



MEIKLES — LIMITED —

ABRIDGED UNAUDITED FINANCIAL RESULTS FOR THE SIX MONTHS ENDED 30 SEPTEMBER 2019

CHAIRMAN'S STATEMENT

Group Leadership

The Chairman's Report for the financial year ended 31 March 2019, referred to a planned reconstruction in the Group activities and possible changes, where necessary, to the complement of Group and Segmental Boards of Directors and the provision of additional management skills. To this end, the board is currently addressing the issue of succession in executive management and the appointment of additional independent non-executive directors. The Company will make an announcement on these developments shortly.

Group Strategy

The planned sale of Meikles Hotel, has been approved by shareholders but is still subject to the Reserve Bank of Zimbabwe approval, will, if approved, provide financial strength for the planned strategy and unlock an ability to process the developments set out in this report.

Group export oriented projects are now being implemented, but they do and will require additional borrowings, which is not considered desirable. The sale of the hotel will avoid the necessity to borrow for these projects and proceeds from the sale are expected to be introduced into Group segments, when payments are specifically required for the benefit of the projects.

The Mentor Shareholders agree that a re-examination of strategies and an enhancement of shareholder expectations is required. This process is currently being pursued and will be pursued with greater vigour in the New Year.

In general, the Board will continue to adopt a positive trading strategy and will continue with expansion projects that are expected to enhance profitability and cash flows, but with a risk aversion to financial exposure, especially borrowings.

Financial results overview – commentary based on Historical cost accounts

The Group fared well in a turbulent economic environment characterised by drought, high inflation affecting disposable incomes and foreign currency shortages resulting in intermittent supply of electricity and fuel.

Group earnings before interest, tax, depreciation and amortisation ("EBITDA") for the period amounted to ZWL223.5 million (previous year: ZWL31.8 million).

Group profit after taxation from continuing operations was ZWL158.5 million (previous year: ZWL16.1 million).

Group other comprehensive income amounted to ZWL336.4 million and is entirely due to uplift of foreign assets from the exchange rate at the end of March 2019 (ZWL3.01:US\$) to closing exchange rate at 30 September 2019 (ZWL15.20:US\$).

Group net cash balance after deducting Group bank borrowings amounted to ZWL73.4 million (31 March 2019: net borrowings of ZWL30.8 million). The Group aims to expunge bank loans at the holding Company and Department Stores from operating cash flows before March 2020.

TM Supermarkets trading as TM and PnP

Revenue for the period was ZWL940.9 million (Previous year: ZWL305.6 million). The increase in revenue was due to inflation. Units sold declined by 22.0% during the period under review due to shrinking disposable incomes. Despite tough trading conditions, specifically supply challenges, the level of stocking in the stores is satisfactory.

EBITDA for the period amounted to ZWL125.9 million, up 477% from ZWL21.8 million achieved the previous year. Profit after tax was ZWL50.8 million (previous year: ZWL16.8 million). Profit after tax was after deducting ZWL54.6 million exchange losses primarily arising from a foreign currency denominated balance owed to Pick n Pay South Africa for merchandise supplied during the multi-currency period. At the end of November 2019, the balance had been reduced to ZAR 29.0 million from ZAR 100.4 million at the beginning of April 2019. Our target is to expunge foreign currency denominated liabilities before March 2020 and eliminate recurrence of exchange losses going forward.

Major renovation works at the Marondera Mall have been completed. The complex was opened at the end of November 2019. Five branches were refurbished during the period under review. Two new stores are expected to be opened in the first quarter of year 2020.

During the period under review, TM Supermarkets was conferred with "Retail Supermarkets Sector Winner for Superbrand 2019" by Marketers Association of Zimbabwe and "Wholesale and retail sector Highest Dollar Value Contributor" for Greater Harare region by Zimbabwe Revenue Authority (ZIMRA)

Tanganda

Revenue grew to ZWL104.3 million from ZWL15.7 million achieved during the six months ended 30 September 2018. Bulk tea export sales of 3 669 tonnes were slightly ahead of 3 638 tonnes sold in the comparative period last year. Average international bulk tea export price for the period retreated to US\$1.47/kg from US\$1.68/kg in the six months period to 30 September 2018. Bulk tea production for the period declined by 25% primarily due to the drought and worsened by the inability to irrigate as well as reduced tea factories operating hours because of intermittent electricity supply. Volume of tea and coffee sales to the domestic market reduced by 25% due to diminishing disposable incomes.

The volume of Macadamia production grew significantly by 234% from 233 tonnes in prior year to 779 tonnes. At 30 September 2019, 463 tonnes of the top graded crop had been sold at an average price of US\$5.04 per kilogram compared to 374 tonnes sold in prior year at US\$5.07 per kilogram.

The volume of avocado production grew by 44% from 1 371 tonnes in previous period to 1 908 tonnes in the period to September 2019. Average price of US\$1.62/kg was 60% above US\$1.01/kg realised in the previous period. Despite the adverse effects of two hailstorms and Cyclone Idai on the Avocado crop, high world market price this season compensated for low crop grade.

EBITDA for six months ended 30 September 2019 grew to ZWL96.8 million from ZWL8.4 million generated during the comparable period. Profit after tax grew to ZWL110.3 million from ZWL5.7 million in the previous year. Installation of micro-jet irrigation equipment was completed at two of the estates. The current focus is on building internal power generation capacity and work on 1.8 Mega Watt solar farm at Ratelshoek, our biggest estate, will commence before end of March 2020. Similar projects will be rolled out to the remaining four estates. Tanganda's contribution to foreign currency generation was recognised by Zimbabwe National Chamber of Commerce (ZNCC) as the segment was awarded "2018 Most Improved Exporter Award – Agriculture" in June 2019.

Hospitality – Continuing operations

Revenue grew to ZWL33.1 million from ZWL4.4 million achieved during same period last year. Revenue per available room "RevPAR" retreated by 1% in US\$ terms to US\$194. Room occupancy declined to 67.70% from 72.56% whilst the average daily rate grew by 5% to US\$287.

EBITDA grew to ZWL14.0 million from ZWL2.5 million in the previous year. Profit after tax for the six month's period was ZWL26.2 million (previous year: ZWL1.8 million). Three mock up rooms for Refurbishment works at The Victoria Falls Hotel were completed in October 2019. The roll out of the refurbishment is scheduled to commence in January 2020.

Discontinued operations

Meikles Hotel was classified as held for sale at 31 March 2019. Revenue for the period grew to ZWL31.8 million. (Previous year: ZWL6.0 million) Room occupancy for the period under review retreated to 38% from 45% in the comparative period of the previous year. RevPAR for the period declined to US\$56 from US\$61. EBITDA grew to ZWL10.7 million from ZWL0.9 million in the previous year.

As stated in the Chairman statement accompanying the Group financial results for the year ended 31 March 2019, all branches of department stores were closed at the end of June 2019. Consequently, operating results up to the date of closure and assets of the department stores were reclassified to discontinued operations. Clearance sales for stocks on hand at closure of branches were held in October and November 2019. The assets are being disposed through auction houses. Revenue for the period was ZWL0.6 million. (Previous year: ZWL0.4 million). Loss before interest, tax, depreciation and amortisation was ZWL2.1 million (Previous year: ZWL1.8 million).

Outlook

The Group is well placed to take advantage of opportunities that may arise as it has a reasonable mix of foreign currency denominated earnings to support its strategies. Trading during the first two months of the second half of the Group's financial year reflects the same trends witnessed during the first half. The Group requires capital to build internal power generation capacity to ensure agricultural export operations run smoothly through having access to power supply at critical times of crop development and processing. The proceeds from the proposed disposal of Meikles Hotel will assist the Group to promptly construct the power generation plants.

Dividend

The directors are cognisant of the need for frequent dividend distributions due to high inflation prevailing in the operating environment and in this regard a declaration will be announced before end of the financial year.

Appreciation

I would like to extend my appreciation to our customers, suppliers, shareholders and regulatory authorities for their continued support. I also extend my appreciation to my fellow Directors, and to management and staff for their dedication and commitment.

JRT Moxon
Executive Chairman
16 December 2019

CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME FOR THE SIX MONTHS ENDED 30 SEPTEMBER 2019

	INFLATION ADJUSTED		HISTORICAL COST	
	Unaudited 30 Sep 2019 ZWL 000	Unaudited 30 Sep 2018 ZWL 000	Unaudited 30 Sep 2019 ZWL 000	Unaudited 30 Sep 2018 ZWL 000
CONTINUING OPERATIONS				
Revenue	1,599,678	1,469,841	1,074,373	324,449
Net operating costs	(1,455,968)	(1,352,019)	(862,060)	(298,439)
Operating profit	143,710	117,822	212,313	26,010
Investment income	70	88	44	19
Finance costs	(9,955)	(19,455)	(5,670)	(4,295)
Net exchange (losses) / gains	(14,693)	5,292	3,231	1,168
Fair value adjustments on biological assets	(7,194)	354	(6,901)	78
Net monetary gain	169,978	-	-	-
Profit before tax	281,916	104,101	203,017	22,980
Income tax expense	(47,354)	(31,180)	(44,482)	(6,883)
Profit for the period from continuing operations	234,562	72,921	158,535	16,097
DISCONTINUED OPERATION				
Profit / (loss) for the period from discontinued operation	43,202	(3,466)	1,548	(765)
Profit for the period	277,764	69,455	160,083	15,332
Other comprehensive income, net of tax				
Items that may be reclassified subsequently to profit or loss:				
Exchange gains and monetary adjustments on translation of foreign entity	31,156	-	336,380	-
Income tax relating to items that may be reclassified subsequently to profit or loss	-	-	-	-
Other comprehensive income for the period, net of tax	31,156	-	336,380	-
TOTAL COMPREHENSIVE INCOME FOR THE PERIOD	308,920	69,455	496,463	15,332
Profit for the period attributable to:				
Owners of the parent	222,704	38,596	134,983	8,520
Non-controlling interests	55,060	30,859	25,100	6,812
Total comprehensive income is attributable to:	277,764	69,455	160,083	15,332
Total comprehensive income is attributable to:				
Owners of the parent	253,860	38,596	471,363	8,520
Non-controlling interests	55,060	30,859	25,100	6,812
308,920	69,455	496,463	15,332	
Earnings per share (cents)				
Basic earnings per share from continuing and discontinued operations	86.85	15.07	51.70	3.33
Basic earnings per share from continuing operations	70.00	16.42	51.11	3.63
Diluted earnings per share from continuing and discontinued operations	81.38	14.10	48.51	3.12
Diluted earnings per share from continuing operations	65.59	15.37	47.95	3.40
Headline earnings per share from continuing and discontinued operations	87.92	15.68	51.77	3.46
Headline earnings per share from continuing operations	70.71	15.68	48.43	3.76
Diluted headline earnings per share from continuing and discontinued operations	82.39	14.68	48.57	3.24
Diluted headline earnings per share from continuing operations	66.27	14.68	45.44	3.52



High Tea at The Victoria Falls Hotel



MEIKLES

— LIMITED —

ABRIDGED UNAUDITED FINANCIAL RESULTS FOR THE SIX MONTHS ENDED 30 SEPTEMBER 2019

NOTES TO THE ABRIDGED UNAUDITED FINANCIAL RESULTS (continued)

4. Segment information

	INFLATION ADJUSTED		HISTORICAL COST	
	Unaudited 30 Sep 2019 ZWL 000	Unaudited 30 Sep 2018 ZWL 000	Unaudited 30 Sep 2019 ZWL 000	Unaudited 30 Sep 2018 ZWL 000
Revenue				
Supermarkets	1,416,470	1,384,173	940,930	305,557
Agriculture	145,038	70,972	104,271	15,667
Hotels	45,976	19,828	33,116	4,377
Departmental stores [#]	-	-	-	-
Corporate [*]	(7,806)	(5,132)	(3,944)	(1,152)
	1,599,678	1,469,841	1,074,373	324,449

	INFLATION ADJUSTED		HISTORICAL COST	
	Unaudited 30 Sep 2019 ZWL 000	Unaudited 30 Sep 2018 ZWL 000	Unaudited 30 Sep 2019 ZWL 000	Unaudited 30 Sep 2018 ZWL 000
EBITDA				
Supermarkets	67,811	98,605	125,878	21,767
Agriculture	83,381	37,993	96,776	8,387
Hotels	20,669	11,271	13,994	2,488
Departmental stores [#]	-	-	-	-
Corporate [*]	(10,314)	(3,674)	(13,174)	(811)
	161,547	144,195	223,474	31,831

	INFLATION ADJUSTED		HISTORICAL COST	
	Unaudited 30 Sep 2019 ZWL 000	Unaudited 31 Mar 2019 ZWL 000	Unaudited 30 Sep 2019 ZWL 000	Audited 31 Mar 2019 ZWL 000
Segment assets				
Supermarkets	869,296	702,187	510,883	204,081
Agriculture	504,708	454,800	254,086	120,763
Hotels	256,677	226,657	107,453	54,930
Departmental stores	106,207	93,345	19,824	20,285
Corporate [*]	351,418	206,600	392,784	82,068
	2,088,306	1,683,589	1,285,030	482,127

	INFLATION ADJUSTED		HISTORICAL COST	
	Unaudited 30 Sep 2019 ZWL 000	Unaudited 30 Sep 2018 ZWL 000	Unaudited 30 Sep 2019 ZWL 000	Unaudited 30 Sep 2018 ZWL 000
Segment liabilities				
Supermarkets	357,925	300,715	357,925	108,112
Agriculture	119,007	139,521	56,394	33,385
Hotels	81,532	83,412	56,170	26,761
Departmental stores	20,238	50,504	23,611	18,102
Corporate [*]	54,087	98,314	55,923	43,389
	632,789	672,466	550,023	229,749

*Intercompany transactions and balances have been eliminated from the corporate amounts. Corporate also includes other subsidiaries that are immaterial to warrant separate disclosure.

[#]Department Stores was reclassified to discontinued operations in the current year.

The EBITDA figures are before Group management fees.



TM Supermarket

4.1 Discontinued operations

Meikles Hotel

The Directors of the Company resolved to dispose of the entire Meikles Hotel property, plant and equipment. Meikles Hotel is a division within the Group's hospitality segment, Meikles Hospitality (Private) Limited. As at the interim reporting date, sale agreements had been concluded in principle subject to approval by shareholders of the Company and regulatory authorities. The expected proceeds of sale exceed the carrying amount of the related net assets and, accordingly, no impairment losses were recognised. The assets to be disposed have been classified as held for sale on the consolidated statement of financial position.

Departments Stores

As at 30 June 2019 all the remaining branches of Department Stores were closed. Meikles Limited has committed to pay off the company's remaining outstanding creditors. The operations have been classified as discontinued in these abridged financial results.

The prior year comparative financial information from discontinued operations has been re-presented to include the operation classified as discontinued in the current period.

5. Other information

Capital commitments authorised but not contracted for Group's share of capital commitments of joint operation

	INFLATION ADJUSTED		HISTORICAL COST	
	Unaudited 30 Sep 2019 ZWL 000	Unaudited 31 Mar 2019 ZWL 000	Unaudited 30 Sep 2019 ZWL 000	Audited 31 Mar 2019 ZWL 000
	330,364	330,364	118,836	118,836
	33,891	33,891	12,191	12,191
6. Net borrowings				
Non-current borrowings	13,936	34,058	13,936	12,244
Current borrowings	46,376	143,303	46,376	51,520
Total borrowings	60,312	177,361	60,312	63,764
Cash and cash equivalents	(133,733)	(91,807)	(133,733)	(33,006)
Net borrowings	(73,421)	85,554	(73,421)	30,758
Comprising:				
Secured	49,697	157,506	49,697	56,622
Unsecured	10,615	19,855	10,615	7,142
	60,312	177,361	60,312	63,764

6.1 Breach of loan covenants

During the course of the financial year, the Group was in default on some of its loan covenants with lenders. These defaults arose as a result financial difficulties facing the Department Stores. The affected lenders had called on the loans but the Group managed to renegotiate new payment agreements with these lenders. The Group has managed to settle some of the loans in full subsequent to the interim reporting date and continues to service the outstanding loans on a monthly basis.



Tanganda Tea Estate



Macadamia Nuts Ready for Harvesting