



REVIEWED
PRELIMINARY
CONDENSED
CONSOLIDATED
RESULTS

**FOR THE YEAR
ENDED 31 MARCH
2013**

Retail turnover
up 10,9% to

R12,9 billion

Headline earnings per share
up 11,2% to

858,6 cents

Total dividend for the year
increased by 11,2% to

506,0 cents
per share

**Continued new
account growth**

**Sustained strong
financial position**

Market share gains



CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION

| | March 2013 Reviewed Rm | March 2012 Audited Rm |
|--|------------------------------|-----------------------------|
| ASSETS | | |
| Non-current assets | | |
| Property, plant and equipment | 1 548,4 | 1 313,2 |
| Goodwill and intangible assets | 120,3 | 109,8 |
| RCS Group card receivables | 856,4 | 465,1 |
| RCS Group loan receivables | 643,7 | 610,1 |
| Participation in export partnerships | 30,0 | 53,4 |
| Deferred taxation asset | 304,7 | 254,3 |
| | 3 503,5 | 2 805,9 |
| Current assets | | |
| Inventory (note 9) | 2 444,0 | 2 155,0 |
| Trade receivables - retail | 5 207,7 | 4 569,9 |
| RCS Group card receivables | 2 250,0 | 1 917,8 |
| RCS Group loan receivables | 460,6 | 457,5 |
| Other receivables and prepayments | 594,3 | 226,4 |
| Participation in export partnerships | 18,4 | 13,0 |
| Cash | 908,1 | 710,9 |
| | 11 883,1 | 10 050,5 |
| Total assets | 15 386,6 | 12 856,4 |
| EQUITY AND LIABILITIES | | |
| Equity attributable to equity holders of The Foschini Group Limited | | |
| Non-controlling interest | 7 043,8 | 6 293,1 |
| Total equity | 7 05,5 | 571,1 |
| Total equity | 7 749,3 | 6 864,2 |
| Non-current liabilities | | |
| Interest-bearing debt | 1 041,9 | 1 006,8 |
| RCS Group external funding | 1 651,1 | 1 140,2 |
| Non-controlling interest loans | - | 242,4 |
| Operating lease liability | 187,5 | 159,5 |
| Deferred taxation liability | 65,6 | 100,5 |
| Post-retirement defined benefit plan | 104,5 | 97,9 |
| | 3 050,6 | 2 747,3 |
| Current liabilities | | |
| Interest-bearing debt | 896,5 | 722,1 |
| RCS Group external funding | 1 298,0 | 626,2 |
| Trade and other payables | 2 282,5 | 1 827,0 |
| Operating lease liability | 9,0 | 12,3 |
| Taxation payable | 100,7 | 57,3 |
| | 4 586,7 | 3 244,9 |
| Total liabilities | 7 637,3 | 5 992,2 |
| Total equity and liabilities | 15 386,6 | 12 856,4 |

CONDENSED CONSOLIDATED INCOME STATEMENT

| | Year ended 31.03.2013 Reviewed Rm | Year ended 31.03.2012 Audited Rm | % change |
|--|--|---|-------------|
| Revenue (note 4) | 16 285,0 | 14 530,8 | |
| Retail turnover | 12 896,4 | 11 630,5 | 10,9 |
| Cost of turnover (note 5) | (7 492,3) | (6 750,1) | |
| Gross profit | 5 404,1 | 4 880,4 | |
| Interest income (note 6) | 1 996,6 | 1 712,1 | |
| Dividend income | - | 9,9 | |
| Other revenue (note 7) | 1 392,0 | 1 178,3 | |
| Trading expenses (note 8) | (5 751,1) | (4 994,2) | |
| Operating profit before finance charges | 3 041,6 | 2 786,5 | |
| Finance costs | (327,9) | (284,9) | |
| Profit before tax | 2 713,7 | 2 501,6 | |
| Income tax expense | (787,1) | (809,8) | |
| Profit for the year | 1 926,6 | 1 691,8 | 13,9 |
| Attributable to: | | | |
| Equity holders of The Foschini Group Limited | 1 792,0 | 1 582,1 | 13,3 |
| Non-controlling interest | 134,6 | 109,7 | |
| Profit for the year | 1 926,6 | 1 691,8 | |
| Earnings per ordinary share (cents) | | | |
| Basic | 856,4 | 771,0 | 11,1 |
| Headline | 858,6 | 772,0 | 11,2 |
| Diluted (basic) | 849,1 | 765,1 | 11,0 |
| Diluted (headline) | 851,3 | 766,1 | 11,1 |
| Weighted average ordinary shares in issue (millions) | 209,2 | 205,2 | |

SUPPLEMENTARY INFORMATION

| | March 2013 Reviewed | March 2012 Audited |
|--|---------------------------|--------------------------|
| Net ordinary shares in issue (millions) | 210,1 | 206,4 |
| Weighted average ordinary shares in issue (millions) | 209,2 | 205,2 |
| Tangible net asset value per ordinary share (cents) | 3 295,0 | 2 995,8 |

CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

| | Year ended 31.03.2013 Reviewed Rm | Year ended 31.03.2012 Audited Rm |
|--|--|--|
| Profit for the year | 1 926,6 | 1 691,8 |
| Other comprehensive income: | | |
| Movement in effective portion of changes in fair value of cash flow hedges | 9,7 | 7,2 |
| Foreign currency translation reserve movements | 9,4 | 0,3 |
| Other comprehensive income for the year before tax | 19,1 | 7,5 |
| Deferred tax on movement in effective portion of changes in fair value of cash flow hedges | (2,7) | (2,0) |
| Other comprehensive income for the year, net of tax | 16,4 | 5,5 |
| Total comprehensive income for the year | 1 943,0 | 1 697,3 |
| Attributable to: | | |
| Equity holders of The Foschini Group Limited | 1 808,4 | 1 587,6 |
| Non-controlling interest | 134,6 | 109,7 |
| Total comprehensive income for the year | 1 943,0 | 1 697,3 |

CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

| | Equity holders of The Foschini Group Limited Rm | Non-controlling interest Rm | Total equity Rm |
|--|---|--------------------------------------|-----------------|
| Equity at 31 March 2011 | 5 462,9 | 485,6 | 5 948,5 |
| Total comprehensive income for the year | 1 587,6 | 109,7 | 1 697,3 |
| Profit for the year | 1 582,1 | 109,7 | 1 691,8 |
| <i>Other comprehensive income</i> | | | |
| Movement in effective portion of changes in fair value of cash flow hedges | 7,2 | - | 7,2 |
| Foreign currency translation reserve movements | 0,3 | - | 0,3 |
| Deferred tax on movement in effective portion of changes in fair value of cash flow hedges | (2,0) | - | (2,0) |
| Contributions by and distributions to owners | | | |
| Share-based payments reserve movements | 72,2 | - | 72,2 |
| Dividends paid | (828,6) | (20,4) | (849,0) |
| Sale of subsidiary | - | (3,8) | (3,8) |
| Proceeds on delivery of shares by share trust | 54,4 | - | 54,4 |
| Shares purchased in terms of share incentive schemes | (77,2) | - | (77,2) |
| Deferred tax on shares purchased | 14,5 | - | 14,5 |
| Current tax on shares purchased | 7,3 | - | 7,3 |
| Equity at 31 March 2012 | 6 293,1 | 571,1 | 6 864,2 |
| Total comprehensive income for the year | 1 808,4 | 134,6 | 1 943,0 |
| Profit for the year | 1 792,0 | 134,6 | 1 926,6 |
| <i>Other comprehensive income</i> | | | |
| Movement in effective portion of changes in fair value of cash flow hedges | 9,7 | - | 9,7 |
| Foreign currency translation reserve movements | 9,4 | - | 9,4 |
| Deferred tax on movement in effective portion of changes in fair value of cash flow hedges | (2,7) | - | (2,7) |
| Contributions by and distributions to owners | | | |
| Share-based payments reserve movements | 65,8 | - | 65,8 |
| Dividends paid | (1 057,4) | - | (1 057,4) |
| Acquisition of non-controlling interest without change in control | (1,7) | (0,2) | (1,9) |
| Cancellation of issued shares | (0,2) | - | (0,2) |
| Repurchase of shares | (129,3) | - | (129,3) |
| Proceeds on delivery of shares by share trust | 186,6 | - | 186,6 |
| Shares purchased in terms of share incentive schemes | (145,5) | - | (145,5) |
| Deferred tax on shares purchased | 16,0 | - | 16,0 |
| Current tax on shares purchased | 8,0 | - | 8,0 |
| Equity at 31 March 2013 | 7 043,8 | 705,5 | 7 749,3 |
| | Year ended 31.03.2013 Reviewed | Year ended 31.03.2012 Audited | |
| Dividend per ordinary share (cents) | | | |
| Interim | 236,0 | 190,0 | |
| Final | 270,0 | 265,0 | |
| Total | 506,0 | 455,0 | |
| Dividend cover | 1,7 | 1,7 | |

CONDENSED CONSOLIDATED CASH FLOW STATEMENT

| | March 2013 Reviewed Rm | March 2012 Audited Rm |
|---|---------------------------------|--------------------------------|
| Cash flows from operating activities | | |
| Operating profit before working capital changes (note 10) | 3 466,9 | 3 180,4 |
| Increase in working capital | (1 586,8) | (1 568,4) |
| Cash generated from operations | 1 880,1 | 1 612,0 |
| Interest income | 22,7 | 16,0 |
| Finance costs | (327,9) | (284,9) |
| Taxation paid | (808,4) | (880,9) |
| Dividend income | - | 9,9 |
| Dividends paid | (1 057,4) | (849,0) |
| Net cash outflows from operating activities | (290,9) | (376,9) |
| Cash flows from investing activities | | |
| Purchase of property, plant and equipment | (580,7) | (541,1) |
| Acquisition of assets through business combinations | (19,4) | (82,5) |
| Proceeds from sale of property, plant and equipment | 8,4 | 6,5 |
| Sale of subsidiary | - | 0,1 |
| Redemption of preference share investment | - | 200,0 |
| Repayment of participation in export partnerships | 18,0 | 12,5 |
| Repayment of staff housing loans | - | 0,7 |
| Net cash outflows from investing activities | (573,7) | (403,8) |
| Cash flows from financing activities | | |
| Proceeds on delivery of shares by share trust | 186,6 | 54,4 |
| Repurchase of shares | (129,3) | - |
| Shares purchased in terms of share incentive schemes | (145,5) | (77,2) |
| (Decrease) increase in non-controlling interest loans | (242,4) | 98,1 |
| Increase in RCS Group external funding | 1 182,7 | 858,4 |
| Increase in interest-bearing debt | 209,6 | 219,3 |
| Net cash inflows from financing activities | 1 061,7 | 1 153,0 |
| Net increase in cash during the year | 197,1 | 372,3 |
| Cash at the beginning of the year | 710,9 | 338,5 |
| Effect of exchange rate fluctuations on cash held | 0,1 | 0,1 |
| Cash at the end of the year | 908,1 | 710,9 |

GROUP SEGMENTAL ANALYSIS

| | Retail trading divisions Reviewed Rm | TFG Financial Services Reviewed Rm | Central and shared services Reviewed Rm | Total Retail Reviewed Rm | RCS Group Reviewed Rm | Consolidated Reviewed Rm |
|--------------------------------------|--------------------------------------|------------------------------------|---|--------------------------|-----------------------|--------------------------|
| Year ended 31.03.2013 | | | | | | |
| External revenue | 12 896,4 | 789,5 | 73,2 | 13 759,1 | 529,3 | 14 288,4 |
| External interest income | - | 983,6 | 14,3 | 997,9 | 998,7 | 1 996,6 |
| Total revenue* | 12 896,4 | 1 773,1 | 87,5 | 14 757,0 | 1 528,0 | 16 285,0 |
| Inter-segment revenue | | | 56,3 | 56,3 | 8,0 | 64,3 |
| External finance costs | | | (108,4) | (108,4) | (219,5) | (327,9) |
| Depreciation and amortisation | | | (316,6) | (316,6) | (18,4) | (335,0) |
| Group profit before tax | | | | 2 298,9 | 414,8 | 2 713,7 |
| Segmental profit before tax | 2 810,1 | 424,8 | (853,8) | 2 381,1 | 414,8 | 2 795,9 |
| Other material non-cash items | | | | | | |
| Foreign exchange transactions | | | | 8,3 | - | 8,3 |
| Share-based payments | | | | (65,8) | - | (65,8) |
| Operating lease liability adjustment | | | | (24,7) | - | (24,7) |
| Capital expenditure | | | | 567,6 | 17,1 | 584,7 |
| Segment assets | | | | 10 435,6 | 4 951,0 | 15 386,6 |
| Segment liabilities | | | | 4 269,5 | 3 367,8 | 7 637,3 |

| | Retail trading divisions Audited Rm | TFG Financial Services Audited Rm | Central and shared services Audited Rm | Total Retail Audited Rm | RCS Group Audited Rm | Consolidated Audited Rm |
|--------------------------------------|-------------------------------------|-----------------------------------|--|-------------------------|----------------------|-------------------------|
| Year ended 31.03.2012 | | | | | | |
| External revenue | 11 630,5 | 673,8 | 70,6 | 12 374,9 | 443,8 | 12 818,7 |
| External interest income | - | 853,7 | 10,0 | 863,7 | 848,4 | 1 712,1 |
| Total revenue* | 11 630,5 | 1 527,5 | 80,6 | 13 238,6 | 1 292,2 | 14 530,8 |
| Inter-segment revenue | | | 126,5 | 126,5 | 8,9 | 135,4 |
| External finance costs | | | (105,7) | (105,7) | (179,2) | (284,9) |
| Depreciation and amortisation | | | (295,8) | (295,8) | (15,8) | (311,6) |
| Group profit before tax | | | | 2 156,4 | 345,2 | 2 501,6 |
| Segmental profit before tax | 2 610,7 | 395,4 | (757,3) | 2 248,8 | 345,2 | 2 594,0 |
| Other material non-cash items | | | | | | |
| Foreign exchange transactions | | | | 5,5 | - | 5,5 |
| Share-based payments | | | | (72,2) | - | (72,2) |
| Operating lease liability adjustment | | | | (25,7) | - | (25,7) |
| Capital expenditure | | | | 525,7 | 21,7 | 547,4 |
| Segment assets | | | | 8 998,3 | 3 858,1 | 12 856,4 |
| Segment liabilities | | | | 3 350,5 | 2 641,7 | 5 992,2 |

* Includes retail turnover, interest income, dividend income and other income

NOTES TO THE ANNUAL FINANCIAL STATEMENTS

The reviewed preliminary condensed consolidated results of The Foschini Group Limited for the year ended 31 March 2013 have been reviewed by the company's auditors, KPMG Inc. Their unqualified review report is available at the company's registered office.

These results were prepared by the TFG Finance and Administration department of The Foschini Group Limited acting under supervision of Ronnie Stein CA(SA), CFO of The Foschini Group Limited.

- The consolidated financial statements are prepared in accordance with the group's accounting policies, which comply with International Financial Reporting Standards (IFRS), IAS 34 Interim Financial Reporting, Financial Reporting Guides as issued by the Accounting Practice Committee of the South African Institute of Chartered Accountants and disclosures required by the Companies Act and the JSE Listings Requirements, and have been consistently applied with those adopted in the prior year.
- These financial statements incorporate the financial statements of the company, all its subsidiaries and all entities over which it has operational and financial control.
- Included in share capital are 12,0 (March 2012: 24,0) million shares which are owned by a subsidiary of the company; 1,4 (March 2012: 0,9) million shares held by employees of TFG in terms of share incentive schemes; 3,8 (March 2012: 9,2) million shares which are owned by the share incentive trust and 1,1 (March 2012: nil) million shares held by TFG Limited. These have been eliminated on consolidation.

| | March 2013 Reviewed Rm | March 2012 Audited Rm |
|---|---|--------------------------------|
| 4. Revenue | | |
| Retail turnover | 12 896,4 | 11 630,5 |
| Interest income (refer to note 6) | 1 996,6 | 1 712,1 |
| Dividend income | - | 9,9 |
| Other revenue (refer to note 7) | 1 392,0 | 1 178,3 |
| | 16 285,0 | 14 530,8 |
| 5. Cost of turnover | | |
| Cost of goods sold | (6 824,0) | (6 097,5) |
| Costs of purchase, conversion and other costs | (668,3) | (652,6) |
| | (7 492,3) | (6 750,1) |
| 6. Interest income | | |
| Trade receivables - TFG | 983,6 | 853,7 |
| Receivables - RCS Group | 990,3 | 842,4 |
| Sundry - TFG | 14,3 | 10,0 |
| Sundry - RCS Group | 8,4 | 6,0 |
| | 1 996,6 | 1 712,1 |
| 7. Other revenue | | |
| Merchants' commission | 48,2 | 36,4 |
| Club income | 336,2 | 297,5 |
| Customer charges income | 502,8 | 411,5 |
| Insurance income | 431,5 | 372,2 |
| Cellular income - one2one airtime product | 67,4 | 52,8 |
| Sundry income | 5,9 | 7,9 |
| | 1 392,0 | 1 178,3 |
| 8. Trading expenses | | |
| Depreciation | (334,8) | (311,2) |
| Amortisation | (0,2) | (0,4) |
| Employee costs: normal | (2 002,2) | (1 857,4) |
| Employee costs: share-based payments | (65,8) | (72,2) |
| Occupancy costs: normal | (1 205,3) | (1 041,9) |
| Occupancy costs: operating lease liability adjustment | (24,7) | (25,7) |
| Net bad debt | (940,7) | (721,2) |
| Other operating costs | (1 177,4) | (964,2) |
| | (5 751,1) | (4 994,2) |

NOTES TO THE ANNUAL FINANCIAL STATEMENTS

| | March 2013 Reviewed Rm | March 2012 Audited Rm |
|--|---------------------------------|--------------------------------|
| 9. Inventory | | |
| Merchandise | 2 266,6 | 2 020,2 |
| Raw materials | 136,8 | 101,4 |
| Shopfitting stock | 37,2 | 30,9 |
| Consumables | 3,4 | 2,5 |
| | 2 444,0 | 2 155,0 |
| Inventory write-downs included above | 110,8 | 94,9 |
| 10. Operating profit before working capital changes | | |
| Profit before tax | 2 713,7 | 2 501,6 |
| Finance costs | 327,9 | 284,9 |
| Operating profit before finance charges | 3 041,6 | 2 786,5 |
| Interest income - sundry | (22,7) | (16,0) |
| Dividend income | - | (9,9) |
| Non-cash items | 448,0 | 419,8 |
| Depreciation | 334,8 | 311,2 |
| Amortisation | 0,2 | 0,4 |
| Operating lease liability | 24,7 | 25,7 |
| Share option expense | 65,8 | 72,2 |
| Post-retirement medical aid | 6,6 | 6,9 |
| Foreign currency translation reserve | 9,4 | 0,3 |
| Loss on disposal of property, plant and equipment | 6,7 | 3,6 |
| Profit on disposal of property, plant and equipment | (0,2) | (0,5) |
| | 3 466,9 | 3 180,4 |
| 11. Reconciliation of profit for the year to headline earnings | | |
| Profit for the year attributable to equity holders of The Foschini Group Limited | 1 792,0 | 1 582,1 |
| <i>Adjusted for the after-tax effect of:</i> | | |
| Profit on disposal of property, plant and equipment | (0,1) | (0,3) |
| Loss on disposal of property, plant and equipment | 4,7 | 2,4 |
| Headline earnings | 1 796,6 | 1 584,2 |
| 12. Contingent liabilities | | |
| The Foschini Group has provided RCS Group with a total facility of R835,3 million (2012: R835,3 million) in respect of their domestic medium-term notes (DMTN) programme. As at 31 March, the utilised portion of this facility was Rnil (2012: R291,9 million), which is included in the group's statement of financial position. The unused liquidity facility at this date was R835,3 million (2012: R543,4 million), which constitutes a contingent liability. | | |
| 13. Related parties | | |
| Related party transactions similar to those disclosed in the group's annual financial statements for the year ended 31 March 2012 took place during the year. | | |

14. Business combinations

14.1 G-Star

As a consequence of the group's acquisition of Fabiani, with effect from 1 April 2012, the group has acquired two G-Star franchise stores in South Africa, with the rights to roll out further stores. These stores will be managed together with the Fabiani stores.

Fair value of assets acquired and liabilities assumed through this business combination:

| | March 2013 Reviewed Rm |
|---|---|
| Property, plant and equipment | 4,0 |
| Inventory | 4,7 |
| Total identifiable net assets | 8,7 |
| Trademark | 10,7 |
| Total purchase price (paid in two tranches) | 19,4 |
| Cashflow | |
| Business combinations occurring during the reporting period | 19,4 |

14.2 Prior year acquisitions

On 1 October 2011 the group acquired the business of Jeffdee Clothing CC trading as Fabiani as a going concern. Fabiani is a leading, premium menswear retailer in South Africa. As a result of the acquisition, the group has now gained an entry into the high wealth customer segment in menswear.

On 1 March 2012, as part of our ongoing supply chain initiatives, the group acquired the business of Prestige Clothing CC as a going concern. Prestige Clothing is a longstanding clothing manufacturing supplier of our group. This acquisition will improve the group's competitive advantage and enable the group to meet the increased demands for seasonal fast-fashion merchandise.

The fair value of assets acquired and liabilities assumed through these business combinations was R9,1 million. A trademark of R49,3 million and goodwill of R24,1 million was recognised on the acquisition and the total cash outflow as a result of these business combinations was R82,5 million.

15. Repurchase of shares

At the annual general meeting of the company held on 3 September 2012 shareholders approved a specific repurchase of 12 million ordinary shares held by a wholly owned subsidiary.

The specific repurchase was implemented on 26 February 2013 at an average price of R119,36 per share, where after the shares were cancelled and restored to 2013 authorised share capital. On 8 March 2013 the 12 million shares were delisted reducing the total shares in issue from 240 498 241 shares to 228 498 241 shares.

Details of further repurchase transactions are as follows:

| | Number of shares | Average price R |
|---|---------------------|-----------------------|
| Prior to closed period: | | |
| March 2013 | 1 107 376 | 112,45 |
| During closed period in terms of repurchase programme as announced on SENS: | | |
| April 2013 | 1 633 025 | 111,35 |
| May 2013 | 595 000 | 110,63 |
| | 2 228 025 | |

16. Acquisition of non-controlling interest without change in control

During the year, the RCS Group acquired an additional 22% shareholding in RCS Home Loans for R1,9 million. RCS Home Loans is now a wholly owned subsidiary of the RCS Group.

COMMENTARY

Group overview

Despite the difficult environment, the group has achieved a solid performance, producing its highest ever profits with continued gains in market share for the year.

Trading conditions became significantly more challenging in the second half of the 2013 financial year. This was particularly evident over the key trading months of November and December.

Retail turnover increased by 10,9% to R12,9 billion whilst headline earnings per share increased by 11,2% to 858,6 cents. Diluted headline earnings per share increased by 11,1% to 851,3 cents.

The group's gross margin was effectively the same as the previous year at 41,9%. The group's operating margin for the year was 23,6%, marginally down from 24,0% in the previous year.

The final dividend has been increased to 270,0 cents per share. Accordingly the dividend declared in respect of the full year amounts to 506,0 cents per share, an increase of 11,2%. The final dividend of 270,0 cents per share reflects a lower rate of growth because of the reduction in the dividend cover at the interim stage.

Supporting our strategy of investing for the longer term, the group continued to grow trading space in the second half by opening a further 76 stores. 146 stores were opened in the full year whilst 24 were closed. At the year-end the group was trading out of 1 979 stores, with an increase in trading area of 5,1% compared to the previous year.

Merchandise categories

Turnover growths in the various merchandise categories are as follows:

| | |
|---------------------------|-------|
| - Clothing | 11,8% |
| - Jewellery | 6,9% |
| - Cosmetics | 11,7% |
| - Homewares and furniture | 18,0% |
| - Cellphones | 3,6% |

Same store turnover grew by 5,8%, whilst product inflation averaged 5% for the year.

Cash sales as a percentage of total sales increased to 40% from 39%.

Clothing – turnover growth of 11,8% was reasonable and would have been better had it not been for supply problems in ladies and childrenswear during the run up to the festive trading season. Same store turnover growth was 6,1%.

Jewellery – experienced a disappointing December achieving 0,5% turnover growth which is normally the biggest turnover period for this category. Notwithstanding this, jewellery turnover for the year grew 6,9% with same store growth of 3,7%.

Cosmetics – performed well in a competitive environment with turnover growth of 11,7% and same store growth of 8,5%.

Homewares and furniture – had an excellent performance growing turnover by 18,0% and same store growth of 12,0%.

Cellphones – had a poor performance over the festive season with turnover in December down 5,6%, resulting in turnover growth for the year of 3,6%. Same store growth was flat for the year.

It became apparent that the discretionary categories of jewellery & cellphones were not the items of choice for consumers over the festive season. Turnover growth in both of these categories returned to more normal levels in the last quarter of the financial year.

TFG Financial Services' retail debtors' book, which amounts to R5,2 billion, increased by 14%. The group's active account base grew by 6,0% to 2,6 million accounts. The credit environment has become increasingly more difficult with consumer delinquencies on the rise. This became more evident from November 2012. Net bad debt as a percentage of closing debtors' book increased to 10,5% from 9,4% in the previous year, moving from 10,3% at the half year. This remains within management's expectations.

RCS Group

The RCS Group is an operationally independent consumer finance business that provides a broad range of financial services under its own brand in South Africa, Namibia and Botswana. It is structured into two operating business units, namely transactional finance and fixed term finance. The transactional finance business comprises the RCS general-purpose card and other private label card programmes, whilst the fixed term finance business comprises RCS personal loans.

The continued cautious approach in granting personal loans has seen the personal loans book contribution reduce from 41% to its current 26% over the last five years.

Notwithstanding the difficult consumer environment, RCS Group performed well during the year growing net profit before tax by 20,2% to R414,8 million. Net bad debt as a percentage of average debtors' book increased to 6,6% from 6,0% in the previous year. NPL (non performing loan) impairment cover is at a healthy level of 121,7%. Its debtors' book of R4,2 billion increased by 22,0% during the year. It still remains our intention to reduce our shareholding in this subsidiary to below 50%.

The Domestic Medium-Term Note (DMTN) programme continues to be successfully implemented with R2,9 billion of funding being raised in a mixture of long and short term paper.

Our group's shareholding in RCS Group is 55% with the balance being held by The Standard Bank of South Africa Limited. It remains our intention to reduce our shareholding in this subsidiary to below 50%.

Africa expansion

The group currently trades out of 104 stores outside of South Africa, with 63 in Namibia, 16 in Botswana, 12 in Zambia, 7 in Lesotho, 4 in Swaziland and 2 in Nigeria. We believe that expansion into the rest of Africa is a long term growth strategy and over the next three years in excess of 100 stores are planned to be opened in the countries where we already operate as well as in Mozambique, Angola and Ghana.

Prospects

Economic conditions in South Africa will remain difficult with the credit environment likely to deteriorate further. Due to current high levels of consumer indebtedness, enhanced credit risk management practices have been and will continue to be implemented.

In line with our strategy of investing for long-term growth, we will continue to open new stores in certain of our formats. We anticipate opening in excess of 150 new stores in the year ahead which will increase trading space by approximately 6%.

We believe the group is well positioned to once again produce solid results in the year ahead, although caution is warranted given the state of the consumer environment.

Preference dividend announcement

Dividend no. 153 of 3,25% (6,5 cents per share) (gross) in respect of the six months ending 30 September 2013 has been declared from income reserves, payable on Monday, 23 September 2013 to holders of 6,5% preference shares recorded in the books of the company at the close of business on Friday, 20 September 2013.

The last day to trade ("cum" the dividend) in order to participate in the dividend will be Friday, 13 September 2013. The Foschini Group Limited preference shares will commence trading "ex" the dividend from the commencement of business on Monday, 16 September 2013 and the record date, as indicated, will be Friday, 20 September 2013.

Preference shareholders should take note that share certificates may not be dematerialised or rematerialised during the period Monday, 16 September 2013 to Friday, 20 September 2013, both dates inclusive.

In terms of section 11.17 of the JSE Listings Requirements, the following additional information is disclosed:

- 1) Local dividend tax rate is 15%;
- 2) No STC credits were utilised in determining the dividend;
- 3) The withholding tax, if applicable at the rate of 15%, will result in a net cash dividend per share of 5,52500 cents
- 4) The issued preference share capital of The Foschini Group Limited is 200 000 shares at 30 May 2013; and
- 5) The Foschini Group Limited's tax reference number is 9925/133/71/3P

Final ordinary dividend announcement

The directors have declared a gross final ordinary dividend of 270,0 cents per ordinary share from income reserves, for the period ended 31 March 2013, payable on Monday, 8 July 2013 to ordinary shareholders recorded in the books of the company at the close of business on Friday, 5 July 2013.

The last day to trade ("cum" the dividend) in order to participate in the dividend will be Friday, 28 June 2013. The Foschini Group Limited ordinary shares will commence trading "ex" the dividend from the commencement of business on Monday, 1 July 2013 and the record date, as indicated, will be Friday, 5 July 2013.

COMMENTARY (CONTINUED)

Ordinary shareholders should take note that share certificates may not be dematerialised or rematerialised during the period Monday, 1 July 2013 to Friday, 5 July 2013, both dates inclusive. In terms of section 11.17 of the JSE Listings Requirements, the following additional information is disclosed:

- 1) Local dividend tax rate is 15%;
- 2) No STC credits were utilised in determining the dividend;
- 3) The withholding tax, if applicable at the rate of 15%, will result in a net cash dividend per share of 229,50000 cents
- 4) The issued gross ordinary share capital of The Foschini Group Limited is 228 498 241 shares at 30 May 2013; and
- 5) The Foschini Group Limited's tax reference number is 9925/133/71/3P

Signed on behalf of the Board.

D M Nurek
Chairman

A D Murray
CEO

Cape Town
30 May 2013

CORPORATE INFORMATION

| | |
|---------------------------------|---|
| Executive directors: | A D Murray, R Stein, P S Meiring |
| Non-executive directors: | D M Nurek (Chairman), Prof. F Abrahams, S E Abrahams, W V Cuba, M Lewis, E Oblowitz, N V Simamane, B L M Makgabo - Fiskerstrand |
| Company secretary: | D Sheard |
| Registered office: | Stanley Lewis Centre 340 Voortrekker Road, Parow East 7500 |
| Registration number: | 1937/009504/06 |
| Share codes: | TFG - TFGP |
| ISIN: | ZAE000148466 - ZAE000148516 |
| Transfer secretaries: | Computershare Investor Services Proprietary Limited Ground Floor, 70 Marshall Street, Johannesburg 2001 |
| Sponsor: | UBS South Africa Proprietary Limited |

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