

Segmental information

Financial position	IMPERIAL HOLDINGS		IMPERIAL LOGISTICS						IMPERIAL LOGISTICS	
	2017	2016	Logistics South Africa		Logistics African Regions		Logistics International		2017	2016
			2017	2016	2017	2016	2017	2016		
R million										
Assets										
Intangible assets	9 529	7 501	924	1 030	2 210	2 496	5 540	3 004	8 674	6 530
Property plant and equipment	10 371	11 602	1 434	1 825	356	693	2 278	2 245	4 068	4 763
Transport fleet	5 560	5 953	2 528	2 344	306	371	2 763	3 278	5 597	5 993
Vehicles for hire	3 963	3 469								
Investments in associates	686	694	17	22	298	320	137	167	452	509
Investments	403	113	23	5			5	5	28	10
Inventories	16 953	16 717	324	251	1 157	1 247	249	314	1 730	1 812
Trade and other receivables	13 353	12 717	3 907	3 562	1 356	1 432	3 830	3 618	9 093	8 612
Cash resources	207	17								
Operating assets	61 025	58 783	9 157	9 039	5 683	6 559	14 802	12 631	29 642	28 229
– South Africa	34 669	32 796	9 157	9 039					9 157	9 039
– Rest of Africa	6 464	7 329			5 683	6 559			5 683	6 559
– International	19 892	18 658					14 802	12 631	14 802	12 631
Liabilities										
Retirement benefit obligations	1 229	1 531					1 229	1 531	1 229	1 531
Maintenance and warranty contracts	3 022	3 156								
Trade and other payables and provisions	21 350	19 630	4 352	3 578	1 922	2 013	3 945	3 372	10 219	8 963
Other financial liabilities	399	460	33	31	76	88		1	109	120
Operating liabilities	26 000	24 777	4 385	3 609	1 998	2 101	5 174	4 904	11 557	10 614
– South Africa	15 773	14 459	4 385	3 609					4 385	3 609
– Rest of Africa	2 223	2 366			1 998	2 101			1 998	2 101
– International	8 004	7 952					5 174	4 904	5 174	4 904
Net working capital	8 956	9 804	(121)	235	591	666	134	560	604	1 461
– South Africa	6 961	7 213	(121)	235					(121)	235
– Rest of Africa	916	838			591	666			591	666
– International	1 079	1 753					134	560	134	560
Net debt	15 088	16 516	1 306	2 610	2 473	2 639	5 516	3 955	9 295	9 204
– South Africa	7 182	9 911	1 306	2 610					1 306	2 610
– Rest of Africa	2 781	2 821			2 473	2 639			2 473	2 639
– International	5 125	3 784					5 516	3 955	5 516	3 955
Net capital expenditure	(2 663)	(4 138)	155	(534)	(93)	(346)	(554)	(1 027)	(492)	(1 907)
– South Africa	(1 853)	(2 624)	155	(534)					155	(534)
– Rest of Africa	(165)	(416)			(93)	(346)			(93)	(346)
– International	(645)	(1 098)					(554)	(1 027)	(554)	(1 027)

MOTUS										TOTAL VEHICLES		Head Office and eliminations		Insurance	
Vehicle Import and Distribution		Vehicle Retail and Rental		After Market Parts		Motor Related Financial Services		Eliminations							
2017	2016	2017	2016	2017	2016	2017	2016	2017	2016	2017	2016	2017	2016	2017	2016
110	133	355	422	364	366	9		8	9	846	930	9	41		
511	837	5 279	5 668	413	207	11	10	(1)	1	6 213	6 723	90	116	(37)	(40)
1 991	1 534	1 959	1 723			1 915	1 071	(1 902)	(859)	3 963	3 469				
21	(37)	17	32	119	111	61	62	8	9	226	177	8	8		
4	4		27			317	190			321	221	54	(118)		
5 445	5 145	8 350	8 457	1 121	1 111	397	436	(90)	(219)	15 223	14 930		(25)		
1 977	1 645	2 295	2 274	592	608	682	934	(1 270)	(1 293)	4 276	4 168	(16)	(63)		
						207	17			207	17				
10 059	9 261	18 255	18 603	2 609	2 403	3 599	2 720	(3 247)	(2 352)	31 275	30 635	108	(81)		
9 439	8 637	13 198	12 946	2 588	2 388	3 599	2 720	(3 298)	(2 763)	25 526	23 928	(15)	(171)		
620	624	139	103	21	15			1	28	781	770				
		4 918	5 554					50	383	4 968	5 937	123	90		
5 212	4 282	6 936	7 111	987	940	2 915	3 040	107	102	3 022	3 142		14		
102	67	11		5	51	747	598	(2 979)	(2 182)	10 903	10 749	228	(82)		
							10		(9)	118	119	172	221		
5 314	4 349	6 947	7 111	992	991	3 662	3 648	(2 872)	(2 089)	14 043	14 010	400	153		
5 105	4 098	4 132	4 136	989	988	3 662	3 648	(2 872)	(2 089)	11 016	10 781	372	69		
209	251	13	11	3	3					225	265				
		2 802	2 964							2 802	2 964	28	84		
2 210	2 508	3 709	3 620	726	779	332	772	1 619	670	8 596	8 349	(244)	(6)		
1 916	2 216	2 871	2 630	716	769	332	772	1 618	687	7 453	7 075	(369)	(96)		
294	292	18	13	10	10			1	(143)	323	171				
		820	977						126	820	1 103	125	90		
2 895	1 913	3 678	5 490	555	352	(1 450)	(1 237)	101	(368)	5 779	6 150	14	1 162		
2 658	1 806	3 239	4 748	536	337	(1 450)	(1 237)	76	(396)	5 059	5 258	817	2 043		
237	107	52	49	19	15				11	308	182				
		387	693					25	17	412	710	(803)	(881)		
(1 227)	(905)	(1 112)	(1 120)	(263)	(42)	(596)	(228)	1 025	169	(2 173)	(2 126)	(45)	(7)	47	(98)
(1 212)	(878)	(967)	(1 011)	(262)	(40)	(596)	(228)	1 025	169	(2 012)	(1 988)	(44)	(6)	48	(96)
(15)	(27)	(55)	(39)	(1)	(2)					(71)	(68)	(1)	(1)	(1)	(2)
		(90)	(70)							(90)	(70)				

Segmental information (continued)

PROFIT or LOSS	IMPERIAL HOLDINGS		IMPERIAL LOGISTICS								TOTAL LOGISTICS	
			Logistics South Africa		Logistics African Regions		Logistics International		Business held for sale			
			2017	2016	2017	2016	2017	2016	2017	2016		
R million												
Revenue	116 839	115 800	16 207	14 447	9 356	11 016	24 220	19 512	882	2 937	50 665	47 912
– South Africa	66 972	66 072	16 207	14 447					291	819	16 498	15 266
– Rest of Africa	11 171	13 432			9 356	11 016			591	837	9 947	11 853
– International	38 696	36 296					24 220	19 512		1 281	24 220	20 793
Operating profit	6 049	5 948	953	828	746	773	1 105	1 000	(40)	(58)	2 764	2 543
– South Africa	3 809	3 779	953	828					(34)	(78)	919	750
– Rest of Africa	792	843			746	773			(6)	7	740	780
– International	1 448	1 326					1 105	1 000		13	1 105	1 013
Depreciation, amortisation, impairments and recoupments	(2 838)	(3 119)	(394)	(590)	(257)	(295)	(777)	(738)	(6)	(56)	(1 434)	(1 679)
– South Africa	(1 694)	(1 924)	(394)	(590)					(3)	(14)	(397)	(604)
– Rest of Africa	(302)	(327)			(257)	(295)			(3)	(3)	(260)	(298)
– International	(842)	(868)					(777)	(738)		(39)	(777)	(777)
Interest expense	(1 680)	(1 440)	(307)	(300)	(222)	(214)	(220)	(197)	(19)	(29)	(768)	(740)
– South Africa	(1 140)	(913)	(307)	(300)					(12)	(14)	(319)	(314)
– Rest of Africa	(256)	(236)			(222)	(214)			(7)	(5)	(229)	(219)
– International	(284)	(291)					(220)	(197)		(10)	(220)	(207)
Pre-tax profit	3 434	3 901	773	524	113	368	593	576	(59)	(106)	1 420	1 362
– South Africa	2 448	2 723	773	524					(47)	(100)	726	424
– Rest of Africa	133	386			113	368			(12)	(15)	101	353
– International	853	792					593	576		9	593	585
Additional segment information												
Analysis of revenue by type												
– Sale of goods	67 587	70 228	872	628	7 106	8 251			772	1 186	8 750	10 065
– Rendering of services	49 252	45 572	15 335	13 801	2 133	2 676	24 220	19 512	110	1 751	41 798	37 740
External revenue	116 839	115 800	16 207	14 429	9 239	10 927	24 220	19 512	882	2 937	50 548	47 805
Inter-group revenue				18	117	89					117	107
	116 839	115 800	16 207	14 447	9 356	11 016	24 220	19 512	882	2 937	50 665	47 912
Analysis of depreciation, amortisation, impairments and recoupments	(2 838)	(3 119)	(394)	(590)	(257)	(295)	(777)	(738)	(6)	(56)	(1 434)	(1 679)
Depreciation and amortisation	(2 575)	(2 601)	(561)	(582)	(101)	(118)	(548)	(580)	(6)	(56)	(1 216)	(1 336)
Recoupments and impairments	258	70	211	24	10	11	66	35			287	70
Amortisation and impairment of intangible assets arising on business combinations	(521)	(588)	(44)	(32)	(166)	(188)	(295)	(193)			(505)	(413)
Associate income included in pre- tax profits	103	138	5	3	19	30	28	25			52	58
Operating margin %	5,2	5,1	5,9	5,7	8,0	7,0	4,6	5,1			5,5	5,3

MOTUS												TOTAL VEHICLES		Head Office and eliminations	
Vehicle Import and Distribution		Vehicle Retail and Rental		After Market Parts		Motor Related Financial Services		Businesses held for sale		Eliminations					
2017	2016	2017	2016	2017	2016	2017	2016	2017	2016	2017	2016	2017	2016	2017	2016
18 157	18 307	55 633	55 132	6 153	5 824	2 036	1 837	427	2 945	(15 866)	(15 566)	66 540	68 479	(366)	(591)
17 116	16 857	41 121	39 741	6 120	5 808	2 036	1 837	315	2 722	(15 866)	(15 567)	50 842	51 398	(368)	(592)
1 041	1 450	150	112	33	16						1	1 224	1 579		
		14 362	15 279					112	223			14 474	15 502	2	1
728	913	1 478	1 426	406	382	833	725	(2)	102	(133)	(146)	3 310	3 402	(25)	3
730	886	1 067	1 056	409	386	833	725	(3)	105	(133)	(146)	2 903	3 012	(13)	17
(2)	27	57	40	(3)	(4)							52	63		
		354	330					1	(3)			355	327	(12)	(14)
(622)	(653)	(721)	(686)	(41)	(39)	(183)	(150)		(157)	177	231	(1 390)	(1 454)	(14)	14
(606)	(645)	(635)	(575)	(40)	(39)	(183)	(150)		(156)	177	232	(1 287)	(1 333)	(10)	13
(16)	(8)	(25)	(21)	(1)								(42)	(29)		
		(61)	(90)						(1)		(1)	(61)	(92)	(4)	1
(499)	(267)	(356)	(464)	(69)	(48)	(10)	5	(11)	(61)	96	143	(849)	(692)	(63)	(8)
(483)	(259)	(276)	(381)	(69)	(48)	(10)	5	(10)	(59)	97	144	(751)	(598)	(70)	(1)
(16)	(8)	(11)	(8)					(1)	(2)	(1)	(1)	(27)	(17)		
		(69)	(75)									(71)	(77)	7	(7)
(178)	417	1 127	948	364	369	828	774	(16)	10	(35)	6	2 090	2 524	(77)	15
(145)	411	809	682	345	373	828	774	(13)	6	(35)	7	1 789	2 253	(68)	46
(33)	6	46	32	19	(4)						(1)	32	33		
		272	234					(3)	4			269	238	(9)	(31)
6 274	6 457	46 317	46 248	6 055	5 796			371	2 156	(181)	(496)	58 836	60 161	1	2
186	236	6 372	6 228	2	1	823	677	50	656	(15)	(5)	7 418	7 793	36	39
6 460	6 693	52 689	52 476	6 057	5 797	823	677	421	2 812	(196)	(501)	66 254	67 954	37	41
11 697	11 614	2 944	2 656	96	27	1 213	1 160	6	133	(15 670)	(15 065)	286	525	(403)	(632)
18 157	18 307	55 633	55 132	6 153	5 824	2 036	1 837	427	2 945	(15 866)	(15 566)	66 540	68 479	(366)	(591)
(622)	(653)	(721)	(686)	(41)	(39)	(183)	(150)		(157)	177	231	(1 390)	(1 454)	(14)	14
(637)	(540)	(690)	(662)	(37)	(34)	(184)	(144)		(117)	177	232	(1 371)	(1 265)	12	1
15	2	(20)	(5)	1	(6)	1	(6)		5		(1)	(3)	(5)	(26)	4
	(115)	(11)	(19)	(5)	(5)				(45)			(16)	(184)		9
(6)	(25)	3	4	39	42	5	49		2	1	3	42	75	9	5
4,0	5,0	2,7	2,6	6,6	6,6	40,9	39,5					5,0	5,0		