

SALIENT FINANCIAL FEATURES 2016/17

REVENUE R17,915 BILLION +7,4% <small>(2016: R16,676 BILLION[†])</small>	OPERATING PROFIT R2,333 BILLION +39,8% <small>(2016: R1,669 BILLION[†])</small>	HEADLINE EARNINGS R982 MILLION +44,6% <small>(2016: R679 MILLION[†])</small>	CASH FLOW FROM OPERATIONS R3,176 BILLION +70,5% <small>(2016: R1,863 BILLION[†])</small>	ANNUAL DIVIDEND 300 CENTS PER SHARE +30,4% <small>(2016: 230C / SHARE)</small>
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THE RESULTS FOR THE YEAR ENDED 31 MARCH 2017 SHOW

- an improvement in sugar revenue and operating profit under difficult conditions
- starch operations negatively impacted by maize costs that traded at import parity levels as a result of the past season's drought
- sales concluded in land conversion and developments lower than the prior year
- operating cash flow, after working capital movements, advanced substantially



SUGAR OPERATIONS

- Operating profit of R1,271 billion (2016: loss of R15 million)
- Sugar production totaled 1 056 000 tons (2016: 1 023 000 tons)
- Volumes impacted by low cane yields due to drought and poor growing conditions



STARCH OPERATIONS

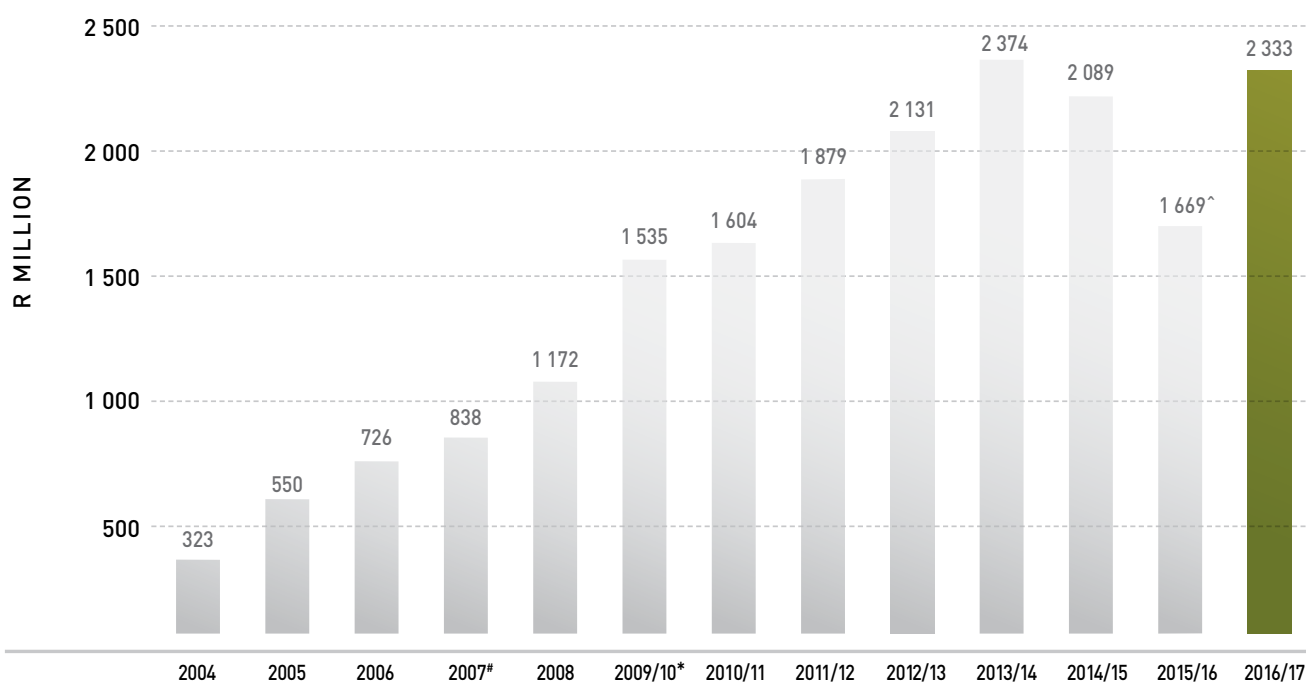
- Operating profit of R510 million (2016: R658 million)
- Margins negatively impacted in the second half of the year by maize costs which were at import parity levels
- Improved sales mix achieved by replacement of imported volumes with local production and ongoing market development, offset by lower volumes as the prevailing economic climate led to lower consumer demand



LAND CONVERSION AND DEVELOPMENT ACTIVITIES

- The sale of 75 developable hectares resulted in operating profit of R641 million (2016: R1,115 billion from the sale of 121 developable hectares)
- Negotiations on some 233 developable hectares are underway, representing profit potential of around R1,58 billion

OPERATING PROFIT



[#] 2007 and prior: profit from Tongaat Hulett operations within the old Tongaat-Hulett Group ^{*} Change in financial year end from December to March [^] Restated for revised international financial reporting standards on accounting for sugarcane roots (IAS 41 and IAS 16)