

UNAUDITED INTERIM RESULTS

for the six months ended 31 December 2010

Eqstra Holdings Limited

Registration number 1998/011672/06 Share code: EQS ISIN: ZAE000117123 ("Eqstra" or "the Group")

SALIENT FEATURES

- Revenue increased 13.5% to R3 981 million
- Operating profit increased 39.2% to R426 million
- Basic headline earnings per share of 30.4 cents (H1'10: loss per share of 21.1 cents)
- Cash generated by operations increased by 6.2% to R1 446 million
- Long-term debt funding package secured

INTRODUCTION

The Board is pleased to report that Eqstra has returned to after tax profitability. Operations delivered solid performances in challenging trading environments. The highlight being the improved contribution of the Construction and Mining Equipment Distributorships (Distributorships) division, which reported a R24 million operating profit compared to an operating loss of R89 million reported for the 31 December 2009 comparative period (H1'10). This was achieved through focused asset management, cost and business optimisation.

OVERVIEW OF RESULTS

Profit before taxation increased to R184 million from a loss before taxation of R20 million at H1'10. Profit after tax of R128 million compares to a loss of R58 million.

- Revenue increased by 13.5% to R3 981 million (H1'10: R3 507 million) primarily as a result of increased revenue in the Distributorships division.
- Operating profit increased by 39.2% to R426 million (H1'10: R306 million) mainly due to a turnaround in the profitability of the Distributorships division, despite a 12.4% reduction in the profit of the Contract Mining and Plant Rental division.
- Income tax effective rate of 30.4% is above the statutory rate due to an impairment of deferred tax assets in the Distributorships division.
- Basic earnings per share and headline earnings per share are 30.4 cents and 30.4 cents respectively, against the comparable basic loss per share of 20.2 cents and headline loss per share of 21.1 cents. The effect of the June 2010 rights issue resulted in the December 2009 earnings per share and headline earnings per share being restated in terms of IAS 33.
- Total assets reduced by 1.4% to R9 525 million from R9 662 million at 30 June 2010 (H2'10). Group inventories reduced by 13.5% to R977 million (H2'10: R1 130 million). A concerted effort to reduce inventories in the Distributorships division has resulted in a further 25.4% reduction to R575 million (H2'10: R771 million).
- Interest-bearing debt reduced by 7.1% to R5 122 million (H2'10: R5 516 million). Decreased debt and lower interest rates resulted in net finance costs decreasing by 30.3% to R232 million (H1'10: R333 million).
- Cash generated by operations increased by 6.2% to R1 446 million (H1'10: R1 362 million) as operations generated increased cash flow and working capital decreased further.

Long-term debt funding

The Group complied with all bank debt covenants:

- Interest cover is 5.0 times, an improvement on the 3.3 times for H1'10; and
- Capital adequacy improved to 26.3% from 24.6% at H2'10.

A comprehensive long-term debt funding package was concluded in February 2011, which was oversubscribed by domestic and foreign financial institutions. As part of the pro-active management of debt refinancing risk, the concentration of debt maturing in April 2013 has been reduced from R2 842 million at H2'10 to R878 million. The balance of new long-term debt has been phased over three to five year term facilities, the utilisation of which will begin in the second half of the financial year.

The Board believes that sufficient facilities are in place to meet the Group's liquidity requirements.

DIVISIONAL REVIEW

Contract Mining and Plant Rental division

	H1'11 Rm	H1'10 Rm	FY'10 Rm
Revenue	1 628	1 588	3 123
Operating margin	10.4%	12.2%	11.4%
Net finance costs	(101)	(130)	(250)

CONDENSED GROUP STATEMENT OF FINANCIAL POSITION

as at	Unaudited		Audited 30 June 2010 Rm
	31 December 2010 Rm	31 December 2009 Rm	
ASSETS			
Non-current assets	7 331	7 614	7 259
Intangible assets	11	7	9
Property, plant and equipment	397	345	367
Leasing assets	6 654	7 027	6 740
Deferred tax assets	52	99	54
Other investments and loans ⁽²⁾	217	136	89
Current assets	2 194	2 347	2 403
Inventories	977	1 440	1 130
Trade and other receivables	1 003	813	955
Derivative financial assets	12		
Taxation in advance	34	51	51
Cash and cash equivalents	168	43	267
Total assets	9 525	9 961	9 662
EQUITY AND LIABILITIES			
Capital and reserves			
Share capital and premium	2 060	1 475	2 060
Other reserves	17	22	22
Retained income	405	276	278
Equity attributable to owners of the parent	2 482	1 773	2 360
Non-controlling interests	21	19	20
Total equity	2 503	1 792	2 380
Non-current liabilities	4 944	4 926	5 403
Interest-bearing borrowings	4 297	4 358	4 796
Deferred tax liabilities	647	568	607
Current liabilities	2 078	3 243	1 879
Trade and other payables	1 132	999	1 085
Provisions for liabilities and other charges	30	20	21
Derivative financial liabilities	67	27	36
Current tax liabilities	24	11	17
Current portion of interest-bearing borrowings ⁽³⁾	825	2 186	720
Total liabilities	7 022	8 169	7 282
Total equity and liabilities	9 525	9 961	9 662

CONDENSED GROUP STATEMENT OF COMPREHENSIVE INCOME

	Unaudited		Audited Year ended 30 June 2010 Rm
	31 December 2010 Rm	For the six months ended 31 December 2009 Rm	
Profit (loss) for the period	128	(58)	(55)
Other comprehensive income			
Net losses arising on translation of foreign subsidiaries	(16)	(2)	(2)
Fair value (loss) gain	(12)	11	11
Other comprehensive (loss) income for the period	(28)	9	9
Total comprehensive income (loss) for the period	100	(49)	(46)
Attributable to:			
Owners of the parent	99	(49)	(47)
Non-controlling interests	1		1
	100	(49)	(46)

Although revenue increased by 2.5%, operating profit declined by 12.4% due to higher preventative maintenance expenditure, lower asset utilisation and new contracts start up costs. Finance costs reduced by 22.3% as capital allocated to the Riversdale Mining Benga contract in Mozambique remained unspent. Equipment for the Benga contract will be commissioned in the second half of the financial year when production will begin to ramp-up. The plant rental market experienced a slowdown due to reduced demand from the construction industry.

Distributorships division

	H1'11 Rm	H1'10 Rm	FY'10 Rm
Revenue	691	530	1 080
Operating margin	3.5%	(16.8%)	(10.7%)
Net finance costs	(35)	(76)	(139)

Revenue increased by 30.4% as equipment demand from the mining industry increased. The division returned to profitability at operating profit level due to continued overhead cost reduction and an improvement in margins on new equipment and parts sales. A concerted effort to reduce working capital resulted in inventories reducing by 25.4% since H2'10.

There is a global increase in lead times for equipment, whilst local demand from the construction sector remains subdued.

The Bucyrus distributorship agreement, previously Terex Mining, is in place until December 2013 and we are monitoring international developments regarding the ownership of Bucyrus.

Passenger and Commercial Vehicles division

	H1'11 Rm	H1'10 Rm	FY'10 Rm
Revenue	967	911	1 822
Operating margin	15.9%	17.6%	17.9%
Net finance costs	(69)	(81)	(166)

The division delivered a satisfactory performance on the back of contracted annuity revenue streams in subdued market conditions. Initiatives to increase value-added activities positively contributed to the 6.1% growth in revenue. Operating margins decreased primarily as a result of lower interest rates and changes in business mix.

Solid working capital management and reductions in the weighted average prime overdraft rate for the reporting period resulted in a 14.8% reduction in finance costs.

Industrial Equipment division

	H1'11 Rm	H1'10 Rm	FY'10 Rm
Revenue	728	655	1 345
Operating margin	13.2%	12.2%	13.8%
Net finance costs	(41)	(52)	(98)

Revenue increased by 11.1% and operating profit increased 20.0% as a result of increased new equipment sales due to improved market conditions. Profit before taxation increased by a robust 65.5% due to a 21.2% reduction in finance costs as a result of improved working capital management.

The CAT Lift Trucks distributorships in the United Kingdom (UK) and Ireland commenced in November 2010. The change from a dealer to a distributor model allows for a replication of the value-added distributorship SA business model for the entire UK and Ireland.

DIVIDEND

In line with the Group's dividend policy, the Board will consider an annual dividend declaration at the financial year end.

ACKNOWLEDGEMENTS

The Board would like to thank Dr PS Molefe, non-executive director who retired on 30 November 2010 and Mr MR Barnes, CEO of the Contract Mining and Plant Rental division who retired on 31 December 2010, for their valued contribution.

The Board congratulates Mr E Clarke in his new role as CEO of the Contract Mining and Plant Rental division and welcomes Mr JL Serfontein as the Group's new CFO.

OUTLOOK

Contract Mining and Plant Rental will focus on improving the utilisation of its current asset base, increasing production output and bedding down of new contracts.

Construction and Mining Equipment Distributorships should continue to benefit from corrective actions taken and an improvement in demand from the mining sector.

Passenger and Commercial Vehicles remains defensive with opportunities for diversification to enhance its value chain.

Industrial Equipment should continue to benefit from improving economic growth fundamentals in South Africa and the enlarged territory in the UK and Ireland, although in an uncertain economic environment.

The Group's return to profitability and improved capital structure will allow management focus to revert to growth initiatives that will expand operations and the value-added component of existing businesses. Sectors of the domestic economy have shown signs of a recovery, which should result in increased opportunities for Group companies.

By order of the board

DC Cronje
Chairman

WS Hill
Chief Executive

21 February 2011

CONDENSED GROUP INCOME STATEMENT

	Unaudited			Audited Year ended 30 June 2010 Rm
	31 December 2010 Rm	For the six months ended 31 December 2009 Rm	30 June 2010 Rm	
Revenue	3 981	3 507	3 432	6 939
Profit from operations before depreciation and recoupments	1 178	1 096	1 161	2 257
Depreciation, amortisation and recoupments	(752)	(790)	(749)	(1 539)
Operating profit	426	306	412	718
Foreign exchange losses	(10)	(9)	(11)	(20)
Reversal of impairment of share scheme loan		16		16
Profit before net finance costs	416	313	401	714
Net finance costs	(232)	(333)	(301)	(634)
Finance costs including fair value gains (losses) ⁽⁴⁾	(238)	(341)	(312)	(653)
Finance income	6	8	11	19
Profit (loss) before taxation	184	(20)	100	80
Income tax expense	(56)	(38)	(97)	(135)
Profit (loss) for the period	128	(58)	3	(55)
Attributable to:				
Owners of the parent	127	(58)	2	(56)
Non-controlling interests	1		1	1
Profit (loss) for the period	128	(58)	3	(55)
	Cents	Cents	Cents	Cents
Earnings (loss) per share⁽⁵⁾				
Ordinary shares				
- Basic	30.3	(20.2)*	0.6	(19.6)
- Diluted	29.1	(20.2)*	0.6	(19.6)

* Restated for the effects of the June 2010 rights issue

CONDENSED GROUP STATEMENT OF CASH FLOWS

	Unaudited		Audited Year ended 30 June 2010 Rm
	31 December 2010 Rm	For the six months ended 31 December 2009 Rm	
Cash flows from operating activities			
Cash generated by operations before working capital movements	1 207	1 085	2 203
Working capital movements	239	277	681
Cash generated by operations	1 446	1 362	2 884
Net finance costs, excluding fair value adjustments	(234)	(336)	(629)
Income tax received (paid)	10	(47)	(51)
Net cash flows from operating activities	1 222	979	2 204
Cash flows from investing activities			
Acquisition of business	(3)		
Gross capital expenditure	(972)	(905)	(1 657)
Proceeds on disposal of assets	78	50	140
(Increase) decrease in other investments and loans	(87)	30	73
Net cash flows from investing activities	(984)	(825)	(1 444)
Cash flows from financing activities			
Increase of share capital			650
Share issue expenses			(17)
Increase of share call option			(1)
Decrease in interest-bearing borrowings	(332)	(160)	(1 175)
Net cash flows from financing activities	(332)	(160)	(543)
Net (decrease) increase in cash and cash equivalents	(94)	(6)	217
Foreign exchange movement on cash and cash equivalents	(5)	(2)	(1)
Cash and cash equivalents at beginning of period	267	51	43
Cash and cash equivalents at end of period	168	43	267

