 074           Minority interest         53         -         (127)           Z31 024         254 400         441 074           Minority interest         53         -         (127)           Z31 024         254 400         441 074           Total profit for the period attributable to equity holders of the parent         230 971         254 400         441 201           Adjustment for:         Loss/(profit) on disposal of property, plant and equipment         675         (16 237)         (12 412)           Profit on disposal of businesses         -         (28 742)         (29 162)           Headline earnings         231 646         209 421         10.6         399 627           Headline earnings per share (cents)         -         (28 742)         (29 162)           - undiluted         80.7         68.4         18.0         134.0           - diluted         80.5         83.1         (3.1)					
Total profit for the period         231 024         254 400         441 074           Attributable to:         230 971         254 400         441 074           Minority interest         53         –         (127)           Zall 024         254 400         441 074           Minority interest         53         –         (127)           Zall 024         254 400         441 074           Total profit for the period attributable to equity holders of the parent         230 971         254 400         441 201           Adjustment for:         230 971         254 400         441 201         441 201           Adjustment for:         230 971         254 400         441 201         441 201           Adjustment for:         230 971         254 400         441 201         412 201           Profit on disposal of property, plant and equipment         675         (16 237)         (12 412)           Profit on disposal of businesses         -         (28 742)         (29 162)           Headline earnings         231 646         209 421         10.6         399 627           Headline earnings per share (cents)         -         -         -         68.4         18.0         134.0           - diluted         80.5         <	· · · · · · · · · · · · · · · · · · ·				
Attributable to:       230 971       254 400       441 201         Minority interest       53       -       (127)         231 024       254 400       441 074         Total profit for the period attributable to equity holders of the parent       230 971       254 400       441 201         Adjustment for:       230 971       254 400       441 201       441 201         Adjustment for:       675       (16 237)       (12 412)         Profit on disposal of property, plant and equipment       675       (16 237)       (12 412)         Profit on disposal of businesses       -       (28 742)       (29 162)         Headline earnings       231 646       209 421       10.6       399 627         Headline earnings per share (cents)       -       .       .       .         - undiluted       80.7       68.4       18.0       134.0         - diluted       80.5       83.1       (3.1)       148.0         - diluted       80.0       82.2       (2.7)       145.2         Weighted average number of shares in issue (net of treasury shares)       ('000)       286 949       306 053       (6.2)       298 166	Profit for the period from discontinued operations	-	33 681		33 538
Equity holders of the parent       230 971       254 400       441 201         Minority interest       231 024       254 400       441 074         Total profit for the period attributable to equity holders of the parent       230 971       254 400       441 201         Adjustment for:       230 971       254 400       441 201       441 201         Loss/(profit) on disposal of property, plant and equipment       675       (16 237)       (12 412)         Profit on disposal of businesses       -       (28 742)       (29 162)         Headline earnings       231 646       209 421       10.6       399 627         Headline earnings per share (cents)       -       (28 7.6       18.8       134.0         - diluted       80.3       67.6       18.8       131.5         Earnings per share (cents)       -       -       (2.7)       145.2         Weighted average number of shares in issue (net of treasury shares)       ('000)       286 949       306 053       (6.2)       298 166	Total profit for the period	231 024	254 400		441 074
Minority interest       53       –       (127)         Z31 024       254 400       441 074         Total profit for the period attributable to equity holders of the parent       230 971       254 400       441 201         Adjustment for:       Loss/(profit) on disposal of property, plant and equipment       675       (16 237)       (12 412)         Profit on disposal of businesses       –       (28 742)       (29 162)         Headline earnings       231 646       209 421       10.6       399 627         Headline earnings per share (cents)       –       (112 412)       68.4       18.0       134.0         – diluted       80.3       67.6       18.8       131.5       134.0         – undiluted       80.5       83.1       (3.1)       148.0         – diluted       80.0       82.2       (2.7)       145.2         Weighted average number of shares in issue (net of treasury shares)       ('000)       286 949       306 053       (6.2)       298 166	Attributable to:				
231 024         254 400         441 074           Total profit for the period attributable to equity holders of the parent         230 971         254 400         441 201           Adjustment for:         200 971         254 400         441 201           Loss/(profit) on disposal of property, plant and equipment         675         (16 237)         (12 412)           Profit on disposal of businesses         –         (28 742)         (29 162)           Headline earnings         231 646         209 421         10.6         399 627           Headline earnings per share (cents)         –         .         .         .         .           – undiluted         80.7         68.4         18.0         134.0         .         .           – undiluted         80.3         67.6         18.8         131.5         .         .           Earnings per share (cents)         .	Equity holders of the parent	230 971	254 400		441 201
Total profit for the period attributable to equity holders of the parent       230 971       254 400       441 201         Adjustment for:       Loss/(profit) on disposal of property, plant and equipment       675       (16 237)       (12 412)         Profit on disposal of businesses       -       (28 742)       (29 162)         Headline earnings       231 646       209 421       10.6       399 627         Headline earnings per share (cents)       -       -       68.4       18.0       134.0         - diluted       80.7       68.4       18.0       134.0         - undiluted       80.3       67.6       18.8       131.5         Earnings per share (cents)       -       80.5       83.1       (3.1)       148.0         - diluted       80.0       82.2       (2.7)       145.2         Weighted average number of shares in issue (net of treasury shares)       ('000)       286 949       306 053       (6.2)       298 166	Minority interest	53	-		(127)
Adjustment for:       675       (16 237)       (12 412)         Profit on disposal of property, plant and equipment       675       (16 237)       (12 412)         Profit on disposal of businesses       -       (28 742)       (29 162)         Headline earnings       231 646       209 421       10.6       399 627         Headline earnings per share (cents)       -		231 024	254 400		441 074
Loss/(profit) on disposal of property, plant and equipment       675       (16 237)       (12 412)         Profit on disposal of businesses       -       (28 742)       (29 162)         Headline earnings       231 646       209 421       10.6       399 627         Headline earnings per share (cents)       -		230 971	254 400		441 201
Profit on disposal of businesses       -       (28 742)       (29 162)         Headline earnings       231 646       209 421       10.6       399 627         Headline earnings per share (cents)       -       .			(4.6.227)		(12, 112)
Headline earnings       231 646       209 421       10.6       399 627         Headline earnings per share (cents)       - undiluted       80.7       68.4       18.0       134.0         - diluted       80.3       67.6       18.8       131.5         Earnings per share (cents)       - undiluted       80.5       83.1       (3.1)       148.0         - diluted       80.0       82.2       (2.7)       145.2         Weighted average number of shares in issue (net of treasury shares)       ('000)       286 949       306 053       (6.2)       298 166		675			
Headline earnings per share (cents)       - undiluted       80.7       68.4       18.0       134.0         - diluted       80.3       67.6       18.8       131.5         Earnings per share (cents)       - undiluted       80.5       83.1       (3.1)       148.0         - diluted       80.0       82.2       (2.7)       145.2         Weighted average number of shares in issue (net of treasury shares)       ('000)       286 949       306 053       (6.2)       298 166		-		40.0	
- undiluted       80.7       68.4       18.0       134.0         - diluted       80.3       67.6       18.8       131.5         Earnings per share (cents)       - undiluted       80.5       83.1       (3.1)       148.0         - diluted       80.0       82.2       (2.7)       145.2         Weighted average number of shares in issue (net of treasury shares)       ('000)       286 949       306 053       (6.2)       298 166		231 646	209 421	10.6	399 627
- diluted       80.3       67.6       18.8       131.5         Earnings per share (cents)       - undiluted       80.5       83.1       (3.1)       148.0         - diluted       80.0       82.2       (2.7)       145.2         Weighted average number of shares in issue (net of treasury shares)       ('000)       286 949       306 053       (6.2)       298 166	Headline earnings per share (cents)				
Earnings per share (cents)       - undiluted       80.5       83.1       (3.1)       148.0         - diluted       80.0       82.2       (2.7)       145.2         Weighted average number of shares in issue (net of treasury shares)       ('000)       286 949       306 053       (6.2)       298 166	– undiluted	80.7	68.4	18.0	134.0
- undiluted       80.5       83.1       (3.1)       148.0         - diluted       80.0       82.2       (2.7)       145.2         Weighted average number of shares in issue (net of treasury shares)       ('000)       286 949       306 053       (6.2)       298 166	– diluted	80.3	67.6	18.8	131.5
- undiluted       80.5       83.1       (3.1)       148.0         - diluted       80.0       82.2       (2.7)       145.2         Weighted average number of shares in issue (net of treasury shares)       ('000)       286 949       306 053       (6.2)       298 166	Earnings per share (cents)				
- diluted         80.0         82.2         (2.7)         145.2           Weighted average number of shares in issue (net of treasury shares)         ('000)         286 949         306 053         (6.2)         298 166		80 F	QQ 1	(2.1)	1/12 0
Weighted average number of shares in issue (net of treasury shares)         ('000)         286 949         306 053         (6.2)         298 166					
		80.0	02.2	(∠.7)	145.Z
	Weighted average number of charge in issue (not of treasury charge)	286.040	306.052	(6.2)	200 166
	Weighted average diluted number of shares in issue (net of treasury shares) ('000) ('000)	286 949 288 590	306 053 309 581	(6.2)	303 847

\* Comparative figures have been restated on implementation of IFRIC 13: "Customer Loyalty Programmes". The effect of the implementation resulted in a decrease in net profit of R0.6 million in February 2008 (August 2008: R1.2 million).

# CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

R'000	Number of shares '000	Share capital	Share premium	Share option reserve
Balance at 1 September 2007	316 115	3 360	435 991	23 786
As restated for the adoption of IFRIC 13: "Customer Loyalty Programmes"	-	-	-	-
Restated balance at 1 September 2007	316 115	3 360	435 991	23 786
Treasury shares cancelled		(100)	(141 755)	-
Share cancellation expenses written off		-	(325)	-
Net cost of own shares purchased	(20 624)	-	-	-
Treasury shares purchased	(23 970)	-	-	-
Loss on disposal of treasury shares	3 346	-	-	-
Total recognised income and expenses for the period	-	_	-	2 366
Foreign currency translation reserve	-	_	-	_
Share option reserve	_	-	-	2 366
Profit for the period	_	_	-	-
Distributions to shareholders	-	-	(99 444)	-
Balance at 29 February 2008	295 491	3 260	194 467	26 152
Acquisition of subsidiary	-	-	-	-
Treasury shares cancelled	-	(18)	(23 729)	-
Share cancellation expenses written off	-	-	(58)	-
Net cost of own shares purchased	(5 166)	-	-	-
Treasury shares purchased	(8 116)	-	-	-
Loss on disposal of treasury shares	2 950	-	-	-
Total recognised income and expenses for the period	-	-	-	(2 320)
Foreign currency translation reserve	-	-	-	-
Share option reserve	-	-	-	(2 320)
Profit for the period	-	-	-	-
Distributions to shareholders	_	-	(49 219)	-
Balance at 31 August 2008	290 325	3 242	121 461	23 832
Acquisition of option in subsidiary	_	_	_	_
Treasury shares cancelled	_	(215)	-	-
Net cost of own shares purchased	(5 853)	-	-	-
Treasury shares purchased	(9 281)	-	_	-
Loss on disposal of treasury shares	3 428	-	-	-
Total recognised income and expenses for the period	-	-	-	405
Foreign currency translation reserve	-	-	_	-
Share option reserve	_	-	-	405
Profit for the period	_	-	_	-
Distributions to shareholders	-	-	(121 461)	-
Balance at 28 February 2009	284 472	3 027	-	24 237

Treasury shares	Non - Distributable reserve	Distributable reserve	Equity attributable to equity holders of the parent	Minority interest	Total equity
(258 548)	(11)	1 091 610	1 296 188	_	1 296 188
-	-	(1 641)	(1 641)	-	(1 641)
(258 548)	(11)	1 089 969	1 294 547	-	1 294 547
141 855	-	_	-	-	-
-	-	-	(325)	-	(325)
(316 414)	-	(21 824)	(338 238)	-	(338 238)
(366 215)	-		(366 215)	-	(366 215)
49 801		(21 824)	27 977	-	27 977
-	100	254 400	256 866	-	256 866
-	100	-	100	-	100
-	-	-	2 366	-	2 366
_	-	254 400	254 400	-	254 400
5 404		(17 498)	(111 538)		(111 538)
(427 703)	89	1 305 047	1 101 312	-	1 101 312
-	-	_	-	273	273
23 747	-	-	-	-	-
-	-	-	(58)	-	(58)
(73 402)	-	(25 570)	(98 972)	-	(98 972)
(114 967)	-	-	(114 967)	-	(114 967)
41 565	-	(25 570)	15 995	-	15 995
-	(50)	186 801	184 431	(127)	184 304
-	(50)	-	(50)	-	(50)
-	-	-	(2 320)	-	(2 320)
-	_	186 801	186 801	(127)	186 674
13 736	-	(9 772)	(45 255)	-	(45 255)
(463 622)	39	1 456 506	1 141 458	146	1 141 604
_	(4 987)	_	(4 987)	1 469	(3 518)
302 217	_	(302 002)	_	_	_
(116 395)	_	(1 354)	(117 749)	_	(117 749)
(142 037)	_		(142 037)	-	(142 037)
25 642	-	(1 354)	24 288	-	24 288
-	357	230 971	231 733	53	231 786
-	357	-	357	-	357
-	-	-	405	-	405
-	-	230 971	230 971	53	231 024
10 476	-	(14 556)	(125 541)	-	(125 541)
(267 324)	(4 591)	1 369 565	1 124 914	1 668	1 126 582

New Clicks Holdings Interim Group Results 2009 7

# CONSOLIDATED STATEMENT OF CASH FLOWS

<u>R'000</u>	Six months to 28 February 2009	Six months to 29 February 2008 (restated)	Year to 31 August 2008 (restated)
Cash effects of operating activities			
Operating profit before working capital changes (refer note 1)	423 749	366 262	722 059
Working capital changes (refer note 2)	101 378	(241 278)	(222 516)
Cash generated by operations	525 127	124 984	499 543
Interest received	7 750	9 134	18 773
Interest paid	(34 421)	(22 912)	(61 385)
Taxation paid	(143 274)	(74 236)	(192 609)
Cash inflow from operating activities before distributions	355 182	36 970	264 322
Distributions paid to shareholders	(125 541)	(111 538)	(156 793)
Net cash effects of operating activities	229 641	(74 568)	107 529
Cash effects of investing activities			
Investment in property, plant and equipment to maintain and expand operations	(75 490)	(64 791)	(156 757)
Investment in intangible assets	(6 983)	(905)	(17 543)
Proceeds from disposal of business	-	316 356	316 356
Acquisition of business	(8 785)	-	(1 725)
Proceeds from disposal of property, plant and equipment	38	20 582	35 286
(Increase)/decrease in loan receivables	(3 059)	11 242	7 522
Net cash effects of investing activities	(94 279)	282 484	183 139
Cash effects of financing activities			
Share cancellation expenses	-	(325)	(383)
Purchase of treasury shares	(142 037)	(492 074)	(607 041)
Proceeds from disposal of treasury shares	24 288	27 977	43 972
Interest-bearing borrowings raised/(repaid)	52 713	(9 610)	(39 352)
Net cash effects of financing activities	(65 036)	(474 032)	(602 804)
Net increase/(decrease) in cash and cash equivalents	70 326	(266 116)	(312 136)
Cash and cash equivalents at the beginning of the period	101 139	413 275	413 275
Cash and cash equivalents at the end of the period	171 465	147 159	101 139

# NOTES TO THE CASH FLOW STATEMENT

R'00	0	Six months to 28 February 2009	Six months to 29 February 2008 (restated)	Year to 31 August 2008 (restated)
Casł	n flow information			
1	Profit before working capital changes			
	Profit before financing costs	353 645	350 960	636 539
	Adjustment for:			
	Depreciation and amortisation	59 363	49 687	102 648
	Reversal of previous unrealised foreign exchange differences	(3 057)	1 349	1 349
	Unrealised foreign exchange (gain)/loss	(1 822)	(7 228)	3 057
	Operating lease accrual	3 458	(3 785)	(5 574)
	(Loss)/profit on disposal of property, plant and equipment	938	(18 802)	(13 921)
	Profit on disposal of businesses	-	(24 893)	(24 893)
	Fair value adjustment – derivatives	10 819	16 608	22 808
	Equity-settled share option costs	405	2 366	46
		423 749	366 262	722 059
2	Working capital changes			
	Increase in inventories	(311 019)	(63 932)	(116 656)
	Decrease/(increase) in trade and other receivables	5 047	18 118	(3 434)
	Acquisition of derivative financial instruments	-	(26 415)	(26 327)
	Disposal of derivative financial instruments	-	_	16 830
	Increase/(decrease) in trade and other payables	380 344	(166 974)	(123 145)
	Increase/(decrease) in employee benefits	14 322	(2 458)	31 839
	Increase/(decrease) in provisions	12 684	383	(1 623)
		101 378	(241 278)	(222 516)

# OPERATIONAL SEGMENTAL BALANCE SHEET

	Ret	tail	L		
	As at	As at	Acot	As at	
	As at 28 February	29 February 2008	As at 28 February	29 February 2008	
R'000	2009	(restated)	2010510019	(restated)	
SEGMENT ASSETS					
Segment non-current assets	1 069 614	1 007 983	267 281	204 516	
Property, plant and equipment	629 130	592 411	127 475	118 911	
Intangible assets	302 419	287 519	1 005	1 655	
Goodwill	-	-	95 668	83 950	
Deferred tax assets	78 344	26 468	1 406	-	
Intragroup loans	-	43 773	38 217	-	
Loans receivable	59 721	57 812	3 510	_	
Segment current assets	1 536 528	1 403 098	1 305 861	1 006 860	
Inventories	1 173 772	1 043 843	523 243	273 939	
Trade and other receivables	182 429	157 074	747 020	704 153	
Income tax receivable	1 389	1 576	184	-	
Loans receivable	9 846	6 722	1 323	-	
Cash and cash equivalents	137 374	118 391	34 091	28 768	
Derivative financial assets	31 718	75 492	-	-	
Total segment assets	2 606 142	2 411 081	1 573 142	1 211 376	
SEGMENT EQUITY AND LIABILITIES					
Segment equity	806 602	922 883	327 963	179 864	
Share capital	3 027	3 260	-	-	
Share premium	-	194 467	-	-	
Share option reserve	24 237	26 152	-	-	
Treasury shares	(267 324)	(427 703)	-	-	
Non-distributable reserve	29	89	(4 620)	170.004	
Distributable reserve	1 046 858	1 126 618	330 690	179 864	
Equity attributable to equity holders of the parent	806 827	922 883	326 070	179 864	
Minority interest	(225)	-	1 893	-	
Segment non-current liabilities	355 598	313 692	29 079	55 649	
Interest-bearing borrowings	61 781	72 076	6 175	825	
Intragroup loans	38 217	_	_	43 773	
Employee benefits	75 963	95 783	19 823	7 677	
Deferred tax liabilities	78 086	45 951	3 081	3 374	
Operating lease liability	101 551	99 882	-	-	
		4 47 4 50 5			
Segment current liabilities	1 443 942	1 174 506	1 216 100	975 863	
Trade and other payables	1 145 949	924 412	1 204 448	937 634	
Employee benefits	149 361	86 418	7 224	6 098	
Provisions	20 608	9 931	-	-	
Interest-bearing borrowings	103 524	69 732	1 859	1 548	
Income tax payable	22 679	84 013	2 569	30 583	
Derivative financial liabilities	1 821	-	-		
Total segment equity and liabilities	2 606 142	2 411 081	1 573 142	1 211 376	
Total segment equity and liabilities	2 606 142	2 411 081	1 573 142	1 211 376	

\*Includes Direct Medicines as at February 2009

Intragroup elimination			Group				
	As at		As at 29 February				As at 29 February
	28 February		2008		28 February		2008
	2009		(restated)		2009		(restated)
	(38 217)		(43 773)		1 298 678		1 168 726
	-		-		756 605		711 322
	-		-		303 424		289 174
	-		-		95 668		83 950
	(38 217)		(43 773)		79 750		26 468
	(50 2 17)		(43 773)		63 231		57 812
					05 25 1		57 612
	(126 321)		(87 801)		2 716 068		2 322 157
	(7 983)		(1 435)		1 689 032		1 316 347
	(118 338)		(86 366)		811 111		774 861
	-		-		1 573		1 576
	-		-		11 169		6 722
	-		-		171 465		147 159
	-		_		31 718		75 492
	(464 520)		(424 574)				2.400.000
	(164 538)		(131 574)		4 014 746		3 490 883
	(7 983)		(1 435)		1 126 582		1 101 312
	-		(1133)		3 027		3 260
	_		_		_		194 467
	-		_		24 237		26 152
	-		_		(267 324)		(427 703)
	-		-		(4 591)		89
	(7 983)		(1 435)		1 369 565		1 305 047
	(7 983)		(1 435)		1 124 914		1 101 312
	-		_		1 668		_
	(38 217)		(43 773)		346 460		325 568
	-		-		67 956		72 901
	(38 217)		(43 773)		_		-
	-		-		95 786		103 460
	-		_		81 167		49 325
	_		_		101 551		99 882
	(118 338)		(86 366)		2 541 704		2 064 003
	(118 338)		(86 366)		2 232 059	_	1 775 680
	(110 553)		(00 000)		156 585		92 516
	_		_		20 608		9 931
	_		_		105 383		71 280
	_		_		25 248		114 596
	-		-		1 821		_
	(164 538)		(131 574)		4 014 746		3 490 883



# OPERATIONAL SEGMENTAL INCOME STATEMENT

		Retail *		UPD**				
R'000	Six months to 28 February 2009	Six months to 29 February 2008 (restated)	% change	Six months to 28 February 2009	Six months to 29 February 2008	% change		
Segment revenue	4 283 700	3 770 293		2 507 686	2 445 336			
Turnover	4 153 067	3 657 072	13.6	2 362 050	2 323 219	1.7		
Cost of merchandise sold	(2 962 780)	(2 607 530)	13.6	(2 312 493)	(2 260 097)	2.3		
Gross profit	1 190 287	1 049 542	13.4	49 557	63 122	(21.5)		
Other income	130 633	113 221	15.4	145 636	122 117	19.3		
Segment expenses	(1 037 905)	(930 035)	11.6	(121 243)	(119 232)	1.7		
Depreciation and amortisation	(49 619)	(41 262)	20.3	(5 695)	(5 148)	10.6		
Occupancy costs	(164 012)	(143 474)	14.3	(7 835)	(8 617)	(9.1)		
Employment costs	(486 481)	(429 730)	13.2	(64 879)	(60 330)	7.5		
Other costs	(337 793)	(315 569)	7.0	(42 834)	(45 137)	(5.1)		
Operating profit	283 015	232 728	21.6	73 950	66 007	12.0		
(Loss)/profit on disposal of property, plant and equipment	(717)	18 822	21.0	(221)	(16)	12.0		
Profit on disposal of business	-	1 244		-	-			
Segment result	282 298	252 794	11.7	73 729	65 991	11.7		

\* Excluding the results of the Discom business unit

\*\* Includes Direct Medicines with effect from 1 December 2008

Intragroup elimination			Т		
Six months to 28 February 2009	Six months to 29 February 2008		Six months to 28 February 2009	Six months to 29 February 2008 (restated)	% change
(520 582)	(388 190)		6 270 804	5 827 439	
(520 582)	(379 486)		5 994 535	5 600 805	7.0
518 200	388 612		(4 757 073)	(4 479 015)	6.2
(2 382)	9 126		1 237 462	1 121 790	10.3
-	(8 704)		276 269	226 634	21.9
-	-		(1 159 148)	(1 049 267)	10.5
-	-		(55 314)	(46 410)	19.2
-	-		(171 847)	(152 091)	13.0
-	-		(551 360)	(490 060)	12.5
-	-		(380 627)	(360 706)	5.5
 (2 382)	422		354 583	299 157	18.5
_	-		(938)	18 806	
-	-		-	1 244	
(2 382)	422		353 645	319 207	10.8

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### New Clicks Holdings Interim Group Results 2009 13

## BUSINESS UNIT SEGMENTAL ANALYSIS for the six months ended 28 February 2009

		Gro	oup	Clic	:ks	UP	D*	Mus	ica	
R'000		2009	2008 (restated)	2009	2008 (restated)		2008	2009	2008	
Balance sheet										
Property, plant and equipment		756 605	711 322	350 731	296 255	127 475	118 911	57 538	46 291	
Intangible assets and goodwill		399 092	373 124	272 000	272 000	96 673	85 605	-	-	
Inventories		1 689 032	1 316 347	970 950	873 423	523 243	273 939	194 630	166 228	
Other assets		1 170 017	1 090 090	40 445	35 792	825 751	732 921	-	-	
Total assets		4 014 746	3 490 883	1 634 126	1 477 470	1 573 142	1 211 376	252 168	212 519	
Income statement										
Turnover		5 994 535	5 650 945	3 557 189	3 083 129	2 362 050	2 323 219	538 245	521 157	
Total income		1 513 731	1 364 155	1 096 674	949 460	195 193	185 239	190 038	181 826	
Operating expenses		(1 159 148)	(1 056 890)	(860 420)	(763 687)	(121 243)	(119 232)	(153 830)	(144 911)	
Operating profit		354 583	307 265	236 254	185 773	73 950	66 007	36 208	36 915	
Ratios										
Increase in turnover	%	6.1	1.6	15.4	11.3	1.7	13.6	3.3	8.5	
Selling price inflation	%	5.5	3.7	6.5	3.7	3.8	3.1	4.5	3.4	
Comparable stores turnover growth	%	11.8	8.5	13.7	9.3	-	-	1.3	3.6	
Total income margin	%	25.3	24.1	30.8	30.8	8.3	8.0	35.3	34.9	
Increase in operating expenses	%	9.7	(1.4)	12.7	16.2	1.7	7.5	6.2	18.0	
Increase in operating profit	%	15.4	9.9	27.2	22.8	12.0	1.7	(1.9)	0.7	
Operating profit margin	%	5.9	5.4	6.6	6.0	3.1	2.8	6.7	7.1	
Inventory days		67	55	74	77	41	22	104	92	
Number of stores										
– company owned		532	509	335	318	-	-	160	156	
as at 31 August 2008/2007		519	665	326	320	-	-	158	147	
opened		19	15	12	2	-	-	5	11	
closed		(6)	(6)	(3)	(4)	-	-	(3)	(2)	
sale of businesses		-	(165)	-	-	-	-	-	-	
Total leased area	m²	266 019	323 357	232 135	222 826	-	-	31 287	29 537	
Weighted retail trading area	m²	201 834	193 040	173 672	167 231	-	-	26 191	23 993	
Weighted annual sales per m <sup>2</sup>	R	38 410	35 363	38 234	34 415	-	-	38 362	40 546	
Number of permanent employees		7 434	7 289	5 531	5 596	594	482	868	776	

\* Includes Direct Medicines with effect from 1 December 2008

\*\* Disclosed as discontinued operations in the consolidated income statement

\*\*\* Business was disposed of with effect from September 2007

The Bod	ly Shop	Disco	om **	Style Stu	udio***	Group S	ervices	Intragroup	elimination
2009	2008	2009	2008	2009	2008	2009	2008	2009	2008
12 089	12 241	-	-	-	-	208 772	237 624	-	-
-	-	-	-	-	-	30 419	15 519	-	-
8 192	4 192	-	-	-	-	-	-	(7 983)	(1 435)
-	-	-	-	-	-	460 376	451 516	(156 555)	(130 139)
20 281	16 433	-	-	-	-	699 567	704 659	(164 538)	(131 574)
57 633	52 786	-	50 140	-	-	-	-	(520 582)	(379 486)
34 208	31 083	_	15 731	_	394	_		(2 382)	422
(23 655)	(21 400)	_	(7 623)	-	(37)	_		-	_
	0.600							(2, 202)	(22)
 10 553	9 683		8 108		357		-	(2 382)	422
9.2	19.8	-	(91.8)	-	-	-	-	37.2	(4.1)
10.1	3.5	-	-	-	-	-	-		
1.8	8.6	-	-	-	-			-	-
59.4	58.9	-	31.4	-	-	-	-	-	-
10.5	16.9	-	(95.3)	-	(97.8)	-	-	-	-
9.0	30.4	-	(59.4)	-	(28.3)	-		-	-
18.3	18.3 37	-	16.2	-	-	-	-	-	-
67	37	-	-	-	-	-	-	-	-
37	35	_	_	_	_	_	_	_	_
35	33	-	162	-	3	-	-	-	_
2	2	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-	-	(162)	-	(3)	-	-	-	-
2 597	2 454	-	68 238	-	302	-	-	-	-
1 971	1 816	-	-	-	-	-	-	-	-
54 589	54 259	-	-	-	-	-	-	-	-
116	98	-	-	-	-	325	337	-	-

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## DEFINITIONS

**Comparable stores turnover growth** – Sales growth expressed as a percentage of growth for stores that have been operating for the full period during the current and previous financial periods.

**Continuing operations** – The operations of the group excluding the discontinued operations.

**Diluted headline earnings per share** – Headline earnings divided by the weighted average diluted number of shares in issue for the period.

**Discontinued operations** – A component of the group that either has been disposed of or is classified as held for sale and represents a separate major line of business. This comprised the Discom business unit, which was disposed of during the 2008 financial year.

**Distribution cover** – Undiluted headline earnings per share for the period divided by the distribution per share for the period.

**Distribution per share** – Distribution per share is the actual interim cash dividend and capital distribution paid and the final cash dividend and capital distribution declared, expressed as cents per share.

**Free float** – The number of shares that are freely tradable on the JSE Limited, excluding treasury shares and shares held by directors and employee share schemes.

**Gross profit margin** – Gross profit expressed as a percentage of turnover.

**Headline earnings** – Profit for the period adjusted for the after tax effect of goodwill impairment and certain other capital items.

**Headline earnings per share** – Headline earnings divided by the weighted average number of shares in issue for the period.

Interest-bearing debt, including cash, to shareholders' interest at period-end – Interest-bearing debt (including bank overdraft), net of cash balances, at the end of the period divided by ordinary shareholders' interest at the end of the period.

**Inventory days** – Closing inventory at period-end divided by the cost of merchandise sold during the period, multiplied by the number of days in the period.

**Market capitalisation** – The market price per share at period-end multiplied by the number of shares in issue at period-end.

**Net asset value per share** – Net assets at period-end divided by the number of shares in issue at period-end (net of treasury shares).

Net tangible asset value per share – Net assets at periodend, less intangible assets such as goodwill and trademarks, divided by the number of shares in issue at period-end (net of treasury shares).

**Operating profit** – Operating profit before financing costs, as reported in the consolidated income statement, adjusted to exclude goodwill impairment, impairment of property, plant and equipment, profit on disposal of businesses and profit/loss on disposal of property, plant and equipment.

**Operating profit margin** – Operating profit expressed as a percentage of turnover.

**Ordinary shareholders' interest** – Ordinary share capital and share premium (reduced by the cost of treasury shares), and other reserves comprising equity.

**Price earnings ratio** – The market price per share at period-end divided by diluted headline earnings per share for the period.

**Return on shareholders' interest (ROE)** – Headline earnings expressed as a percentage of the average ordinary shareholders' interest for the period.

**Return on total assets (ROA)** – Headline earnings expressed as a percentage of the average total assets for the period.

**Selling price inflation** – The change in the weighted average selling price of a sample of products for the period relative to the previous period expressed as a percentage of the weighted average selling price of the same sample of products for the previous period. Only products sold in both the current and previous period are included in the sample.

Total income - Gross profit plus other income.

**Total income margin** – Total income expressed as a percentage of turnover.

**Treasury shares** – Ordinary shares in New Clicks Holdings Limited held by a group company in terms of an approved share repurchase programme or by the New Clicks Holdings Share Trust.

Weighted average number of shares – The number of shares in issue, increased by shares issued during the period and reduced by treasury shares purchased or shares cancelled during the period, weighted on a time basis for the period during which they have participated in the income of the group.

Weighted average diluted number of shares – The weighted average number of shares adjusted for the effects of all dilutive potential ordinary shares.

## PRESENTATION



INTERIM RESULTS FOR THE SIX MONTHS ENDED 28 FEBRUARY 2009

### PRESENTATION OUTLINE

Michael Harvey & David Kneale

- Review of the period
- riod David Kneale
- Financial results
- Keith Warburton

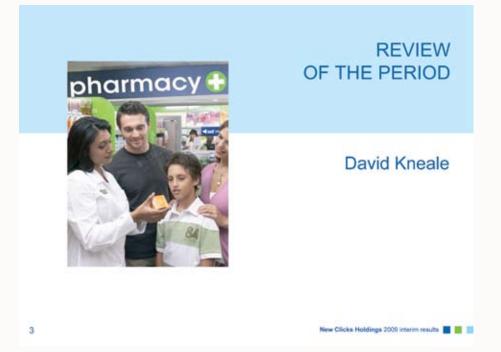
**David Kneale** 

- Trading performance
- Outlook
- Questions
- 2

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New Clicks Holdings 2009 interim results 🔳 📕





### **REVIEW OF THE PERIOD**

- Continued tough trading environment
- Clicks performed exceptionally well
- UPD business model being repositioned
- Entrenching leadership in healthcare
- Investing for growth

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New Clicks Holdings 2009 interim results 📕 📕

### **REVIEW OF THE PERIOD** continued

- Turnover up 7.0%\*
  - Retail turnover up 13.6%\*
  - Distribution turnover up 1.7%
- Operating margin up from 5.3% to 5.9%\*
- Diluted headline EPS up 18.8% to 80.3 cps
- ROE increases from 32.6% to 38.1%
- Interim distribution of 24.5 cps, up 30.3%
  - Cover reduced to 2 times

\* Continuing operations 5

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### FINANCIAL RESULTS

Keith Warburton

New Clicks Holdings 2009 interim results 🔳 📕

New Clicks Holdings 2009 interim results 🔳 📕

# PRESENTATION continued

### TURNOVER

R'm	Feb 2009	Feb 2008	% change	% same store growth	% inflation
Clicks	3 557	3 083	15.4	13.7	6.5
Musica	538	521	3.3	1.3	4.5
The Body Shop	58	53	9.2	1.8	10.1
Continuing retail ops	4 153	3 657	13.6	11.8	6.3
UPD*	2 362	2 323	1.7		3.8
Intragroup turnover	(520)	(379)	37.2		
Total continuing ops	5 995	5 601	7.0		5.5
Discom & Style Studio	-	50			
Total group	5 995	5 651	6.1		

7 \* Includes Direct Medicines from 1 Dec 2008

New Clicks Holdings 2009 interim results 🔳 🔢

### TOTAL INCOME

	Feb 2009 R'm	Feb 2008 R'm	% change	Feb 2009 % margin	Feb 2008 % margin
Clicks	1 097	950	15.5	30.8	30.8
Musica	190	182	4.5	35.3	34.9
The Body Shop	34	31	10.1	59.4	58.9
Continuing retail ops	1 321	1 163	13.6	31.8	31.8
UPD*	195	185	5.4	8.3	8.0
Intragroup	(2)	-			
Total continuing ops	1 514	1 348	12.3	25.3	24.1
Discom & Style Studio	-	16			
Total group	1 514	1 364	11.0	25.3	24.1

8 \* Includes Direct Medicines from 1 Dec 2008

New Clicks Holdings 2009 interim results 🔳 🧱

## **OPERATING EXPENDITURE**

R'm	Feb 2009	Feb 2008	% change
Clicks	860	764	12.7
Musica	154	145	6.2
The Body Shop	24	21	10.5
UPD*	121	119	1.7
Total continuing ops	1 159	1 049	10.5
Discom & Style Studio	-	8	
Total group	1 159	1 057	9.7

9 \* Includes Direct Medicines from 1 Dec 2008

ngs 2009 interim results 📕 

### **OPERATING EXPENDITURE continued**

R'm	Feb 2009	Feb 2008	% change
Depreciation & amortisation	55	46	19.2
Occupancy costs	172	152	13.0
Employment costs	551	490	12.5
Other operating costs	381	361	5.5
Total continuing ops costs	1 159	1 049	10.5
Comprising:			
Investment in new stores, pharmacies & Direct Medicines	57	9	
Share incentive hedge	11	21	
Underlying costs	1 091	1 0 1 9	7.1

# PRESENTATION continued

### **OPERATING PROFIT**

	Feb 2009 R'm	Feb 2008 R'm	% change	Feb 2009 % margin	Feb 2008 % margin
Clicks	236	186	27.2	6.6	6.0
Musica	36	37	(1.9)	6.7	7.1
The Body Shop	11	10	9.0	18.3	18.3
Continuing retail ops	283	233	21.8	6.8	6.4
UPD*	74	66	12.0	3.1	2.8
Intragroup	(2)	-			
Total continuing ops	355	299	18.7	5.9	5.3
Discom & Style Studio		8			
Total group	355	307	15.4	5.9	5.4

11 \* Includes Direct Medicines from 1 Dec 2008

New Clicks Holdings 2009 interim results 📕 🧱 📒

### INVENTORY

	Days in s	stock*	Inv	<u>(m'</u>	
	Feb 2009	Feb 2008	Feb 2009	Feb 2008	% change
Clicks	74	77	971	873	11.2
Musica	104	92	195	166	17.1
The Body Shop	67	37	8	4	95.4
Total retail	77	78	1 174	1 043	12.4
UPD**	41	22	523	274	91.0
Intragroup inventory			(8)	(1)	
Total group	67	55	1 689	1 316	28.3

#### **Booklet-only slide**

### **INVENTORY** continued

- Clicks inventory well managed
- Musica stock increased due to certain forward buys
- The Body Shop stock back to normalised levels following difficulties with supply last year
- UPD stock normalised from lower than usual levels in the prior period, impacted by additional stock for Direct Medicines & buying up ahead of SEP increases

New Clicks Holdings 2009 interim results 📕 📕

### INTEREST

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R'm	H1 2009	H2 2008	% change	H1 2008
Interest received	8	8	3.3	11
Interest paid	(43)	(43)	1.1	(27)
- Non-cash interest	(9)	(6)	36.9	(2)
- Structured loans	(2)	(9)	(76.2)	(9)
<ul> <li>Overnight borrowings &amp; other</li> </ul>	(32)	(28)	16.9	(16)
Net interest paid	(35)	(35)	0.7	(16)

New Clicks Holdings 2009 interim results 🔳 📕

## PRESENTATION continued

### **CASH GENERATION & UTILISATION**

R'm	Feb 2009	Feb 2008
Cash generated by operations	423	366
Working capital changes	101	(141)
Net interest paid	(26)	(14)
Tax paid	(143)	(74)
Free cash flow	355	137
Capital expenditure	(82)	(66)
Distributions paid	(126)	(112)
Share buybacks	(142)	(492)
Net proceeds on disposal of Discom	-	216
Other investing/financing activities	65	51
Net cash generated/(utilised)	70	(266)



- Capex of R140m planned for H2
- Distribution cover reduced to 2 times for FY2009
- Majority of buyback programme completed for FY2009

New Clicks Holdings 2009 interim results 📕 📕

**Booklet-only slide** 

### TRADING PERFORMANCE



Michael Harvey & David Kneale

New Clicks Holdings 2009 interim results 📕 📕 📒

MICLICKS



New Clicks Holdings 2009 interim results 🔳 📕





New Clicks Holdings 2009 interim results 🔳 📕

# CATEGORY PERFORMANCE

R'm	% change	% contribution
Health	25.9	37.2
Beauty	13.3	38.0
General merchandise	5.2	24.8
Total turnover	15.4	100.0

Health & Beauty now 75.2% (2008: 72.8%) of sales

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### HEALTH

### MICLICKS

#### 180 pharmacies at end February

- 23 dispensaries opened since August
- Robust growth in key health sub-categories
  - Prescription +31.5%
  - OTC +29.3%
  - Front shop health +23.1%
  - Baby
- Retail pharmacy market share up from 10.7% to 13.0%\*
- Front shop health market share up from 33.4% to 33.9%\*\*

+36.3%

\* Size of retail pharmaceutical market supplied by IMS 21 \*\* Per AC Nielsen



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MICLICKS

### BEAUTY

#### Best performing categories:

- Facial skincare +18.5%
- Fine fragrance +36.1%
- Colour cosmetics +14.1%
- Ethnic hair care +24.9%
  - Market share up from 12.1% to 13.3%
- Market share down from 25.4% to 24.8%\*
  - Ranging being addressed in hand & body skincare & soaps
- Lalu private label cosmetics launched
- Fine fragrance offering extended to top 100 stores

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* Per AC Nielsen
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## PRESENTATION continued



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# PRESENTATION continued

TURNOVER

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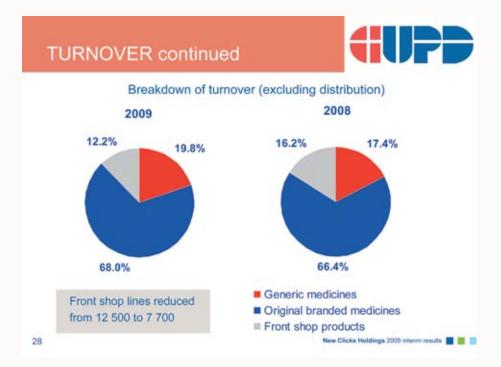
	% change	% contribution
Clicks	32.8	21.3
Clicks Direct Medicines	n/a	2.0
Hospitals	8.4	28.2
Link pharmacy	2.5	16.9
Independent pharmacy	(33.4)	18.6
Doctors & other	(35.8)	3.4
Total wholesale	(1.7)	90.4
Distribution / export	47.9	9.6
Total	1.7	100.0

Core customer groups account for 76% of wholesale (2008: 64%)

(per IMS)

Market share 24.7% (2008: 26.5%)

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### OUTLOOK

#### Better operating efficiencies

- 60% increase in average value per order
- 2.7m fewer kilometres travelled
- 17.5% headcount reduction
- 8.7% cost reduction



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## OUTLOOK continued

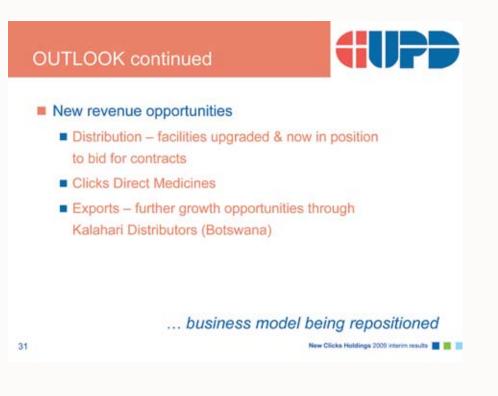


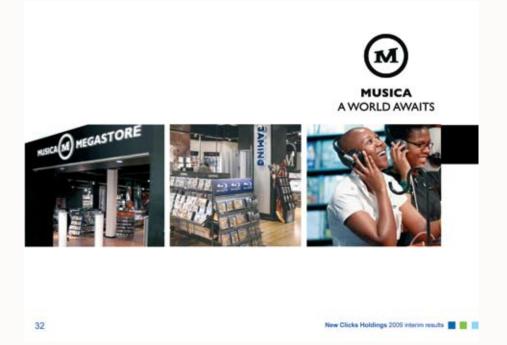
- Improve loyalty from Link buying group
  - Enhanced returns for Link members
    - Rebates based on efficient ordering & front shop purchases
  - Enhanced branding
    - Link private label products
    - Better promotional pricing



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## PRESENTATION continued





## PERFORMANCE



	Turnover growth	Market share
CDs	-1%	39%
DVDs	+7%	21%
Gaming	+15%	8%

- 48% of sales now non-music (2008: 45%)
- Manage the business to minimise risk & maximise contribution
  - Right-sizing the property portfolio
  - Tight control of margin, expenses & investment
- Consolidate market leadership position

## THE BODY SHOP.

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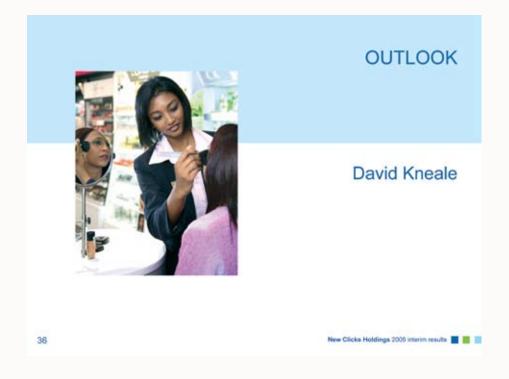


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### EXTERNAL ENVIRONMENT

- Retail trading conditions expected to remain challenging
- Inflation still to peak
  - To remain in single digits
- Shortage of skills, particularly in pharmacy
- Regulatory environment not finalised
  - No adverse trading impact

## PROSPECTS

- Business defensive & competitively advantaged
  - Moving to Food & Drug Retailers sector on JSE from 22 June 2009
- Organic growth opportunities in health & beauty
- Business will continue to be cash generative
- H2 trading to date in line with H1 performance
- Diluted headline earnings per share expected to increase
  - by 15% 20% for the full year

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## PRESENTATION continued



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### DISCLAIMER

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