## Performance Highlights

- Profit before increased by 19%.
- Revenue increased 10%.
- Operations in Botswana and Zambia; Cash reserves increased 102% to P50 million.

## Audited Group Financial Results

**Revenue**

<table>
<thead>
<tr>
<th>Period</th>
<th>(P'000)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>97,904</td>
</tr>
<tr>
<td>2011</td>
<td>86,307</td>
</tr>
</tbody>
</table>

## Profit Before Tax

<table>
<thead>
<tr>
<th>Period</th>
<th>(P'000)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>31,704</td>
</tr>
<tr>
<td>2011</td>
<td>26,655</td>
</tr>
</tbody>
</table>

## Profit After Tax

<table>
<thead>
<tr>
<th>Period</th>
<th>(P'000)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>26,625</td>
</tr>
<tr>
<td>2011</td>
<td>21,875</td>
</tr>
</tbody>
</table>

## Cash Flows from Operating Activities

<table>
<thead>
<tr>
<th>Period</th>
<th>(P'000)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>31,704</td>
</tr>
<tr>
<td>2011</td>
<td>26,655</td>
</tr>
</tbody>
</table>

## Cash Flows from Investing Activities

<table>
<thead>
<tr>
<th>Period</th>
<th>(P'000)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>26,625</td>
</tr>
<tr>
<td>2011</td>
<td>21,875</td>
</tr>
</tbody>
</table>

## Net Income and Cash Equivalents

<table>
<thead>
<tr>
<th>Period</th>
<th>(P'000)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>26,625</td>
</tr>
<tr>
<td>2011</td>
<td>21,875</td>
</tr>
</tbody>
</table>

## Other Information

- The Group has performed well and continued to retain its position as leader in the funeral services industry.
- Operations in Botswana and Zambia; Cash reserves increased 102% to P50 million.
- The Group continues its efforts to establish itself as a prominent market player in Lusaka. During the year, the Group opened a new branch in Kitwe.
- Market conditions are expected to continue to be challenging in the year 2013. However, the Group shall continue its strategy of expanding operations in Botswana and Zambia; and other infrastructure to render better service to its customers.
- The Group declared an interim net dividend of 4 thebe per share, subject to deduction of withholding tax at 10%. The directors have resolved to declare a final dividend of 6 thebe per share, subject to deduction of withholding tax at 10%. This brings the total dividend for the financial year to 10 thebe per share, subject to deduction of withholding tax at 10%.

## Directors’ Remuneration

- D N Moroka: Chairman of the Board
- M Nikolic: Managing Director

## Footnotes

- The financial information presented above is derived from the group financial statements and are consistent in all material respects, with the group financial statements. A copy of their audit report is included in the group financial statements. The auditors, KPMG, have issued their opinion on the group’s financial statements for the year ended 31 December 2012.

## Notes

- The financial information is presented in Botswana Pula and all values are rounded to the nearest thousand, except where otherwise indicated.

## Q&A

Q: How has the Group performed in terms of revenue?
A: The Group has performed well, with revenue increasing by 10% from P86,307 to P97,904 for the year ended 31 December 2012.

Q: What is the Group’s profit before tax for the year ended 31 December 2012?
A: The Group’s profit before tax for the year ended 31 December 2012 is P31,704, representing a 19% increase from P26,655 in the previous year.

Q: What is the Group’s dividend policy for the year ended 31 December 2012?
A: The Group declared an interim net dividend of 4 thebe per share, subject to deduction of withholding tax at 10%. The directors have resolved to declare a final dividend of 6 thebe per share, subject to deduction of withholding tax at 10%. This brings the total dividend for the financial year to 10 thebe per share, subject to deduction of withholding tax at 10%.

Q: What is the Group’s strategy for expanding operations?
A: The Group’s strategy for expanding operations includes continuing to establish itself as a prominent market player in Lusaka, opening a new branch in Kitwe, and investing in modernising its fleet of hearses and mobile offices to ensure enhanced service delivery.

Q: What are the Group’s prospects for the future?
A: The Group expects challenging market conditions to continue in 2013. However, the Group shall continue its strategy of expanding operations in Botswana and Zambia; and other infrastructure to render better service to its customers.

Q: What are the Group’s earnings per share for the year ended 31 December 2012?
A: The Group’s earnings per share for the year ended 31 December 2012 are 120,875 thebe, compared to 120,000,000 in the previous year.

Q: What is the Group’s balance at 31 December 2012?
A: The Group’s balance at 31 December 2012 is 69,525, with cash reserves increasing by 102% to P50 million.

Q: What is the Group’s dividend paid for the year ended 31 December 2012?
A: The Group’s dividend paid for the year ended 31 December 2012 is (P10,880), representing a 19% increase from (P9,600) in the previous year.

Q: What is the Group’s profit attributable to shareholders for the year ended 31 December 2012?
A: The Group’s profit attributable to shareholders for the year ended 31 December 2012 is P26,625, compared to P21,875 in the previous year.

Q: What is the Group’s profit before tax for the year ended 31 December 2012?
A: The Group’s profit before tax for the year ended 31 December 2012 is P31,704, representing a 19% increase from P26,655 in the previous year.

Q: What is the Group’s dividend paid on 22 April 2013?
A: The Group’s dividend paid on 22 April 2013 is 7.5%, payable on 22 April 2013, to members on the register thebe per share, subject to deduction of withholding tax at 10%.

Q: What is the Group’s strategy for market leadership in the funeral services industry?
A: The Group’s strategy for market leadership in the funeral services industry includes continuing its efforts to establish itself as a prominent market player in Lusaka, opening a new branch in Kitwe, and investing in modernising its fleet of hearses and mobile offices to ensure enhanced service delivery.

Q: What are the Group’s prospects for the year ended 31 December 2012?
A: The Group expects challenging market conditions to continue in 2013. However, the Group shall continue its strategy of expanding operations in Botswana and Zambia; and other infrastructure to render better service to its customers.

Q: What are the Group’s prospects for the year ended 31 December 2012?
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