Securing Your World
for the year ended 31 December 2017

GROSS PROFIT | PBITA | OPERATING CASHFLOW | CASH AND CASH EQUIVALENTS
+2.2% | +16.3% | +26.1% | +14.2% | +205%
BWP21.85m | BWP85.2m | BWP40.4m | BWP34.7m | BWP27.8m

Cash Solutions | Manned Security | Systems | Cleaning | Facilities Management | Fleet Management

# Statements of Comprehensive Income
for the year ended 31 December 2017

## Group
- Revenue: BWP218.5m (2016: BWP218.8m)
- Cost of sales: BWP117.9m (2016: BWP128.0m)
- Other expenses/(income): BWP2.2m (2016: BWP1.5m)
- Administrative expenses: BWP47.9m (2016: BWP47.9m)
- Interest received: BWP3.3m (2016: BWP3.1m)
- Finance income: BWP4.9m (2016: BWP5.0m)
- Profit before taxation: BWP31.2m (2016: BWP24.1m)

## Company
- Revenue: BWP218.5m (2016: BWP218.8m)
- Cost of sales: BWP117.9m (2016: BWP128.0m)
- Other expenses/(income): BWP2.2m (2016: BWP1.5m)
- Administrative expenses: BWP47.9m (2016: BWP47.9m)
- Interest received: BWP3.3m (2016: BWP3.1m)
- Finance income: BWP4.9m (2016: BWP5.0m)
- Profit before taxation: BWP31.2m (2016: BWP24.1m)

# Statements of Cash Flows
for the year ended 31 December 2017

## Group
- Operating activities:
  - Cash inflows from operating activities: BWP31.2m (2016: BWP24.1m)
  - Cash outflows from operating activities: BWP28.5m (2016: BWP21.4m)
  - Net cash inflows from operating activities: BWP2.7m (2016: BWP2.7m)

## Company
- Operating activities:
  - Cash inflows from operating activities: BWP31.2m (2016: BWP24.1m)
  - Cash outflows from operating activities: BWP28.5m (2016: BWP21.4m)
  - Net cash inflows from operating activities: BWP2.7m (2016: BWP2.7m)

# Separate Financial Statements

## Group
- Total assets at 31 December 2017: BWP136.9m (2016: BWP120.9m)
- Total liabilities at 31 December 2017: BWP115.8m (2016: BWP95.8m)
- Shareholders’ equity at 31 December 2017: BWP21.1m (2016: BWP25.1m)

## Company
- Total assets at 31 December 2017: BWP218.5m (2016: BWP218.8m)
- Total liabilities at 31 December 2017: BWP184.2m (2016: BWP173.1m)
- Shareholders’ equity at 31 December 2017: BWP34.3m (2016: BWP45.7m)

# Segment Results

## Group
- Security Systems: BWP60.58m (2016: BWP31.38m)
- Managed Security: BWP68.358 (2016: BWP52.297)
- Cash Solutions: BWP67.560 (2016: BWP52.736)
- Intersegment Eliminations: BWP84 (2016: BWP84)
- Total Segments: BWP218.465 (2016: BWP218.8m)

## Company
- Security Systems: BWP60.58m (2016: BWP31.38m)
- Managed Security: BWP68.358 (2016: BWP52.297)
- Cash Solutions: BWP67.560 (2016: BWP52.736)
- Intersegment Eliminations: BWP84 (2016: BWP84)
- Total Segments: BWP218.465 (2016: BWP218.8m)
SEGMENT RESULTS

<table>
<thead>
<tr>
<th>COMPANY (Audited)</th>
<th>For the Period ended 31 DECEMBER 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Security Systems</td>
<td>P'000</td>
</tr>
<tr>
<td>Total assets</td>
<td>40,670</td>
</tr>
<tr>
<td>Total liabilities</td>
<td>(10,533)</td>
</tr>
<tr>
<td>Total equity</td>
<td>30,137</td>
</tr>
<tr>
<td>Revenue</td>
<td>6,128</td>
</tr>
<tr>
<td>Cost of sales</td>
<td>(38,519)</td>
</tr>
<tr>
<td>Gross Profit</td>
<td>(32,391)</td>
</tr>
<tr>
<td>Other (loss)/income</td>
<td>261</td>
</tr>
<tr>
<td>Administrative expenses</td>
<td>(11,207)</td>
</tr>
<tr>
<td>Profit from operations</td>
<td>9,142</td>
</tr>
<tr>
<td>Finance expense</td>
<td>(9)</td>
</tr>
<tr>
<td>Profit before taxation</td>
<td>9,133</td>
</tr>
<tr>
<td>Effective tax rate</td>
<td>32%</td>
</tr>
<tr>
<td>Profit for the period</td>
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</tr>
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</table>

SEGMENT ASSETS AND LIABILITIES

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<td>Security Systems</td>
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<tr>
<td>Total assets</td>
<td>60,178</td>
</tr>
<tr>
<td>Total liabilities</td>
<td>(13,669)</td>
</tr>
<tr>
<td>Total equity</td>
<td>46,510</td>
</tr>
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<td>Revenue</td>
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COMMENTARY

Basis of preparation and accounting policies
These condensed (summarised) financial results are extracts from the audited annual financial statements. This extract has not been reviewed by the auditors. Any investment decisions by investors and/or shareholders should be based on consideration of the complete set of the consolidated annual financial statements, which is available for inspection at the offices of G4S (Botswana) Limited.

The audited financial statements were prepared under the historical cost convention using accounting policies that comply with International Financial Reporting Standards ("IFRS"), with no significant changes in recognition of measurement rules applied compared to the previous financial year.

Subsequent Events
The Board and Management are not aware of any material events that have occurred subsequent to the end of the reporting period that require adjustment or disclosure in the financial statements.

Segmental reporting
A segment is a distinguishable component of the Group that is engaged either in providing related products or services (business segment) or in providing products or services within a particular economic environment (geographic segment) which is subject to risks and rewards that are different from those of other segments. The business activities are concentrated in the segment of security related services and are provided within the geographical region of Botswana, therefore geographical segmental information is not considered necessary.

Key highlights
• FBITA up by 26.1%.
• Cash and cash equivalents increased by 205%.
• Manned security services grew by 2.4%.
• Cleaning business segment grew by 3%.
• Facilities management declines by 27% as we exit unprofitable arrangements.

Financial performance
Group revenue grew by 2.2% bolstered by category mixed benefits, new business gained and positive contract adjustments. Our out-sourced cash services delivered a stellar 7% top line growth, owing to enhanced demand and customer retention underlining the value our Deposita technology brings to our retail and bank customers. Manned business services expanded by 2.4% supported by customer retention, new business gained as well as short term contracts.

Our cleaning, security systems and facilities management segments; registered growth of +3% +1% and -27% respectively reflecting new business gains, customer retentions offset by non performing assets.

Our strategic priority to drive a balanced top line growth by enhancing our service offering through innovative mediums is yielding results as we continue to broaden and deepen our customer base.