

# SUMMARISED AUDITED CONSOLIDATED FINANCIAL STATEMENTS

for the year ended 31 December 2013

Revenue: R5.8 billion (+5%)  
EBITDA: R880 million (+10%)  
Headline earnings per share: 95.3 cents (+8%)



## Performance highlights

On the back of difficult trading conditions in South Africa, which affected all our major market segments, 2013 revenue increased by 5% to R5.825 billion and EBITDA increased 10% to R880 million. Profit for the year was R324 million, an increase of 18% on the profit achieved in 2012. Headline earnings per share increased by 8% to 95.3 cents (2012: 88.5 cents). Afrox continued with its programme of investing in plant modernisation, additional capacity creation and efficiency enhancements. For the year under review Afrox invested R507 million (2012: R558 million). The Group ended the year with net borrowings of R649 million (2012: R615 million) and gearing of 14.6% (2012: 15.5%).

## Business review

Prolonged uncertainty in the South African economy, coupled to low GDP growth, continued to impact upon demand for products in key sectors. Market activity remained depressed, and cost pressures continued, as rising labour, fuel and electricity prices, coupled to a falling Rand, had a negative impact on margins and production. An unsettled labour environment, which was characterised by strikes and violence, resulted in production in key industries, such as mining and manufacturing, also being impacted negatively.

In anticipation of such conditions, Afrox implemented a new integrated operating model in the first quarter of 2013. This model brought together a greater accountability for revenue, profit and loss, and cost and asset utilisation, for each business line. This allowed the company to deliver higher levels of customer service through clearer accountability, improved decision making and faster execution across the business. These measures also enabled the realisation of an EBITDA margin improvement from 14.3% to 15.1% in 2013.

Working capital at R654 million for 2013 increased from R479 million in 2012, due to the delay in the off-take by certain key customers of stock specially imported on their behalf. In addition, debtors days increased.

Basic earnings per share followed the improvement in EBITDA and were further favourably influenced by there being no impairments required in 2013, compared to the R31 million impairment processed in 2012. The sale of RECO was concluded in February 2013.

Due in part to a mild winter in South Africa and the reduced demand from key industrial users, Liquefied Petroleum Gas (LPG) volumes were down 3.2%. In line with Afrox's customer commitment, LPG was imported to act as a buffer for anticipated winter shortages and refinery shutdowns. Price recovery of the additional import costs, and the resulting increased distribution costs, was made difficult by the prevailing trading conditions.

In our Atmospheric gas segment, 2013 was challenging for tonnage plants, which continued to be impacted by the rising cost of electricity and the reduced demand for product, especially from the steel industry. Production availability of ASU installations remained world class at 98% (2012: 98%). Through our energy management programme, tonnage power costs were flat against last year, despite an average power increase of 8%.

Prevailing economic conditions resulted in an output fall-off at key large customers and, as a result, demand for atmospheric bulk gases reduced by 1.6%. Sales of compressed gases declined 0.6%.

Merchant CO<sub>2</sub> volumes were in line with those achieved in 2012. During 2013, Afrox became the first gases company in South Africa to receive the Global Food Safety Initiative rating for the production of CO<sub>2</sub>, the most widely used gas in the beverage and food sectors.

It is pleasing to report that in the Hard Goods business volumes were up 6.5% despite sluggish demand. Our factories also won the contract to manufacture the new Linde medical valve with our first deliveries against this contract to commence in late 2014.

Operations in African countries outside South Africa contributed 20% (2012: 21%) of the Group's total gross profit after distribution expenses. These businesses have been the focus of intense information technology investment, focused financial processes and improved governance controls. In addition, they have benefited from an injection of experienced management resources, positioning these businesses to benefit from the opportunities presented by the rapid growth in their local economies. Exciting new plans to capitalise on growth opportunities in the rest of Africa were approved by the Board in the last quarter of 2013.

Our level 3 Broad-Based Black Economic Empowerment (B-BBEE) rating continues to have a positive effect on the gaining of sales while solid progress is being made in respect of our B-BBEE transformation programme and our drive for High Performance Organisation status. However, retaining a level 3 contributor level under the new codes, which come into effect in 2014, will be a challenge.

The Group's strong focus on workplace and distribution safety delivered a marked improvement in 2013, with a 64% drop in major incidents, leading to a decrease in vehicle damage/replacement costs and contributing to an improved delivery in full on time level of 93% for the year. Independently monitored customer satisfaction levels for our National Customer Service Centre (orders and accounts management), stand at 95.2% for 2013.

During the year a syndicated R1.8 billion loan structure was negotiated. The facility is in various tranches of seven, five and three year term loans, which will be used to fund our capital expenditure programme of R1.5 billion, as well as a R300 million revolving credit facility to meet peak working capital requirements. The drawn facilities of R1 billion are at fixed interest rates.

In 2013, Afrox invested R507 million (2012: R558 million) in capital expenditure. The transport fleet replacement plan bolstered the fleet by 22 tankers, bringing the total number of available tankers to 106. Capital expenditure also included further investment in cylinders. This expenditure formed part of the capital plan, announced in 2012, totalling R1.5 billion. In addition to the current year's expenditure, R300 million is being spent on delivery of a new 150-ton-per-day atmospheric gas separation unit (ASU) in the Eastern Cape, the epicentre of South Africa's motoring industry. This project is progressing, with all governance permissions and environment impact assessments in place. Production is expected to commence by early 2015. The state-of-the-art R400 million KwaZulu-Natal (KZN) filling plant, also announced last year, is well into its planning phase.

## Dividend

The Board declared a final cash dividend of 20.0 cents per share (2012: 18.0 cents), which together with the interim cash dividend of 27.0 cents (2012: 27.0 cents) per share, makes a total of 47.0 cents (2012: 45.0 cents) per share before dividend tax declared out of the after tax profits of the 2013 year and which is covered just over 2.0 times by headline earnings per share.

## Board of directors

Jonathan Narayadoo, an executive director, and Louis van Niekerk, lead independent non-executive, retired as directors, effective 23 May 2013. Morongeng Molebana, an independent non-executive director, and Dines Woodrow, a non-executive director, resigned effective 22 August 2013. The Board wishes them all well for the future.

At the Annual General Meeting on 23 May 2013, Dr Khotsa Mokhele was appointed as the new lead independent non-executive director and Chris Wells was appointed as chairman of the Audit Committee. In line with the requirements of King III during the year, we established a Social, Economic and Transformation (SET) Committee under the able chairmanship of Dr Mokhele.

## Outlook

The challenging market conditions in South Africa are considered likely to prevail for the foreseeable future given the low growth environment reflected in the GDP forecast. However, due to our ongoing capital programme, the focus on developing our business in the rest of Africa and our recent realignment of our South African business into integrated business lines, we believe that the building blocks for future growth are firmly in place.

## NOTICE OF FINAL DIVIDEND DECLARATION NUMBER 175 AND SALIENT FEATURES

Notice is hereby given that a gross final cash dividend of 20.0 cents per ordinary share, being the final dividend for the year ended 31 December 2013, has been declared payable to all shareholders of African Oxygen Limited recorded in the register on Thursday, 17 April 2014. The salient dates for the declaration and payment of the final dividend are as follows:

Last day to trade ordinary shares "cum" dividend	Thursday, 10 April 2014
Ordinary shares trade "ex" the dividend	Friday, 11 April 2014
Record date	Thursday, 17 April 2014
Payment date	Tuesday, 22 April 2014

Share certificates may not be dematerialised or rematerialised between Friday, 11 April 2014 and Thursday, 17 April 2014, both days inclusive.

The local net dividend amount is 17.0 cents (2012: 15.3 cents) per share for shareholders liable to pay the Dividend Tax and 20.0 cents (2012: 18.0 cents) per share for shareholders exempt from Dividend Tax.

In terms of the Dividend Tax, the following additional information is disclosed:

- the dividend has been declared out of income reserves;
- the local Dividends Tax rate is 15%, subject to double tax agreements;
- Afrox currently has 308 567 602 ordinary shares in issue; and
- Afrox's income tax reference number is 9350042710.

By order of the Board

**Cheryl Singh** 27 February 2014  
Company Secretary Johannesburg

Forward looking statements disclaimer: This annual review contains statements related to our future business and financial performance and future events or developments involving Afrox that may constitute forward-looking statements. Such statements are based on current expectations and certain assumptions of Afrox's management and are therefore subject to certain risks and uncertainties. A variety of factors, many of which are beyond Afrox's control, affect our operations, performance, business strategy and results and could cause the actual results, performance or achievements of Afrox to be materially different from any future results, performance or achievements that may be expressed or implied by such forward-looking statements or anticipated on the basis of historical trends.

## Summarised consolidated statement of financial position

R'million	Note	2013 Audited	2012 Restated*
<b>ASSETS</b>			
Property, plant and equipment	6	3 034	2 854
Retirement benefit assets		552	348
Deferred taxation assets		9	15
Lease receivables		100	108
Other non-current assets		99	133
<b>Non-current assets</b>		<b>3 794</b>	<b>3 458</b>
Inventories		850	685
Trade and other receivables		906	841
Lease receivables		7	6
Derivative financial instruments		6	–
Other current assets		31	26
Taxation receivable		33	30
Cash and cash equivalents		380	297
<b>Current assets</b>		<b>2 213</b>	<b>1 885</b>
<b>Assets held-for-sale</b>	9	<b>–</b>	<b>44</b>
<b>Total assets</b>		<b>6 007</b>	<b>5 387</b>
<b>EQUITY AND LIABILITIES</b>			
Equity holders of the parent company		3 202	2 804
Non-controlling interests		37	27
<b>Total equity</b>		<b>3 239</b>	<b>2 831</b>
Long-term borrowings		1 000	132
Deferred taxation liabilities		570	528
<b>Non-current liabilities</b>		<b>1 570</b>	<b>660</b>
Trade, other payables and other financial liabilities		1 141	1 073
Taxation payable		28	38
Derivative financial instruments		–	5
Short-term portion of long-term borrowings		3	738
Bank overdrafts		26	42
<b>Current liabilities</b>		<b>1 198</b>	<b>1 896</b>
<b>Total equity and liabilities</b>		<b>6 007</b>	<b>5 387</b>

\* Audited, adjusted for the revised IAS 19 Employee Benefits (refer note 5)

## Summarised consolidated income statement

R'million	2013 Audited	2012 Restated*
<b>Revenue</b>	<b>5 825</b>	<b>5 558</b>
Operating expenses	(4 945)	(4 760)
<b>Earnings before interest, taxation, depreciation, amortisation and impairments (EBITDA)</b>	<b>880</b>	<b>798</b>
Depreciation and amortisation	(366)	(328)
Impairments	–	(31)
<b>Earnings before interest and taxation (EBIT)</b>	<b>514</b>	<b>439</b>
Net finance expense	(47)	(35)
Income from associate	1	4
<b>Profit before taxation</b>	<b>468</b>	<b>408</b>
Taxation	(144)	(133)
<b>Profit for the year</b>	<b>324</b>	<b>275</b>
<b>Attributable to:</b>		
Equity holders of the parent company	309	262
Non-controlling interests	15	13
<b>Profit for the year</b>	<b>324</b>	<b>275</b>
<b>Earnings per share</b>		
Basic and diluted earnings per ordinary share – cents	<b>100.1</b>	<b>84.9</b>
Headline earnings per ordinary share – cents	<b>95.3</b>	<b>88.5</b>

\* Audited, adjusted for the revised IAS 19 Employee Benefits (refer note 5)

## Summarised consolidated statement of comprehensive income

R'million	2013 Audited	2012 Restated*
<b>Profit for the year</b>	<b>324</b>	<b>275</b>
<b>Other comprehensive income/(loss) after taxation</b>	<b>228</b>	<b>(146)</b>
<b>Items that can subsequently be reclassified to the income statement</b>		
Translation differences on foreign operations	29	(18)
Translation differences relating to non-controlling interests	5	(7)
Changes in fair value of cash flow hedges (net of taxation)	1	4
<b>Items that cannot subsequently be reclassified to the income statement</b>		
Actuarial gains/(losses) on defined-benefit funds	276	(173)
Deferred taxation relating to actuarial (gains)/losses	(83)	48
<b>Total comprehensive income for the year</b>	<b>552</b>	<b>129</b>
<b>Total comprehensive income attributable to:</b>		
Equity holders of the parent company	532	123
Non-controlling interests	20	6
	<b>552</b>	<b>129</b>

\* Audited, adjusted for the revised IAS 19 Employee Benefits (refer note 5)

## Summarised consolidated statement of changes in equity

R'million	Share capital and share premium	Incentive scheme shares and based payment reserves	FCTR and hedging reserves	Actuarial gains/(losses)	Retained earnings	Non-controlling interests	Total equity
<b>Balance at 1 January 2012, as previously reported</b>	552	–	(53)	287	2 041	38	2 865
Impact of revised IAS 19 (refer note 5)	–	–	–	12	(12)	–	–
<b>Restated balance at 1 January 2012</b>	552	–	(53)	299	2 029	38	2 865
Profit for the year*	–	–	–	–	262	13	275
Other comprehensive loss, net of taxation*	–	–	(14)	(125)	–	(7)	(146)
Shares purchased on behalf of employees	–	–	–	–	–	–	(14)
Share based payments, net of taxation	–	22	–	–	–	–	22
Dividends paid	–	–	–	–	(154)	(17)	(171)
<b>Restated balance at 31 December 2012</b>	552	8	(67)	174	2 137	27	2 831
Profit for the year	–	–	–	–	309	15	324
Other comprehensive income, net of taxation	–	–	30	193	–	5	228
Shares purchased on behalf of employees	–	–	(16)	–	–	–	(16)
Share based payments, net of taxation	–	21	–	–	–	–	21
Dividends paid	–	–	–	–	(139)	(10)	(149)
<b>Balance at 31 December 2013</b>	552	13	(37)	367	2 307	37	3 239

\* Audited, adjusted for the revised IAS 19 Employee Benefits (refer note 5)

## Summarised consolidated statement of cash flows

R'million	Note	2013 Audited	2012 Restated*
Earnings before interest and taxation (EBIT)		514	439
Adjustments for:			
Depreciation, amortisation and impairments		366	359
Other		153	103
<b>Operating cash flows before working capital adjustments</b>		<b>1 033</b>	<b>901</b>
Working capital adjustments		(200)	35
<b>Cash generated from operations</b>		<b>833</b>	<b>936</b>
Vested shares purchased on behalf of employees		(3)	–
Net finance expense and taxation paid		(278)	(150)
<b>Cash available from operating activities</b>		<b>552</b>	<b>786</b>
Dividends paid to owners of the parent		(139)	(154)
Dividends paid to non-controlling interests		(10)	(17)
<b>Net cash inflow from operating activities</b>		<b>403</b>	<b>615</b>
Additions to property, plant and equipment and intangibles		(505)	(558)
Proceeds from disposal of the RECO business	9	36	–
Proceeds from disposal of business operation		–	22
Other investing activities		48	36
<b>Net cash outflow from investing activities</b>		<b>(421)</b>	<b>(500)</b>
Borrowings raised		1 216	427
Borrowings repaid		(1 083)	(505)
Incentive scheme shares purchased on behalf of employees		(16)	(14)
<b>Net cash inflow/(outflow) from financing activities</b>		<b>117</b>	<b>(92)</b>
<b>Net increase in cash and cash equivalents</b>		<b>99</b>	<b>23</b>
<b>Cash and cash equivalents at the beginning of the year</b>		<b>255</b>	<b>232</b>
<b>Cash and cash equivalents at the end of the year</b>		<b>354</b>	<b>255</b>

\* Audited, adjusted for the revised IAS 19 Employee Benefits (refer note 5)

## Segmental report

Atmospheric Gases Air gases separated into its main components  
LPG Liquefied Petroleum Gas  
Hard Goods Electrodes and welding equipment  
Rest of Africa

R'million	2013 Audited	2012 Audited
<b>Revenue</b>	<b>5 825</b>	<b>5 558</b>
Atmospheric Gases	1 745	1 817
LPG	2 132	2 018
Hard Goods	993	874
Rest of Africa	955	849
<b>Gross profit after distribution expenses (GPADE)</b>	<b>1 580</b>	<b>1 510</b>
Atmospheric Gases	610	568
LPG	311	362
Hard Goods	337	266
Rest of Africa	322	314

## Reconciliation of GPADE to EBIT

R'million	2013 Audited	2012 Audited
GPADE for business segments	1 580	1 510
Other operating expenses	(1 066)	(1 040)
Impairments	–	(31)
<b>Earnings before interest and taxation (EBIT)</b>	<b>514</b>	<b>439</b>

Business segment performance is measured based on gross profit after distribution expenses (GPADE). Inter-segment pricing is determined on an arm's length basis. Finance expenses and taxes are not allocated to these segments as they are managed on a Group basis. Other operating expenses include the following: marketing and selling expenses, corporate and support functions and other non-trading income and expenses. These costs are not included in GPADE and managed by support function.

## Selected notes to the summarised consolidated financial statements

### 1 General information

African Oxygen Limited ("Afox" or the "company") is a South African registered company. The summarised consolidated financial statements of the company comprise the company and its subsidiaries (together referred to as the "Group") and the Group's interest in an associate.

### 2 Statement of compliance

The summarised consolidated financial statements have been prepared in accordance with the recognition and measurement criteria of International Financial Reporting Standards (IFRS), the presentation and disclosure requirements of International Accounting Standard 34: Interim Financial Reporting applied to year-end reporting, the Listings Requirements of the JSE Limited, the South African Institute of Chartered Accountants Financial Reporting Guides as issued by the Accounting Practices Committee, Financial Reporting Pronouncements as issued by the Financial Reporting Standards Council and the requirements of the South African Companies Act, 2008.

This report was compiled under the supervision of Mr Nick Thomson CA (SA), Financial Director.

### 3 Basis of preparation

The summarised consolidated financial statements do not include all the information and disclosures required for the full set of audited consolidated financial statements. The summarised consolidated financial statements should be read in conjunction with the full set of the audited consolidated financial statements. The full set of the audited consolidated financial statements for the Group as at and for the year ended 31 December 2013 have been prepared on the going-concern basis and are available for inspection at the company's registered office and on the Afrox website at www.afrox.com.

The accounting policies applied in the presentation of the summarised consolidated financial statements are consistent with those applied for the year ended 31 December 2012, except for new standards that became effective 1 January 2013, refer note 5.

The summarised consolidated financial statements are prepared on the historical cost basis except for the following items which are measured using an alternative basis at each reporting date:

- Derivative financial instruments measured at fair value through profit or loss
- Retirement benefit assets measured at the fair value of the planned assets less the present value of the defined benefit obligation

Except for the changes explained in Note 5, the accounting policies have been applied consistently to all periods presented in these summarised consolidated financial statements.

### 4 Changes in accounting policies

The Group has adopted the following new standards and amendments to standards, including any consequential amendments to other standards, with a date of initial application of 1 January 2013:

- IFRS 10 Consolidated Financial Statements;
- IFRS 11 Joint Arrangements;
- IFRS 12 Disclosure of Interests in Other Entities;
- IFRS 13 Fair Value Measurement;
- IAS 1 Presentation of Financial Statements: Presentation of items of other comprehensive income (amendment);
- IAS 1 Presentation of Financial Statements: Presentation of a third statement of financial position and related notes (amendment);
- IAS 19 Employee Benefits (revised);
- IAS 27 Separate Financial Statements (revised); and
- IAS 28 Investments in Associates and Joint Ventures (revised).

Except for the adoption of the revised IAS 19 (refer note 5), the adoption of the new standards listed above did not have a significant impact on the Group's audited consolidated financial statements.

## Corporate information

**African Oxygen Limited**  
(Incorporated in the Republic of South Africa)  
Registration number: 1927/000089/06  
ISIN: ZAE000067120 JSE code: AFX  
NSX code: AOX