### Sefalana Holding Company Limited

#### Audited Financial Results For The Year Ended 30 April 2012

#### Segment Results

<table>
<thead>
<tr>
<th></th>
<th>2012</th>
<th></th>
<th>2011</th>
<th></th>
<th>2010</th>
<th></th>
<th>2009</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Segment</strong></td>
<td>Sales</td>
<td>Profit</td>
<td>Sales</td>
<td>Profit</td>
<td>Sales</td>
<td>Profit</td>
<td>Sales</td>
<td>Profit</td>
</tr>
<tr>
<td><strong>Trading – FMCG</strong></td>
<td>3 912</td>
<td>7 325</td>
<td>3 751</td>
<td>7 455</td>
<td>3 244</td>
<td>7 425</td>
<td>2 872</td>
<td>7 284</td>
</tr>
<tr>
<td><strong>Trading – others</strong></td>
<td>1 378</td>
<td>7 531</td>
<td>1 350</td>
<td>7 451</td>
<td>1 350</td>
<td>7 421</td>
<td>1 350</td>
<td>7 410</td>
</tr>
<tr>
<td><strong>Manufacturing</strong></td>
<td>4 290</td>
<td>7 856</td>
<td>4 101</td>
<td>7 875</td>
<td>3 594</td>
<td>7 846</td>
<td>3 222</td>
<td>7 894</td>
</tr>
<tr>
<td><strong>Retail</strong></td>
<td>2 856</td>
<td>7 582</td>
<td>2 736</td>
<td>7 596</td>
<td>2 268</td>
<td>7 573</td>
<td>1 911</td>
<td>7 559</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>11 422</td>
<td>7 856</td>
<td>11 087</td>
<td>7 875</td>
<td>11 066</td>
<td>7 846</td>
<td>10 633</td>
<td>7 894</td>
</tr>
</tbody>
</table>

#### Key Financial Figures

- **Profit for the Year:** P 7 875 million
- **Revenue:** P 11 087 million
- **Profit Before Tax:** P 7 875 million
- **Net Profit:** P 7 875 million

#### Additional Notes

- The Group has not declared any dividend.
- The Board of Directors is recommending a dividend of P 0.2 per share.

#### Shareholders’ Equity

- **Shareholders’ Equity:** P 431 million

#### Prospects

The Directors remain confident in the future prospects of the business and the ability of the Group to generate sufficient cash flow to underpin future growth.

#### Directors

- **Chairman:** JM Nganunu
- **Managing Director:** HW Kampmann
- **Non-Executive Directors:** DN Moroka, CD Chauhan

#### Contact Information

Sefalana Investment Holdings (Pty) Limited
Gaborone, Botswana

#### Financial Statements

- **Audited Financial Statements:** Available upon request.

#### Website

Sefalana.com

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### Additional Information

- **Gaborone, Botswana:** The capital of Botswana
- **Botswana’s main exports:** Gold, diamonds, and livestock
- **Botswana’s main imports:** Consumer goods, capital goods, and intermediate goods

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### Key Figures

- **Revenue:** P 11 087 million
- **Profit Before Tax:** P 7 875 million
- **Net Profit:** P 7 875 million
- **Dividend:** Recommended at P 0.2 per share

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### Notes

- **Profit for the Year:** P 7 875 million
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### Sefalana

Sefalana is a diversified group with interests in retail, manufacturing, and services sectors. The Group’s results reflect the performance of its FMCG trading operations, manufacturing, and retail businesses.

- **FMCG Trading Operations:** Includes Sefalana Cash and Carry, Sefalana Supermarket, and Sefalana Student Centre.
- **Manufacturing:** Includes Sefalana Foods (Botswana), Sefalana Chemicals, and Sefalana Plastics.
- **Retail:** Includes Shoppers and Sefalana Student Centre.

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### Contact Information

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Gaborone, Botswana

#### Financial Statements

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#### Website

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