

# Segmental information – Income statement

	Group 2012 Rm	Group 2011 Rm	Logistics 2012 Rm	Logistics 2011 Rm	Car Rental and Tourism 2012 Rm	Car Rental and Tourism 2011 Rm	Distri- butorships 2012 Rm	Distri- butorships 2011 Rm	Automotive Retail 2012 Rm	Automotive Retail 2011 Rm	Financial Services 2012 Rm	Financial Services 2011 Rm	Head Office and Eliminations 2012 Rm	Head Office and Eliminations 2011 Rm
for the year ended 30 June														
<b>Business segmentation</b>														
<b>Revenue</b>														
– Sales of goods	46 881	38 182	3 362	2 294	1 166	1 162	25 130	19 656	17 193	15 013			30	57
– Rendering of services	30 953	23 849	24 140	18 209	2 428	2 071	2 117	1 466	1 749	1 496	484	589	35	18
– Gross premiums received	2 875	2 558									2 875	2 558		
– Other	121	78	119	72		5					2			1
	80 830	64 667	27 621	20 575	3 594	3 238	27 247	21 122	18 942	16 509	3 361	3 147	65	76
Inter-segment revenue			83	61	207	75	1 071	825	618	641	638	262	(2 617)	(1 864)
	80 830	64 667	27 704	20 636	3 801	3 313	28 318	21 947	19 560	17 150	3 999	3 409	(2 552)	(1 788)
Operating expenses including cost of sales	(73 671)	(58 931)	(25 300)	(18 782)	(2 915)	(2 485)	(25 694)	(19 986)	(18 888)	(16 545)	(3 431)	(2 848)	2 557	1 715
Investment income	186	209									271	253	(85)	(44)
Fair value gains on investments	83	76									83	76		
Depreciation, amortisation and impairments	(1 806)	(1 528)	(910)	(743)	(506)	(477)	(171)	(124)	(98)	(99)	(147)	(133)	26	48
Recoupments (excluding properties)	16	33	14	25			3	7	(1)	(9)		3		7
<b>Operating profit</b>	5 638	4 526	1 508	1 136	380	351	2 456	1 844	573	497	775	760	(54)	(62)
Impairment of properties, net of recoupments	(32)	7	8	37			(43)		(22)	(2)	6		19	(28)
Amortisation of intangible assets arising on business combinations	(128)	(15)	(125)	(15)			(4)						1	
Foreign exchange gains (losses)	16	(33)		(6)			(18)	5	2	1		(1)	32	(32)
Fair value (losses) gains on foreign exchange derivatives	(26)	(18)	2				5	(26)					(33)	8
Business acquisition costs	(51)		(47)				(1)				(2)		(1)	
Fair value gain on Lereko Mobility (Pty) Limited call option		279												279
<b>Profit before net financing costs and exceptional items</b>	5 417	4 746	1 346	1 152	380	351	2 395	1 823	553	496	779	759	(36)	165
Net finance cost including fair value gains and losses	(681)	(554)	(322)	(216)	(134)	(141)	(213)	(199)	(111)	(109)	(1)		100	111
Income from associates and joint ventures	46	34	29	17	1	1	29	18			32	18	(45)	(20)
<b>Profit before tax and exceptional items</b>	4 782	4 226	1 053	953	247	211	2 211	1 642	442	387	810	777	19	256
Income tax excluding tax on exceptional items	(1 379)	(1 271)	(302)	(360)	(71)	(61)	(637)	(466)	(132)	(109)	(201)	(203)	(36)	(72)
<b>Profit after tax before exceptional items</b>	3 403	2 955	751	593	176	150	1 574	1 176	310	278	609	574	(17)	184
<b>Geographic segmentation</b>														
<b>Revenue</b>	80 830	64 667	27 704	20 636	3 801	3 313	28 318	21 947	19 560	17 150	3 999	3 409	(2 552)	(1 788)
– South Africa	59 311	50 330	12 741	11 333	3 687	3 171	24 932	19 120	17 017	15 410	3 494	3 155	(2 560)	(1 859)
– Rest of Africa	4 656	3 120	3 716	2 455	114	142	321	268			505	254		1
– Rest of world	16 863	11 217	11 247	6 848			3 065	2 559	2 543	1 740			8	70
<b>Operating profit</b>	5 638	4 526	1 508	1 136	380	351	2 456	1 844	573	497	775	760	(54)	(62)
– South Africa	4 669	3 922	756	644	367	324	2 411	1 813	538	461	646	692	(49)	(12)
– Rest of Africa	298	239	154	142	13	27	2	1			129	68		1
– Rest of world	671	365	598	350			43	30	35	36			(5)	(51)
<b>Net finance cost including fair value gains and losses</b>	681	554	322	216	134	141	213	199	111	109	1		(100)	(111)
– South Africa	489	474	205	194	132	138	177	169	104	105	1		(130)	(132)
– Rest of Africa	33	27	24	17	2	3	7	7						
– Rest of world	159	53	93	5			29	23	7	4			30	21