

# Steinhoff



International Holdings Ltd

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OFFICE OF INTERNATIONAL  
CORPORATE FINANCE

13 October 2005

Office of International Corporate Finance  
Division of Corporation Finance  
Securities and Exchange Commission  
450 Fifth Street N.W.  
Washington, D.C. 20549 - 0302  
Mail Stop 3-2  
United States of America



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SUPPL

Dear Sirs

**STEINHOFF INTERNATIONAL HOLDINGS LIMITED :  
EXEMPTION PURSUANT TO RULE 12g3-2(b) OF THE US SECURITIES EXCHANGE  
ACT OF 1934 : EXEMPTION NUMBER 82-34772**

Enclosed please find a copy of a public announcement in respect of the company's audited results for the year ended 30 June 2005, made through the news service of the JSE Securities Exchange South Africa for your records. A copy of the company's annual report will be forwarded to you shortly

Trusting that you find the above in order.

Yours faithfully

**STEINHOFF INTERNATIONAL GROUP SERVICES  
PER : PIET FERREIRA  
DIRECTOR : M&A's AND CORPORATE ADVISORY SERVICES**

PROCESSED

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THOMSON  
FINANCIAL

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# audited results



for the year ended 30 June 2005

## Abridged consolidated income statement

for the year ended 30 June 2005

	Audited year ended 30/06/05 R'000	*Audited (restated) year ended 30/06/04 R'000	% increase
Revenue	19 114 369	10 572 130	81
Operating income before depreciation and exceptional items	2 452 885	1 515 590	62
Depreciation	(435 567)	(214 302)	
Operating income after depreciation and exceptional items	2 017 318	1 301 288	55
Earnings before goodwill amortisation, interest and taxation	1 993 250	1 172 366	70
Goodwill amortised	-	(38 592)	
Earnings before interest and taxation	1 993 250	1 133 774	76
Net finance charges	(165 728)	(76 836)	
Earnings before taxation	1 827 522	1 056 936	73
Taxation	(222 120)	(145 444)	
Earnings after taxation	1 605 402	911 492	76
Share of associate companies' income	50 265	115 474	
Attributable to minorities	(64 112)	(4 012)	
Income attributable to shareholders	1 591 555	1 022 954	56
Number of shares in issue ('000)	1 130 584	1 122 966	1
Weighted average number of shares in issue ('000)	1 128 054	1 067 461	6
Attributable income (R'000)	1 591 555	1 022 954	56
Headline earnings (R'000)	2 158 840	1 177 840	35
Basic earnings per share (cents)	141	96	47
Headline earnings per share (cents)	141	110	28
Diluted basic earnings per share (cents)	138	94	47
Diluted headline earnings per share (cents)	138	108	28
Distribution per share (cents)	30	22	

**Note 1: Exceptional items (R'000)**

- Profit on disposal of business
- Loss on disposal of business
- Discontinued operations and closure cost
- Impairment of property, plant and equipment

**Note 2: Headline earnings calculation**

Income attributable to shareholders

Adjustment for:

- Exceptional items
- Goodwill amortisation
- Profit on disposal of property, plant and equipment
- Loss/profit on disposal of property, plant and equipment included in share of associate income
- Goodwill amortisation included in share of associate income
- Negative goodwill included in share of associate income

Headline earnings for the year

*\* Prior year figures have been restated to reflect the effect of the changes in the methods of recognising operating lease costs, the restatement of associated companies' figures to reflect the restatement of foreign operations into their functional currency, the proportionate consolidation of joint ventures and the change in the method of accounting for operating lease costs. These adjustments had the effect of reducing basic earnings per share from 97c to 96c and headline earnings per share from 112c to 110c.*

## Abridged consolidated cash flow statement

for the year ended 30 June 2005

	Audited year ended 30/06/05 R'000	*Audited year ended 30/06/04 R'000
Operating profit before working capital changes	2 414 635	1 441 942
Net changes in working capital	(990 526)	97 420
Cash generated from operations	1 424 109	1 539 362
Net finance costs	(165 728)	(76 836)
Dividends paid	(333 076)	(34 333)
Dividends received	19 957	18 560
Taxation	(201 083)	(117 480)
Net cash inflow from operating activities	744 179	1 329 271
Net cash outflow from investing activities	(2 479 035)	(1 363 982)
Net cash inflow from financing activities	2 998 213	1 688 230
Net increase in cash and cash equivalents	1 265 357	1 653 519
Effects of exchange rate changes on cash and cash equivalents	(502)	2 392
Cash and cash equivalents at beginning of period	3 656 442	2 000 531
Cash and cash equivalents at end of period	4 917 297	3 656 442

Cash and cash equivalents can be reconciled to the balance sheet as follows:

- Cash and cash equivalents above
- Overdrafts included in financing activities

Cash and cash equivalents per balance sheet

*\* The changes in accounting policies had no cash flow effect.*

## Abridged consolidated balance sheet

at 30 June 2005

	Audited year ended 30/06/05 R'000	*Audited (restated) year ended 30/06/04 R'000
<b>ASSETS</b>		
Non-current assets		
Property, plant and equipment, plantations and intangible assets	8 876 959	3 291 882
Investments and loans	1 453 101	1 360 458
Deferred tax assets	375 205	129 675
	10 705 265	4 782 015
Current assets		
Accounts receivable and short-term loans	5 877 610	3 766 704
Inventories	2 937 671	1 348 515
Cash and cash equivalents	4 185 349	3 645 765
	13 000 630	8 760 984
<b>Total assets</b>	<b>23 705 895</b>	<b>13 542 999</b>
<b>EQUITY AND LIABILITIES</b>		
Capital and reserves		
Ordinary share capital and reserves	8 276 191	6 454 006
Preference share capital	643 879	-
	8 920 070	6 454 006
Minority interest	1 273 815	35 241
Non-current liabilities		
Net interest bearing	998 691	118 512
Long-term liabilities	5 393 680	3 174 015
Long-term licence fee liability	143 893	180 621
Long-term provisions	235 478	24 838
	6 671 742	3 497 986
Current liabilities		
Net interest bearing	763 444	523 269
Accounts payable and provisions	6 076 824	3 031 897
	6 840 268	3 555 166
<b>Total equity and liabilities</b>	<b>23 705 895</b>	<b>13 542 999</b>
Net asset value per ordinary share (cents)	732	573
Gearing ratio (%)	22%	9%
Closing exchange rate - Rand: Euro	8,0965	7,5563

## Consolidated statement of changes in equity

for the year ended 30 June 2005

	Ordinary share capital and premium R'000	Preference share capital and premium R'000	Non-distributable reserves R'000	Distributable reserves R'000	Total R'000
Balance at 30 June 2003*	2 240 944	-	243 609	2 387 948	4 872 501
Earnings attributable to shareholders	-	-	1 022 953	1 022 953	
Dividends paid	-	-	(34 141)	(34 141)	
Issue of shares	920 934	-	-	920 934	
Decrease in foreign currency translation reserves	-	-	(329 837)	(329 837)	
Financial Instruments revaluation reserve	-	-	(14)	(14)	
Share of associate companies' retained earnings transferred to non-distributable reserves	-	-	13 341	(13 341)	
Share of associate companies' retained earnings transferred to distributable reserves	-	-	(23 292)	23 292	
Investment reserves released to income	-	-	(1 125)	(1 125)	
Increase in investment reserve	-	-	3 335	3 335	
Balance at 30 June 2004	3 161 878	-	(93 983)	3 386 711	6 454 606
	Ordinary share capital and premium R'000	Preference share capital and premium R'000	Non-distributable reserves R'000	Distributable reserves R'000	Total R'000
Balance at 30 June 2004*	3 161 878	-	(93 983)	3 386 711	6 454 606
Earnings attributable to shareholders	-	-	1 591 555	1 591 555	
Dividends paid	-	-	(248 970)	(248 970)	
Issue of shares	28 977	643 879	-	672 856	
Negative goodwill released	-	-	-	110 957	
Increase in foreign currency translation reserve	-	-	342 222	342 222	
Share of associate companies' retained earnings transferred to non-distributable reserves	-	-	(126 893)	126 893	
Financial Instruments revaluation reserve	-	-	482	(482)	
Decrease in investment reserve	-	-	(3 638)	(3 638)	
Balance at 30 June 2005	3 190 855	643 879	118 190	4 967 146	8 920 070

*\* Prior year figures have been restated to reflect the effect of the changes in the methods of recognising operating lease costs, the restatement of associated companies' figures to reflect the restatement of foreign operations into their functional currency, the proportionate consolidation of joint ventures and the change in the method of accounting for operating lease costs.*

**Notes**

1. **Basic of preparation**  
The accounting policies used in the preparation of the twelve months results announcement are, unless otherwise indicated herein, consistent with those applied in the previous period. These results are compiled in accordance with the South African Statement of Generally Accepted Accounting Practice (AGAP) applicable to financial reporting, the Listings Requirements of the JSE Limited and Schedule 4 of the Companies Act of South Africa.

2. **Changes in accounting policies**  
AGAP accounting for secondary tax on companies ("STC") is effective for years commencing on or after 1 January 2004. This statement was effectively adopted for the first time by the Group in the

previous financial year when a deferred tax asset was raised on the STC credits. The amount carried as an asset at 30 June 2005 amounted to R0.16 million (2004: R1.5 million).

**Circular 7/2005: Operating leases** which was issued by the South African Institute of Chartered Accountants on 2 August 2005, and refers to the requirements of AC105: Leases, in terms of which operating leases of non-current assets must be accounted for on the straight-line basis. In South Africa, the previous accounting treatment of such operating leases was generally not consistent with the requirements of AC105. The impact of accounting for operating lease costs on the straight-line basis rather than the cash flow basis had the effect that operating lease earnings have been adjusted by approximately R69 million and the operating lease charges for the current and prior years have increased by R10 million and R16 million respectively. These amounts are gross and the deferred tax effect has been accounted for accordingly.

AC146 (FRS 3) Business combinations was adopted for the first time by the Group for the year ended 30 June 2005. The first time adoption of AC146 has the effect that goodwill is no longer amortised but rather tested for impairment annually and previously recognised negative goodwill is released to distributable reserves. The adoption of this statement had a material impact in the current year as the Group successfully concluded a number of significant strategic investment deals on a global basis. These include the acquisition of a further significant portion in Unitrans Limited ("Unitrans") in terms of the Group's pre-emptive right against the Murray & Roberts Limited's shareholding in Unitrans. This has resulted in Unitrans becoming a subsidiary, effective January 2005. In Germany, the Group acquired certain assets of the Huska Group of companies and in the United Kingdom, the Group acquired a controlling share in the Homestyx Group Plc. In terms of AC140, the Group also adopted AC129 (Revised) in connection with intangible assets.

3. **Audit opinion**  
The consolidated annual financial statements for the year ended 30 June 2005 has been audited by Deloitte & Touche and their accompanying unqualified audit report as well as their unqualified audit report on this set of summarised financial information are available for inspection at the company's registered office. These summarised financial statements have been derived from the Group financial statements and are consistent in all material respects, with the Group financial statements.

4. **Corporate governance**  
The Group subscribes to and complies with the Code on Corporate Governance Practices as contained in the second King Report on Corporate Governance.

5. **Social responsibility**  
Steinhoff continues to be recognised for its corporate social investment activities. Management remains committed to the related initiatives. A number of social responsibility projects are currently underway. A sound working relationship is maintained with the relevant Unions. Ongoing skills and quality activities continue to ensure compliance with current legislation.

6. **Related party transactions**  
The company entered into various related party transactions. These transactions are no less favourable than those arranged with third parties.

7. **Subsequent events**  
No significant events, except for the AMAP transaction referred to under "Corporate Activity", have occurred in the period between the year-end and the date of this report.

## Commentary

### REVIEW OF RESULTS

**PRELIMINARY**  
The average exchange rate used for converting Euro income and expenditure to Rand was R7,909/€1 compared to R8,214/€1 in respect of the year ended 30 June 2004, representing a Rand conversion rate of 14%.

The Group's business model of an expanded geographical base, combining and growing the mix between third party sourcing vis-a-vis own manufacturing, and diversification and integration strategies which differ from region to region, remain effective. The results were delivered in a period where the market conditions in Continental Europe and the United Kingdom continued to be depressed, whereas the Pacific Rim remains competitive. South Africa continued to experience strong consumer demand as a result of consumer confidence and sound economic fundamentals. The competitive situation in the United Kingdom led to the acquisition, with effect from 30 June 2005, of a 60,8% interest in the retailer, Homestyx Group Plc.

**PERFORMANCE**  
The Group's revenues increased by 81% from R10 572 million to R19 114 million. A portion of this increase was attributable to the consolidation. For the first time, the results of Unitrans (6 months) and PG Bison Holdings (Pty) Limited ("PG Bison") (12 months), both of which were previously associated and are now subsidiaries of the Group.

The Group generated 52% (2004: 83%) of its revenues in currencies other than South African Rand, principally Euro, Pound Sterling ("GBP"), US Dollar ("US\$") and Australian Dollar ("AUD"). The revenue achieved in Euro terms increased by 86% from Euro 1 287 million to Euro 2 416 million.

Headline earnings grew by 35% from R1 178 million in 2004 to R1 590 million. Headline earnings per share increased 28% to 141 cents (2004: 110 cents) with basic earnings per share increasing 47% to 141 cents (2004: 96 cents). The weighted average number of shares in issue increased by 6% from 1 122,966 to 1 128,054 ('000) (2004: 1 067,5 million).

Ordinary shareholders' funds at 30 June 2005 amounted to R8 276 million (2004: R6 455 million). Return on average ordinary shareholders' funds increased to 22% (2004: 21%). The net asset value per ordinary share improved further by 27% from 573 cents to 732 cents per share, notwithstanding an increase in the number of issued shares to 1 130,6 million at 30 June 2005 (2004: 1 123,0 million).

The Group's cash flow from operations was R1 424 million (2004: R1 539 million). Cash generation is calculated after a net increase in working capital of R991 million (2004: decrease of R97 million). This was attributable to an increase in inventory and accounts receivable commensurate with the Group's growth in activity levels, and the continuation of the policy of accelerated payments to suppliers to obtain preferential treatment.

The average operating margin of the Group was 10,6% for the year. However, in order to facilitate comparison with previous periods, if the effects of Unitrans' lower margins are eliminated on a pro forma basis, the operating margin of the remainder of the Group improved to 13% (2004: 12,5%). The Group continues to benefit from enhanced efficiencies throughout the supply chain, its critical mass and its policy to fund third party suppliers to achieve favourable terms of supply of outsourced products.

Net finance charges for the year were R166 million (2004: R77 million). These finance charges include the net finance charges of Unitrans for the latter six months of the year and reflect the higher activity levels of the Group. The impact of the increased finance charges was partially offset by strong operating cash generation, the lower cost of debt in South Africa as well as in Europe, and the lower average exchange rate at which Euro finance charges were converted to South African Rand. The funding of approximately GBP 87 million required for the Homestyx investment (R1 050 million at the spot rate of R12,0633: 1 GBP nulling at 30 June 2005) was met from the Group's cash resources in the UK.

At 30 June 2005 Steinhoff had net interest bearing debt of R1 972 million (2004: net cash assets of R34 million resulting in a debt: equity ratio of 22%).

The Group's taxation charge increased to R222 million (2004: R145 million) in line with expectations. Management remains confident that the average tax rate of the Group will not exceed 15% of pre-tax income for the foreseeable future.

The Group's expansion of the buying office in China and the centralisation of all third party sourcing and distribution activities under the Pacific Rim division are continuing to deliver positive results. The wholesale, distribution & retail business segment, which already comprises 51% of Steinhoff's sourcing revenue, enhances the Group's flexibility and product offering and continues to contribute to market share gains in the Group's principal markets.

**SEGMENTAL ANALYSIS**  
The Group's main activity is an integrated global lifestyle supplier is focused on manufacturing and wholesale, distribution and retail.

## Segmental analysis in euro '000

	Revenue 30/06/2005	Revenue 30/06/2004	% change
Manufacturing	1 189 241	892 896	33
Wholesale, distribution and retail	1 227 516	394 118	211
<b>Total</b>	<b>2 416 757</b>	<b>1 287 008</b>	<b>68</b>