

# Unaudited Group results for the six months ended 31 August 2019

### Salient features



EBITDA for the period decreased by 29% to R151 million (H1 2018: R212 million)



**Loss** after tax of **R447 million** compared to a net profit after tax of R99 million in the prior half year period



Loss per share of 413,3 cents per share compared to an earnings per share of 90,2 cents per share in the prior half year period



Headline earnings per share of 5,1 cents compared to 88,3 cents per share in the prior half year period



Cash generated by operations declined by 69% to R110 million (H1 2018: R358 million)



The gearing ratio increased to 50% from 35%



Days sales outstanding (DSO) improved to 51 days from 52 days



**Revenue** for the period decreased by **10%** to **R7 billion** (H1 2018: R8 billion)

A **final dividend of R106 million** (relating to the financial year ended 28 February 2019) has been paid to all shareholders on 19 August 2019. No dividend has been declared for the six-month period ended 31 August 2019 (2018: Nil).

### Commentary

### **Performance overview**

The Group is disappointed to report, for the half year ended 31 August 2019, a net loss of R447 million compared to a R99 million profit for the same period last year. The decline in performance can be attributed to a combination of challenges in our trading environments, unsatisfactory operating performance and impairments amounting to R452 million. Group revenue declined by R784 million during the period. The largest contributors to this decline were the Industrial Services (R291 million decline) and Support Services (R210 million decline) businesses in South Africa, and the Industrial Services (R263 million decline) business in Australia.

### Segment report

|  |   | Revenue   |          |   | Gross profit                                    |          |   | EBITDA  |          |
|--|---|---|----------|---|---|----------|---|---|----------|
|  | Unaudited<br>six months<br>to 31 August<br>2019 | Unaudited<br>six months<br>to 31 August<br>2018 | Variance | Unaudited<br>six months<br>to 31 August<br>2019 | Unaudited<br>six months<br>to 31 August<br>2018 | Variance | Unaudited<br>six months<br>to 31 August<br>2019 | Unaudited<br>six months<br>to 31 August<br>2018 | Variance |
|  | R000  | R000  | %        | R000  | R000  | %        | R000  | R000  | %        |
| South Africa                                 |   |   |          |   |   |          |   |   |          |
| Industrial Services                          | 2 907 220                                       | 3 198 437                                       | (9,1)    | 259 364   | 395 100   | (34,4)   | 134 050   | 166 037   | (19,3)   |
| Professional Services                        | 919 459   | 961 809   | (4,4)    | 167 553   | 199 650   | (16,1)   | 68 687  | 77 898  | (11,8)   |
| Support Services                             | 520 222   | 729 817   | (28,7)   | 93 471  | 128 989   | (27,5)   | 17 018  | 27 501  | (38,1)   |
| Training                                     | 75 738  | 90 913  | (16,7)   | 60 602  | 61 839  | (2,0)    | 13 550  | 3 874   | >100     |
| Financial Services                           | 66 366  | 84733   | (21,7)   | 44 345  | 52 110  | (14,9)   | 32 842  | 32 112  | 2,3      |
| South Africa<br>operations before            |   |   |          |   |   |          |   |   |          |
| central costs                                | 4 489 005                                       | 5 065 709                                       | (11,4)   | 625 335   | 837 688   | (25,3)   | 266 147   | 307 422   | (13,4)   |
| Central costs*                               | -   | 1 024   | (100)    | -   | (133)   | (100)    | (160 698)                                       | (166 058)                                       | (3,2)    |
| Total – SA reported                          | 4 489 005                                       | 5 066 733                                       | (11,4)   | 625 335   | 837 555   | (25,3)   | 105 449   | 141 364   | (25,4)   |
| Australia                                    |   |   |          |   |   |          |   |   |          |
| Industrial Services                          | 626 496   | 889 510   | (29,6)   | 56 376  | 84 534  | (33,3)   | 6 968   | 30 483  | (77,1)   |
| Professional Services                        | 2 072 750                                       | 2 016 376                                       | 2,8      | 168 267   | 157 767   | (6,7)    | 49 740  | 55 213  | (9,9)    |
| Australia operations<br>before central costs | 2 699 246                                       | 2 905 886                                       | (7,1)    | 224 643   | 242 301   | (7,3)    | 56 708  | 85 696  | (33,8)   |
| Central costs                                | -   | -   | -        | -   | -   | -        | (11 099)  | (14 635)  | (24,2)   |
| Total – Australia<br>reported                | 2 699 246                                       | 2 905 886                                       | (7,1)    | 224 643   | 242 301   | (7,3)    | 45 609  | 71 061  | (35,8)   |
| Total Group – reported                       | 7 188 251                                       | 7 972 619                                       | (9,8)    | 849 978   | 1 079 856                                       | (21,3)   | 151 058   | 212 425   | (28,9)   |

\* These are gross central costs before allocations to operating entities. They are currently tracked separately to ensure visibility over the rightsizing of this amount. Central costs comprise head office costs and certain shared functions.

### Commentary continued

A large portion of the revenue decline in the South African Industrial Services and Support Services businesses was a result of a combination of the poor macroeconomic conditions and the final effects of the July 2018 Constitutional Court ruling on the "deeming" provision in the Labour Relations Act (LRA) flowing through our client base. As the market leader in the South African staffing industry, it goes without saying that we are directly impacted by South Africa's economic and employment woes. In the first half of this year, unemployment increased to 29%, business confidence fell to the lowest level in over two decades and the post-election economic relief, which many of our corporate clients were holding out for, has not materialised. This resulted in our clients rebasing their business projections, leading to higher than anticipated volume reduction in our South African Industrial Services and Support Services businesses. In addition to these cyclical factors, the Support Services business has been impacted by technological disruption in areas such as call centre staffing. In both these businesses, we are stepping up our level of interaction with clients, refining our value proposition and reducing our costs-to-serve.

The most significant impact on the half year results was not so much the decline in our revenue, but a decline in our gross margins which was not matched by a timely response to rationalise our related fixed cost base. We believe these interventions are reasonably within management control, and remedial measures have already commenced.

We are encouraged by the positive performance in our Training business, which has more than doubled in earnings, as we adopt a more commercial focus and rationalise the business.

Financial Services revenue decreased by 22% primarily due to the fact that prior year numbers include revenue for the FNDS 3000 business that was sold in Q1 of FY2019. Revenue in the Financial Services division has also been negatively impacted by the reduction of TES headcount which affects the Employee Benefits business. Excluding these factors, revenue for the FMS part of the business was up 12% and continues to perform well.

The revenue decline in the Australian Industrial Services division was largely as a result of drought conditions and floods that materially impacted the Labour Solutions Australia (LSA) business, which primarily provides staff to the agricultural sector. We have already started seeing some recovery in this business in the second half, but the events further highlight the urgent need to diversify the LSA business and this remains a key strategic focus. In light of the deterioration in financial performance, management undertook a review of the significant goodwill and intangible assets balance. We have impaired R452 million worth of goodwill in Paracon, Blu, Cynergy, DAV and LSA given the significant slowdown in these businesses over the period under review. The details of this impairment can be found in note 7. Despite the impairment, these businesses remain cash generative and profitable. The impairment is primarily an accounting requirement, and management do not believe that this reflects a permanent loss of value or decline in the long term prospects of the businesses.

The Group posted, for the half year ended 31 August 2019, a net loss after tax of R447 million, a loss per share of 413,3 cents and HEPS of 5,1 cents.

We continue to focus on building a lean and agile business and phase 2 of the optimisation project has begun. This phase entails the structural redesign and process re-engineering of our operations and remaining support functions. As part of this project, it has become clear that some of the costs that are classified as overheads are directly associated to our cost-to-serve. We have gone through a comprehensive exercise to fully identify and understand these costs in order to quantify what our true gross profit (GP) margins are, and have adjusted this prospectively.

Consequently, the August 2019 cost of sales in the income statement below includes direct costs which were contained in operating expenses, below the GP line, in the prior comparable period. The GP margin on our income statement has fallen from 13,5% to 11,8%, however on a like-for-like basis, it has reduced from 13,5% to 13,2%. We believe this approach is crucial in assisting the business going forward to price its contracts and services appropriately.



## Commentary continued

### **Income statement**

|  | Unaudited      | Unaudited     |          |
|--|----------------|---------------|----------|
|  | six months to  | six months to |          |
|  | 31 August      | 31 August     |          |
|  | 2019           | 2018          | Variance |
|  | R000           | R000          | %        |
| Revenue  | 7 188 251      | 7 972 619     | (9,8)    |
| Cost of sales  | (6 338 273)    | (6 892 763)   | (8,0)    |
| Gross profit   | 849 978        | 1 079 856     | (21,3)   |
| Gross profit %   | 11, <b>8</b> % | 13,5%         |          |
| Otherincome  | 13 284         | 28 073        | (52,7)   |
| Operating expenses (excluding depreciation and amortisation) | (712 204)      | (895 504)     | (20,5)   |
| EBITDA   | 151 058        | 212 425       | (28,9)   |
| EBITDA %   | 2,1%           | 2,7%          |          |
| Depreciation and amortisation                                | (64 797)       | (36 864)      | 75,8     |
| Depreciation and amortisation reported                       | (38 613)       | (36 864)      | 4,7      |
| Depreciation of right-of-use assets (IFRS 16)                | (26 184)       | -             |          |
| Net cost of funding  | (46 604)       | (49 352)      | 5,6      |
| Net cost of funding reported                                 | (40 072)       | (49 352)      | 33,7     |
| Lease liability interest (IFRS 16)                           | (6 532)        | -             |          |
| Impairment of intangible assets, goodwill and bonds          | (452 160)      |               |          |
| Profit on disposal of assets/associate (pre-tax)             | -              | 1 999         |          |
| (Loss)/profit before taxation                                | (412 503)      | 128 208       | >100     |
| Taxation   | (34 116)       | (29 137)      | 17,1     |
| (Loss)/profit for the period                                 | (446 619)      | 99 071        | >100     |

Included in operating expenses is R20 million of costs related to strategic transformation activities. The Group adopted IFRS 16 in the current reporting period, resulting in the recognition of a "right-of-use" asset of R476 million, an increase to EBITDA of R15 million, depreciation of R26 million and interest expense of R7 million.

The net cost of funding has improved by 5,8% mainly due to better cash management. The increase in the tax expense by 17,1% is mainly due to additional deferred tax raised in the current year on the IFRS 16 finance lease liability. However, our effective tax rate has decreased from 22,7% to a negative 8,3%, as a result of the goodwill impairment recognised.

Despite the operating difficulties reflected in the half year results, Adcorp remains South Africa's largest staffing provider with a blue-chip client base that includes South Africa's leading companies in telecommunications, financial services, energy, manufacturing and general industrials. The bulk of our volume reductions have been driven by clients pulling back on their volumes, as opposed to Adcorp losing the clients completely. We, therefore, remain focused on delivering high quality service to our clients to ensure that we remain our clients' top choice when the cycle eventually turns.

### Changes to the Board of Adcorp

The following changes to the directorate took place during the period under review:

- Appointment of R van Dijk as an independent non-executive director with effect from 6 June 2019.
- Appointment of M Nkosi as a non-executive director with effect from 6 June 2019.
- Resignation of M Mthunzi as an independent non-executive director with effect from 6 June 2019.
- Resignation of P Moeketsi as a non-executive director with effect from 6 June 2019.
- Appointment of FluidRock Co Sec (Pty) Ltd as Company Secretary with effect from 25 July 2019.
- Resignation of Innocent Dutiro as an executive director with effect from 8 October 2019.

The Board would like to thank our outgoing board members Mncane Mthunzi and Paul Moeketsi, and our outgoing Chief Executive Officer, Innocent Dutiro, for their contribution over the years. We welcome our new board members, Ronel van Dijk and Monde Nkosi, who bring strong financial skills to the Audit and Risk and Investment committees.



### Commentary continued

### Outlook

Despite the disappointing financial and operational performance for the half year period under review, the business is fundamentally sound and will be able to meet all its commitments and deliver on its strategic plans, albeit over a longer timeframe.

In South Africa, our focus over the short term will be the implementation of tactical interventions to claw back on the losses incurred in the first half of this year. We have also begun simplifying the grouping of our different business units in line with our go-to-market strategies to ensure that businesses that serve the same client base and have similar processes operate under the same pillar and benefit from synergies and collaboration. As noted above, we anticipate our businesses to be agile in responding to revenue and margin pressures through right sizing their cost bases as well as offering better customer propositions. The Group will also be spending more time on customer centric activities compared to the past two years, which have been dominated by internal restructure efforts.

A key focus of the strategic transformation is the realianment of our Training business so that we can effectively leverage our assets, which include numerous accreditations and campuses across the country, to deliver value in reskilling and upskillina of South Africa's workforce. Developments in our Training business are exciting as we work with an increasing number of our clients to deliver demand-led requirements that enhance their workforce skills requirements in a growing age of digital through our IT certification business, TorqueIT. The need for skilled artisans is an imperative for our South African market and we are harnessing our capabilities within our businesses, Adcorp Technical Training (ATT) and Production Management Institute (PMI), to partner with our clients in the heavy industrials, mining and logistics industries.

While we are seeing a marginal uplift in headcount volumes in our LSA business, we do not expect a full recovery in the current financial year. Diversification away from agriculture had already been identified as an area of focus and we are investigating our options in this regard within Australia. Paxus, which had been impacted by a slowdown in volumes in response to the May general elections in Australia, is anticipating a stronger second half of the financial year.

Positioning ourselves to remain competitive as we support our clients as they navigate their human capital and workplace needs remains a priority for the business, and we remain committed to unlocking value for our shareholders while we provide a positive impact in the countries and communities where we work.

### **Appreciation**

We would like to thank our Board, shareholders, funders, employees and all other stakeholders for their ongoing support during this difficult trading period. Thank you for your continued confidence in the potential that the Adcorp Group holds.

By order of the Board

### GT Serobe

Chairman

Interim Chief Executive Officer

CJ Kujenga

16 October 2019

# Condensed consolidated statement of financial position

as at 31 August 2019

|  | Notes | Unaudited<br>six months to<br>31 August<br>2019<br>R000 | Unaudited<br>six months to<br>31 August<br>2018<br>R000 | Audited<br>year to<br>28 February<br>2019<br>R000 |
|--|-------|---|---|---|
| Assets   |       |   |   |   |
| Non-current assets                               |       | 1 717 188   | 1 774 671   | 1 711 896   |
| Property and equipment                           |       | 88 808  | 65 137  | 57 647  |
| Right-of-use assets                              |       | 451 484   | -   | -   |
| Intangible assets                                |       | 212 164   | 265 934   | 231 601   |
| Goodwill   | 7     | 750 349   | 1 222 110   | 1 188 811   |
| Investment                                       |       | 16 907  | 13 670  | 15 247  |
| Investment – amortised cost<br>Deferred taxation | 8     | 107.47/   | 10 361  | -   |
|  | 8     | 197 476   | 197 459   | 218 590   |
| Current assets                                   |       | 2 672 724   | 3 000 848   | 2 647 253   |
| Trade receivables<br>Other receivables           |       | 2 045 496<br>167 727                                    | 2 170 205<br>141 732                                    | 2 086 490<br>103 712                              |
| Investment – amortised cost                      |       | 3 097   | 141752  | 2 992   |
| Taxation prepaid                                 |       | 54 094  |   | 87 202  |
| Cash and cash equivalents                        |       | 402 310   | 599 370   | 366 857   |
| Total assets                                     |       | 4 389 912   | 4 775 519   | 4 359 149   |
| Equity and liabilities                           |       |   |   |   |
| Capital and reserves                             |       | 1 350 749   | 1 851 214   | 1 905 474   |
| Share capital and share premium                  |       | 1 740 858   | 1 740 858   | 1 740 858   |
| Reserves   |       | (390 109)   | 110 356   | 164 616   |
| Total interest-bearing liabilities               | 9     | 1 540 189   | 1 231 757   | 892 189   |
| Non-current liabilities                          |       | 1 219 516   | 892 985   | 697 126   |
| Long-term loans                                  |       | 831 840   | 892 985   | 690 466   |
| Finance lease liability: right-of-use assets     |       | 387 676   | _   | _   |
| Provisions                                       |       | -   | -   | 6 660   |
| Current liabilities                              |       | 320 673   | 338 772   | 195 063   |
| Short-term portion of long-term loans            |       | 237 611   | 338 046   | 194 836   |
| Finance lease liability: right-of-use assets     |       | 81 605  | -   | _   |
| Bank overdraft                                   |       | 1 457   | 726   | 227   |
| Non-interest-bearing liabilities                 |       | 1 498 974   | 1 692 548   | 1 561 486   |
| Non-current liabilities                          |       | 94 616  | 91 878  | 104 077   |
| Deferred taxation                                | 8     | 94 616  | 91 878  | 104 077   |
| Current ligbilities                              |       | 1 404 358   | 1 600 670   | 1 457 409   |
| Trade and other payables                         |       | 1 097 235   | 1 242 858   | 1 111 233   |
| Provisions                                       |       | 275 916   | 309 506   | 286 663   |
| Taxation   |       | 31 207  | 48 306  | 59 513  |
| Total equity and liabilities                     |       | 4 389 912   | 4 775 519   | 4 359 149   |

## Condensed consolidated statement of profit or loss

|   | Note | Unaudited<br>six months to<br>31 August<br>2019<br>R000 | Unaudited<br>six months to<br>31 August<br>2018<br>R000 | Audited<br>year to<br>28 February<br>2019<br>R000 |
|---|------|---|---|---|
| Revenue   | 5    | 7 188 251   | 7 972 619   | 15 065 369  |
| Cost of sales   |      | (6 338 273)   | (6 892 763)   | (13 032 499)                                      |
| Gross profit  |      | 849 978   | 1 079 856   | 2 032 870   |
| Other income  |      | 13 284  | 28 073  | 45 461  |
| Operating expenses (excluding depreciation<br>and amortisation)                           |      | (712 204)   | (895 504)   | (1 611 174)                                       |
| Earnings before depreciation and amortisation   |      | 151 058   | 212 425   | 467 157   |
| Depreciation and amortisation   |      | (64 797)  | (36 864)  | (79 416)  |
| Operating profit  |      | 86 261  | 175 561   | 387 741   |
| Interest income   |      | 14 339  | 7 072   | 21 031  |
| Interest expense  |      | (60 943)  | (56 424)  | (104 624)   |
| Impairment of goodwill  |      | (452 160)   | -   | (6 821)   |
| Profit on disposal of non-core assets   |      | -   | 1 999   | -   |
| Profits from the sale of subsidiary and associate   |      | -   | -   | 574   |
| (Loss)/profit before taxation   |      | (412 503)   | 128 208   | 297 901   |
| Taxation expense  |      | (34 116)  | (29 137)  | (35 578)  |
| (Loss)/profit for the period from continuing<br>operations                                |      | (446 619)   | 99 071  | 262 323   |
| Loss for the period from discontinued operations  |      | -   | (351)   | (178)   |
| (Loss)/profit for the period  |      | (446 619)   | 98 720  | 262 145   |
| (Loss)/profit attributable to:  |      |   |   |   |
| Owners of the parent from continuing operations<br>Owners of the parent from discontinued |      | (446 619)   | 98 650  | 261 850   |
| operations  |      | -   | (351)   | (178)   |
| Non-controlling interest  |      | -   | 421   | 473   |
| Continuing operations   |      |   |   |   |
| Basic (loss)/earnings per share (cents)   |      | (413,3)   | 90,5  | 240,1   |
| Diluted (loss)/earnings per share (cents)   |      | (413,3)   | 87,6  | 234,3   |
| Discontinued operations   |      |   |   |   |
| Basic loss per share (cents)  |      | -   | (0,30)  | (0,16)  |
| Diluted loss per share (cents)  |      | -   | (0,30)  | (0,16)  |
| Total basic (loss)/earnings per share   |      |   |   |   |
| Basic (loss)/earnings per share (cents)   |      | (413,3)   | 90,2  | 240,1   |
| Diluted (loss)/earnings per share (cents)   |      | (413,3)   | 87,3  | 234,1   |

# Condensed consolidated statement of other comprehensive income

for the six months ended 31 August 2019

|   | Unaudited     | Unaudited     | Audited     |
|---|---------------|---------------|-------------|
|   | six months to | six months to | year to     |
|   | 31 August     | 31 August     | 28 February |
|   | 2019          | 2018          | 2019        |
|   | R000          | R000          | R000        |
| (Loss)/profit for the period  | (446 619)     | 98 720        | 262 145     |
| Other comprehensive income/(loss)*:                                       |               |               |             |
| Exchange differences on translating foreign operations                    | 13 249        | 72 302        | 9 734       |
| Exchange differences arising on the net investment of a foreign operation | 4 556         | 71 253        | 23 527      |
| Exchange differences on translating foreign operations                    | -             | _             | 1 040       |
| Other comprehensive income/(loss) for the year,                           |               |               |             |
| net of tax  | 17 805        | 143 555       | 34 301      |
| Non-controlling interest  | -             | (421)         | (473)       |
| Total comprehensive (loss)/income for the year                            | (428 814)     | 241 854       | 295 973     |
| Total comprehensive (loss)/income<br>attributable to:                     |               |               |             |
| Owners of the parent continuing operations                                | (428 814)     | 242 626       | 295 678     |
| Owners of the parent discontinued operations                              | -             | (351)         | (178)       |
| Non-controlling interest  | -             | (421)         | 473         |

\* All items included in other comprehensive income/(loss) will be reclassified to profit or loss upon derecognition.

### for the six months ended 31 August 2019

## Condensed consolidated statement of cash flows

|   | Unaudited<br>six months to<br>31 August<br>2019<br>R000 | Unaudited<br>six months to<br>31 August<br>2018<br>R000 | Audited<br>year to<br>28 February<br>2019<br>R000 |
|---|---|---|---|
| Operating activities<br>(Loss)/profit before taxation | (412 503)   | 127 857   | 297 723   |
| Adjusted for:   |   |   |   |
| Foreign currency exchange gains                       | -   | -   | (25 236)  |
| Fair value adjustments – financial assets             | -   | -   | 25 407  |
| Interest income – discontinued operations             | -   | -   | (3 752)   |
|   | 40 217  | 15 219  | 25 845  |
| Amortisation of intangibles<br>Impairment of goodwill | 24 580<br>452 160                                       | 21 645  | 53 571<br>6 821                                   |
| Profit on sale of business assets                     | 452 160   | (1 999)   | 0 021   |
| Profit on the sale of property and equipment          |   | (1777)  | (803)   |
| Share-based payments                                  | 9 605   | 11 913  | 24 464  |
| Unrealised foreign exchange (gain)/loss               | (6 306)   | (2 005)   | (1 514)   |
| Non-cash portion of operating lease rentals           | (2 013)   | 63  | (3 417)   |
| Profit on the sale of associate                       | -   | _   | (574)   |
| Net movement on assets held for sale                  | -   | (18 811)  | (18 811)  |
| Fair value adjustment                                 | 3 256   | (427)   | (2003)  |
| Non-cash adjustments                                  | -   | -   | (4 639)   |
| (Decrease)/increase in bad debt provision             | 9 397   | (2 405)   | (14 127)  |
| Bad debt written off                                  | 6 540   | -   | -   |
| Interest income                                       | (14 339)  | (7 072)   | (21 031)  |
| Interest expense                                      | 54 411  | 56 424  | 104 624   |
| Interest expense on finance lease liabilities         | 6 532   | -   |   |
| Cash generated from operations before working         |   |   |   |
| capital changes                                       | 171 537   | 200 286   | 442 548   |
| (Increase)/decrease in trade and other receivables    | (32 418)  | 115 285   | 173 683   |
| (Decrease)/increase in trade and other payables       | (13 998)  | 20 170  | (113 797)   |
| (Decrease)/increase in provisions                     | (17 407)  | 22 304  | 6 121   |
| Other non-cash items                                  | 1 934   | -   | (8 541)   |
| Cash generated by operations                          | 109 648   | 358 045   | 500 014   |
| Interest income                                       | 14 339  | 7 072   | 24 783  |
| Interest expense                                      | (54 411)  | (56 424)  | (104 624)   |
| Interest expense on finance lease liabilities         | (6 532)   | -   | -   |
| Cash settlement of share options exercised            | -   | (7 199)   | (8 133)   |
| Taxation paid   | (18 730)  | (67 815)  | (59 550)  |
| Dividend paid   | (105 666)   | (1 403)   | (2 234)   |
| Net cash generated/(utilised) by operating activities | (61 352)  | 232 276   | 350 256   |

# Condensed consolidated statement of cash flows

|  | Unaudited<br>six months to<br>31 August<br>2019<br>R000 | Unaudited<br>six months to<br>31 August<br>2018<br>R000 | Audited<br>year to<br>28 February<br>2019<br>R000 |
|--|---|---|---|
| Investing activities                                     |   |   |   |
| Additions to property, equipment and intangible assets   | (50 337)  | (13 937)  | (32 138)  |
| Proceeds from sale of property and equipment             | -   | 1 048   | 5 083   |
| Proceeds from other financial assets                     | -   | 4 0 5 1   | 32 508  |
| Net cash inflow on disposal of associate                 | -   | -   | 1 000   |
| Net cash inflow from disposal of subsidiary              | -   | 2 654   | 10 250  |
| Net cash generated from investing activities             | (50 337)  | (6 184)   | 16 703  |
| Financing activities                                     |   |   |   |
| Repurchase of shares                                     | (29 850)  | -   | (15 231)  |
| Repayment of borrowings                                  | -   | (66 444)  | (1 366 966)                                       |
| Proceeds from borrowings                                 | 184 149   | 91 957  | 1 033 216   |
| Decrease in finance lease liabilities: properties        | (8 387)   | -   | -   |
| Other non-current liabilities – interest-bearing         | -   | (1 613)   |   |
| Net cash utilised by financing activities                | 145 912   | 23 900  | (348 981)   |
| Net increase in cash and cash equivalents                | 34 223  | 249 992   | 17 978  |
| Cash and cash equivalents at the beginning of the period | 366 630   | 348 652   | 348 652   |
| Cash and cash equivalents at the end of the period       | 400 853   | 598 644   | 366 630   |

# Condensed consolidated statement of changes in equity

|   | Share<br>capital<br>R000 | Share<br>premium<br>R000 | Treasury<br>shares<br>R000 | Share-based<br>payment<br>reserve<br>R000 |  |
|---|--------------------------|--------------------------|----------------------------|---|--|
| Balance as at 28 February 2018 (audited)            | 2 749                    | 1 738 109                | (23 002)                   | 137 310                                   |  |
| Recognition of BBBEE and staff share-based payments | _                        | _                        | _                          | 11 913                                    |  |
| Dividend distributions                              | _                        | -                        | -                          | -   |  |
| Profit for the year                                 | -                        | -                        | -                          | -   |  |
| Other comprehensive income                          | -                        | -                        | -                          | -   |  |
| Equity due to change in control                     | -                        | -                        | -                          | -   |  |
| Non-controlling interest                            | -                        | -                        | -                          | -   |  |
| Balance as at 31 August 2018 (unaudited)            | 2 749                    | 1 738 109                | (23 002)                   | 149 223                                   |  |
| Recognition of BBBEE and staff share-based payments | _                        | _                        | _                          | 12 551                                    |  |
| Treasury shares acquired                            | _                        | -                        | (15 231)                   | -   |  |
| Dividend distributions                              | _                        | -                        | -                          | -   |  |
| Profit for the year                                 | -                        | -                        | -                          | -   |  |
| Other comprehensive income                          | -                        | -                        | -                          | -   |  |
| Equity due to change in control                     | -                        | -                        | -                          | -   |  |
| Non-controlling interest                            | -                        | -                        | -                          | -   |  |
| Balance as at 28 February 2019 (audited)            | 2 749                    | 1 738 109                | (38 233)                   | 161 774                                   |  |
| Recognition of BBBEE and staff share-based payments | -                        | -                        | -                          | 9 605                                     |  |
| Treasury shares acquired                            | -                        | -                        | (29 850)                   | -   |  |
| Dividend distributions                              | -                        | -                        | -                          | -   |  |
| Loss for the year                                   | -                        | -                        | -                          | -   |  |
| Other comprehensive income                          | -                        | -                        | -                          | -   |  |
| Balance as at 31 August 2019 (unaudited)            | 2 749                    | 1 738 109                | (68 083)                   | 171 379                                   |  |

| Foreign<br>currency<br>translation<br>reserve<br>R000 | Retained<br>earnings<br>R000 | Attributable<br>to equity<br>holders of<br>the parent<br>R000 | Non-<br>controlling<br>interest<br>R000 | Employees'<br>share option<br>scheme<br>reserve<br>R000 | Total<br>R000 |
|---|------------------------------|---|---|---|---------------|
| (26 388)  | (230 773)                    | 1 598 005   | 3 908                                   | 676   | 1 602 589     |
| _   | _                            | 11 913  | _                                       | _   | 11 913        |
| -   | (1 403)                      | (1 403)   | -                                       | -   | (1 403)       |
| -   | 98 299                       | 98 299  | 421                                     | -   | 98 720        |
| 72 302  | 71 253                       | 143 555   | -                                       | -   | 143 555       |
| -   | (6 816)                      | (6 816)   | -                                       | -   | (6 816)       |
| -   | -                            | -   | 2 656                                   | -   | 2 656         |
| 45 914  | (69 440)                     | 1 843 553   | 6 985                                   | 676   | 1 851 214     |
| _   | _                            | 12 551  | _                                       | _   | 12 551        |
| -   | _                            | (15 231)  | -                                       | -   | (15 231)      |
| -   | (831)                        | (831)   | -                                       | _   | (831)         |
| -   | 163 373                      | 163 373   | 52                                      | _   | 163 425       |
| (61 528)  | (47 726)                     | (109 254)   | -                                       | -   | (109 254)     |
| -   | 6 816                        | 6 816   | -                                       | -   | 6 816         |
| -   | -                            | -   | (3 216)                                 | -   | (3 216)       |
| (15 614)  | 52 192                       | 1 900 977   | 3 821                                   | 676   | 1 905 474     |
|   | _                            | 9 605   | _                                       | _   | 9 605         |
| _   | _                            | (29 850)  | -                                       | _   | (29 850)      |
| _   | -<br>(105 666)               | (105 666)   | _                                       |   | (105 666)     |
|   | (446 619)                    | (446 619)   |   |   | (446 619)     |
| 13 249  | 4 556                        | 17 805  | _                                       | _   | 17 805        |
| (2 365)   | (495 537)                    | 1 346 252   | 3 821                                   | 676   | 1 350 749     |

### Segment report

for the six months ended 31 August 2019

Information reported to the Group's Chief Executive (the chief operating decision maker (CODM)) for the purposes of resource allocation and assessment of segment performance is focused on the different service offerings and geographical region of operations. The Group's reportable segments under IFRS 8 are defined as:

### **Industrial Services**

This operating segment provides industrial staffing solutions in the "blue-collar" and technical areas and places assignees such as engineers, project support staff, artisans, construction workers, logistics, manufacturing and warehousing staff.

### **Support Services**

This operating segment provides support staffing solutions in "white-collar" areas, such as nursing, clerical, administration, office and call centre positions.

### **Professional Services**

This operating segment provides highly skilled IT and digitally focused professionals. It also delivers consulting, project and managed services in a number of specialist domains.

### Training

This operating segment facilitates training and provides solutions to external clients and support to other Adcorp service lines.

### **Financial Services**

This operating segment offers affordable, payas-you-go financial service and lifestyle benefit solutions customised for the Group's assignee base as well as external clients. The geographic segment report is disclosed as (a) International (being operations in Australia) and (b) South Africa.

Segment profit represents the profit earned by each segment without allocation of the share of profits of associates and joint ventures, central administration costs including directors' salaries, finance income, non-operating gains or losses in respect of financial instruments and finance costs, and income tax expense. This is the measure reported to the Group's Chief Executive for the purpose of resource allocation and assessment of segment performance. For the purposes of monitoring segment performance and allocating resources between segments the Group's Chief Executive monitors the tangible, intangible and financial assets attributable to each segment. All assets are allocated to reportable segments with the exception of investments in associates and joint ventures, other financial assets (except for trade and other receivables) and tax assets. Goodwill has been allocated to reportable segments as described in note 7. Assets used jointly by reportable segments are allocated on the basis of the revenues earned by individual reportable segments.

|  | Indust                  | rial              |                             | Professiona             | sional services   |                  |  |
|--|-------------------------|-------------------|-----------------------------|-------------------------|-------------------|------------------|--|
|  | South<br>Africa<br>R000 | Australia<br>R000 | Support<br>services<br>R000 | South<br>Africa<br>R000 | Australia<br>R000 | Training<br>R000 |  |
| Revenue  |                         |                   |                             |                         |                   |                  |  |
| – August 2019 (unaudited)                          | 2 907 220               | 626 496           | 520 222                     | 919 459                 | 2 072 750         | 75 738           |  |
| – August 2018 (unaudited)                          | 3 198 437               | 889 510           | 729 817                     | 961 809                 | 2 016 376         | 90 913           |  |
| – February 2019 (audited)                          | 5 980 971               | 1 622 869         | 1 371 072                   | 1 935 706               | 3 839 095         | 166 005          |  |
| Internal revenue                                   |                         |                   |                             |                         |                   |                  |  |
| – August 2019 (unaudited)                          | 19 110                  | -                 | 5 708                       | 602                     | -                 | (362)            |  |
| – August 2018 (unaudited)                          | 27 779                  | -                 | 4 616                       | 836                     | -                 | 2 010            |  |
| – February 2019 (audited)                          | 199 250                 | -                 | 434 476                     | 1 560                   | -                 | 8 077            |  |
| Gross profit                                       |                         |                   |                             |                         |                   |                  |  |
| – August 2019 (unaudited)                          | 259 364                 | 56 376            | 93 471                      | 167 553                 | 168 267           | 60 602           |  |
| – August 2018 (unaudited)                          | 395 100                 | 84 534            | 128 989                     | 199 650                 | 157 767           | 61 839           |  |
| – February 2019 (audited)                          | 714 338                 | 150 330           | 254 114                     | 384 245                 | 317 664           | 119 242          |  |
| EBITDA   |                         |                   |                             |                         |                   |                  |  |
| – August 2019 (unaudited)                          | 134 050                 | 6 968             | 17 018                      | 68 687                  | 49 740            | 13 550           |  |
| – August 2018 (unaudited)                          | 166 037                 | 30 483            | 27 501                      | 77 898                  | 55 213            | 3 874            |  |
| – February 2019 (audited)                          | 344 005                 | 51 123            | 49 387                      | 188 552                 | 116 142           | 5 806            |  |
| Asset carrying value from<br>continuing operations |                         |                   |                             |                         |                   |                  |  |
| – August 2019 (unaudited)                          | 1 133 696               | 197 429           | 269 202                     | 809 056                 | 571 369           | 49 476           |  |
| – August 2018 (unaudited)                          | 1 238 797               | 238 925           | 231 227                     | 769 666                 | 647 093           | 57 181           |  |
| – February 2019 (audited)                          | 1 305 993               | 198 897           | 243 865                     | 704 299                 | 584 444           | 60 177           |  |
| Liabilities carrying value                         |                         |                   |                             |                         |                   |                  |  |
| – August 2019 (unaudited)                          | 473 253                 | 46 380            | 90 849                      | 275 040                 | 347 974           | 117 302          |  |
| – August 2018 (unaudited)                          | 560 470                 | 51 354            | 93 286                      | 333 759                 | 396 619           | 120 318          |  |
| – February 2019 (audited)                          | 529 172                 | 49 978            | 74 402                      | 320 427                 | 338 215           | 130 760          |  |

|               |                         |                       |               | al                | Centr                   |                  |                               |
|---------------|-------------------------|-----------------------|---------------|-------------------|-------------------------|------------------|-------------------------------|
| Total<br>R000 | South<br>Africa<br>R000 | International<br>R000 | Total<br>R000 | Australia<br>R000 | South<br>Africa<br>R000 | Subtotal<br>R000 | Financial<br>services<br>R000 |
|               |                         |                       |               |                   |                         |                  |                               |
| 7 188 251     | 4 489 005               | 2 699 246             | 7 188 251     | -                 | -                       | 7 188 251        | 66 366                        |
| 7 972 619     | 5 066 733               | 2 905 886             | 7 972 619     | -                 | 1 024                   | 7 971 595        | 84 733                        |
| 15 065 369    | 9 603 405               | 5 461 964             | 15 065 369    | -                 | 315                     | 15 065 054       | 149 336                       |
|               |                         |                       |               |                   |                         |                  |                               |
| 28 451        | -                       | -                     | 28 451        | -                 | 3 393                   | 25 058           | -                             |
| 37 375        | -                       | -                     | 37 375        | -                 | 2 134                   | 35 241           | -                             |
| 656 972       | -                       | -                     | 656 972       | -                 | 13 609                  | 643 363          | -                             |
|               |                         |                       |               |                   |                         |                  |                               |
| 849 978       | 625 334                 | 224 643               | 849 978       |                   | -                       | 849 978          | 44 345                        |
| 1 079 856     | 837 555                 | 242 301               | 1 079 856     | -                 | (133)                   | 1 079 989        | 52 110                        |
| 2 032 870     | 1 564 876               | 467 994               | 2 032 870     | -                 | 2 110                   | 2 030 760        | 90 828                        |
|               |                         |                       |               |                   |                         |                  |                               |
| 151 058       | 105 449                 | 45 609                | 151 058       | (11 099)          | (160 698)               | 322 855          | 32 842                        |
| 212 425       | 141 364                 | 71 061                | 212 425       | (14 635)          | (166 058)               | 393 118          | 32 112                        |
| 467 157       | 323 176                 | 143 981               | 467 157       | (23 284)          | (329 762)               | 820 204          | 65 189                        |
|               |                         |                       |               |                   |                         |                  |                               |
| 4 389 912     | 2 938 064               | 1 451 848             | 4 389 912     | 683 050           | 651 096                 | 3 055 766        | 25 538                        |
| 4 775 519     | 3 192 501               | 1 583 018             | 4 775 519     | 697 000           | 680 536                 | 3 397 986        | 215 095                       |
| 4 359 149     | 3 056 971               | 1 302 178             | 4 359 149     | 518 837           | 558 052                 | 3 282 260        | 184 585                       |
|               |                         |                       |               |                   |                         |                  |                               |
| 3 039 163     | 2 335 709               | 703 454               | 3 039 163     | 309 100           | 1 367 233               | 1 362 830        | 12 032                        |
| 2 924 305     | 2 066 651               | 857 654               | 2 924 305     | 409 681           | 932 890                 | 1 581 734        | 25 928                        |
| 2 453 675     | 1 862 066               | 591 609               | 2 453 675     | 203 416           | 789 835                 | 1 460 424        | 17 470                        |



for the six months ended 31 August 2019

### 1. Basis of preparation

The unaudited consolidated financial statements are prepared in accordance with the JSE Listings Requirements for interim reports, the requirements of IAS 34 Interim Financial Reporting, the SAICA Financial Reporting Guidelines as issued by the Accounting Practices Committee and Financial Pronouncements as issued by Financial Reporting Standards Council and the requirements of the Companies Act, No 71 of 2008 of South Africa.

The interim financial statements comprise the condensed consolidated statement of financial position at 31 August 2019, condensed consolidated income statement, condensed consolidated statement of comprehensive income, condensed consolidated statement of cash flows, condensed consolidated statement of changes in equity, and condensed segment report for the six months ended 31 August 2019 and selected explanatory notes.

These interim financial statements do not include all the notes typically included in the annual financial statements and should therefore be read in conjunction with the Group audited consolidated financial statements for the year ended 28 February 2019.

The accounting policies and method of computation applied in the preparation of these interim financial statements are in terms of International Financial Reporting Standards (IFRS) as issued by the IASB and are consistent with those applied in the preparation of the Group's 2019 consolidated financial statements, except for changes arising from the adoption of IFRS 16 Leases, as set out in note 4.

These unaudited consolidated financial statements for the six months ended 31 August 2019 were prepared under the supervision of Ms Cheryl-Jane Kujenga CA(SA), in her capacity as CFO and have not been audited or reviewed by the Company's auditor.

### 2. Auditor's responsibility

These unaudited interim financial results have neither been audited nor reviewed by the Group's auditor.

### 3. Going concern

The directors believe that the Group has adequate resources to continue in operational existence for the foreseeable future. For this reason, accounting policies supported by judgements, estimates and assumptions in compliance with IFRS are applied on the basis that the Group shall continue as a going concern.

### 4. Adoption of new accounting standard

The Group elected to adopt IFRS 16 Leases prospectively from 1 March 2019 using the modified prospective approach without restating comparative figures. IFRS 16 replaces the existing leases standard and the related interpretations.

In applying IFRS 16 for the first time, the Group used certain practical expedients permitted by the standard, namely a single discount rate for leases with reasonably similar characteristics. The liability was measured at the present value of the remaining lease payments, discounted using the incremental borrowing rate (IBR) at 1 March 2019. The weighted average incremental borrowing rate applied to the lease liability on 1 March 2019 was 10,3% for South Africa and 3,7% for Australia.

IFRS 16 introduces a single, on-balance sheet lease accounting model for lessees. This fundamentally changes how the Group will recognise operating leases where the Group is the lessee. A lessee recognises a right-of-use asset representing its right to use the underlying asset and a lease liability representing its obligation to make lease payments.

The Group will recognise a right-to-use asset and a lease liability for its operating lease of property. The nature of the expense related to this lease will now change from an operating lease charge to a depreciation charge for the right-of-use asset and interest expense for the lease liability.

#### Practical expedients applied

In applying IFRS 16 for the first time, the Group has used the following practical expedients permitted by the standard:

- Applying a single discount rate to a portfolio of leases with reasonably similar characteristics
- Relying on previous assessments on whether leases are onerous as an alternative to performing an impairment review. There were no onerous contracts as at 1 March 2019
- Accounting for operating leases with a remaining lease term of less than 12 months as at 1 March 2019 as short-term leases
- Excluding initial direct costs for the measurement of the right-of-use asset at the date of initial application.

The Group also elected not to reassess whether a contract is, or contains a lease at the date of initial application. Instead, for contracts entered into before the transition date the Group relied on its assessment made applying IAS 17 and Interpretation 4: Determining Whether an Arrangement Contains a Lease.

continued

for the six months ended 31 August 2019

### 4. Adoption of new accounting standard continued

The impact of the adoption of IFRS 16 Leases, on the financial performance and position of the Group is summarised in the table below:

### Recognition of right-of-use assets and liability

|  | R000     |
|--|----------|
| Measurement of lease liabilities   |          |
| Operating lease commitments disclosed as at 28 February 2019                       | 142 627  |
| Discounted using the lessee's incremental borrowing rate of at the date of initial |          |
| application  | 137 191  |
| Less: Short-term leases not recognised as a liability                              | (19 593) |
| Add: Commitments not disclosed at 28 February 2019                                 | 27 061   |
| Lease liability recognised as at 1 March 2019                                      | 144 659  |
| Right-of-use asset   |          |
| Recognised on 1 March 2019   | 144 659  |
| Additions  | 333 009  |
| Depreciation   | (26 184) |
| Balance as at 31 August 2019   | 451 484  |
| Lease liability  |          |
| Recognised on 1 March 2019   | 144 659  |
| Additions  | 333 009  |
| Finance cost   | 6 532    |
| Lease payments   | (14 919) |
| Balance as at 31 August 2019   | 469 281  |
| Of which are:  |          |
| Current lease liabilities  | 81 605   |
| Non-current lease liabilities  | 387 676  |
| Lease liability recognised as at 31 August 2019                                    | 469 281  |

### 5. Revenue

The Group is in the business of providing services to clients. Permanent placement and outsourcedbased solutions services are provided at a point in time. Temporary placement and training services are provided over a period of time. Revenue is therefore recognised at the point of delivery for permanent placement and outsourced-based solutions and over a period of time for temporary placement and training services. In certain cases the Group makes use of output-based methods to determine when the revenue for performance obligations is recognised over time. Revenue is measured based on the consideration to which the Group expects to be entitled in a contract with a customer and excludes amounts collected on behalf of third parties. The Group recognises revenue when the performance obligations are met.

### 5. Revenue continued

| Performance                       |  |   | Unaudited<br>six months to<br>31 August<br>2019 | Unaudited<br>six months to<br>31 August<br>2018 | Audited<br>year to<br>28 February<br>2019 |
|-----------------------------------|--|---|---|---|---|
|                                   | Description  | Timing  | R000  | R000  | R000                                      |
| Permanent<br>placement            | Permanent placement involves<br>placing candidates in full-time<br>employment with prospective<br>employers. Once candidates are<br>placed, the Group has no further<br>obligations to the customer.   | Revenue is<br>recognised<br>when placed<br>candidates<br>begin<br>employment.           | 81 547  | 92 283  | 176 097                                   |
| Temporary<br>placement            | Adcorp provides temporary<br>employment services to customers –<br>the services are described as a<br>"solution". The services contracted<br>include procurement, screening,<br>payroll administration, maintenance<br>of records, management reporting,<br>labour-related matters, etc.<br>Additional services may be required<br>on an ad hoc basis, the terms of<br>which are to be agreed upon<br>between the parties.         | Revenue is<br>recognised as<br>the services are<br>rendered.                            | 6 483 013                                       | 7 273 395                                       | 13 802 351                                |
| Training                          | The Group provides disability,<br>technical, higher and technological<br>training as well as other ancillary<br>services. There are no contracts with<br>variable consideration components<br>as well as multiple performance<br>obligations.  | Revenue is<br>recognised as<br>the training is<br>provided.                             | 143 760   | 152 528   | 300 671                                   |
| Outsourced-<br>based<br>solutions | This is focused on managing a wide<br>range of business processes through<br>qualified professionals who use<br>automation and optimisation tools<br>to help improve efficiency, reduce<br>operational costs and increase<br>productivity, while capitalising on<br>process automation technologies.<br>This could also include providing<br>clients with contract management<br>and vendor disbursements for client<br>suppliers. | Revenue is<br>recognised once<br>the solution has<br>been delivered<br>to the customer. | 479 931   | 454 413   | 786 250                                   |
| Total                             |  |   | 7 188 251                                       | 7 972 619                                       | 15 065 369                                |
|                                   |  |   |   | · · · · · ·                                     |   |

The Group does not enter into arrangements with deferred payment terms that exceed 12 months, therefore there is no significant financing component accounted for.

continued

for the six months ended 31 August 2019

### 6. Earnings per share

|  | Unaudited<br>six months to<br>31 August<br>2019<br>R000 | Unaudited<br>six months to<br>31 August<br>2018<br>R000 | Audited<br>year to<br>28 February<br>2019<br>R000 |
|--|---|---|---|
| Continuing operations  | (((0,0)))   | 00.5  | 0.40.1  |
| Basic (loss)/earnings per share (cents)<br>Diluted (loss)/earnings per share   | (413,3)<br>(413,3)                                      | 90,5<br>87,6  | 240,1<br>234,3                                    |
| Discontinuing operations   | (413,3)   | 07,0  | 204,0   |
| Basic loss per share (cents)   | -   | (0,3)   | (0,16)  |
| Diluted loss per share   | -   | (0,3)   | (0,16)  |
| Total basic (loss)/earnings per share (cents)  |   |   |   |
| Basic (loss)/earnings per share (cents)  | (413,3)   | 90,2  | 240,0   |
| Diluted (loss)/earnings per share<br>111 780 486 (2019: 112 642 556) weighted diluted number<br>of shares are determined as follows:<br>Reconciliation of diluted number of shares | (413,3)   | 87,3  | 234,1   |
| Ordinary shares  | 108 061   | 108 946   | 109 043   |
| Adcorp employee share schemes – dilution   | 3 720   | 3 697   | 2 711 331   |
| Adcorp employee share schemes – anti-dilutive  | -   | -   | _   |
| Diluted number of shares   | 111 781   | 112 643   | 111 755   |
| Reconciliation of headline earnings/(loss)   |   | 00 / 50   | 0/1.050   |
| (Loss)/profit for the year   | (446 619)   | 98 650  | 261 850   |
| Profit on sale of property and equipment<br>Taxation recovered on the sale of property and equipment   |   | (116)<br>32   | (803)   |
| Impairment of goodwill   | 452 160   | - 52  | 6 821   |
| Profits from the sale of businesses  |   | (1 999)   | (574)   |
| Headline earnings  | 5 541   | 96 567  | 267 294   |
| Headline earnings per share (cents)  | 5,1   | 88,6  | 245,1   |
| Diluted headline earnings per share (cents)<br>Reconciliation of headline/(loss) from discontinued   | 5,0   | 85,7  | 239,2   |
| operations   |   | (0.51)  | (170)   |
| (Loss) for the year  | -   | (351)   | (178)   |
| Headline (loss)  | -   | (351)   | (178)   |
| Headline (loss) per share (cents)<br>Diluted headline (loss) per share (cents)   | 1   | (0,3)<br>(0,3)  | (0,16)<br>(0,2)                                   |
| Reconciliation of headline earnings from total operations  |   |   |   |
| (Loss)/profit for the period   | (446 619)   | 98 299  | 261 672   |
| Impairment of goodwill<br>Profit on sale of property and equipment   | 452 160   | (117)   | 6 821   |
| Profit on sale of property and equipment<br>Taxation recovered on the sale of property and equipment   |   | (116)<br>32   | (803)   |
| Profits from the sale of businesses  |   | (1 999)   | (574)   |
| Headline earnings  | 5 541   | 96 216  | 267 116   |
| Headline earnings per share (cents)  | 5 541   | 88,3  | 245,0   |
| Diluted headline earnings per share (cents)  | 5,1   | 85,4  | 243,0   |

### 7. Goodwill

Goodwill is measured as the excess of the sum of the consideration transferred, the amount of any non-controlling interests in the acquiree and the fair value of the acquirer's previously held equity interest in the acquiree (if any) over the net of the acquisition-date amounts of the identifiable assets acquired and the liabilities assumed.

Goodwill arising on an acquisition of a business is carried at cost as established at the date of acquisition of the business less accumulated impairment losses, if any. Goodwill and other indefinite useful-life intangible assets are assessed annually for impairment.

For the purposes of impairment testing, goodwill is allocated to each of the Group's cashgenerating units (CGUs) (or groups of CGUs) that are expected to benefit from the synergies of the combination.

A CGU to which goodwill has been allocated is tested for impairment annually, or more frequently, when there is an indication that the unit may be impaired. If the recoverable amount of the CGU is less than its carrying amount, the impairment loss is allocated first to reduce the carrying amount of any goodwill allocated to the unit and then to the other assets of the unit pro rata, based on the carrying amount of each asset in the unit. Any impairment loss for goodwill is recognised directly in profit or loss. An impairment loss recognised for goodwill is not reversed in subsequent periods.

On disposal of the relevant CGU, the attributable amount of good will is included in the determination of the profit or loss on disposal.

The estimated future cash flows and discount rates used are pre-tax based on an assessment of the current risks applicable to the specific CGU.

The weighted average cost of capital rate is derived from taking into account market risks as well as the cost of debt. The variables used in the model are established on the basis of management judgement and current market conditions. Management judgement is also applied in estimating the future cash flows of the CGUs.

Impairment exists when the carrying value of an asset or CGU exceeds its recoverable amount, which is the higher of its fair value less costs of disposal and its value in use. The fair value less costs of disposal calculation is based on available data from binding sales transactions, conducted at arm's length, for similar assets or observable market prices less incremental costs of disposing of the asset. The value-in-use calculation is based on a discounted cash flow (DCF) model. Impairment losses recognised in the current year were based on the value in use of the relevant CGUs.

### continued

for the six months ended 31 August 2019

### 7. Goodwill continued

The cash flow inputs to the DCF were derived from the budgeted financial performance of the CGUs for the next five years and do not include restructuring activities that the Group is not yet committed to or significant future investments that will enhance the performance of the assets of the CGU being tested. In certain instances the budgets have been revised to take into account the business risks.

The recoverable amount is sensitive to the discount rate used for the DCF model as well as the expected future cash inflows and the growth rate used for the terminal-value calculation. The key assumptions used to determine the recoverable amount for the different CGUs are discussed further in this note.

#### Key estimates and assumptions

Key assumptions include the discount rate and cash flows used to determine the value in use. Future cash flows are estimated based on the most recent budgets and forecasts approved by management covering periods between three to five years and are extrapolated over the useful life of the asset to reflect the long-term plans for the Group using the estimated growth rate for the specific business.

The Group performed an assessment for impairment of the goodwill allocated to the CGUs, following the lower than anticipated financial returns generated from the CGUs, in the six months ended 31 August 2019.

### Sensitivity analysis

The impairment calculations are most sensitive to the following assumptions:

- Anticipated earnings growth
- Discount rates.

### Reconciliation of beginning and ending balance

|  | Unaudited     | Unaudited     | Audited     |
|--|---------------|---------------|-------------|
|  | six months to | six months to | year to     |
|  | 31 August     | 31 August     | 28 February |
|  | 2019          | 2018          | 2019        |
|  | R000          | R000          | R000        |
| Cost   |               |               |             |
| Opening balance  | 1 586 297     | 1 576 128     | 1 552 675   |
| Foreign currency adjustment  | 13 698        | 36 6 47       | 33 622      |
| Closing balance  | 1 599 995     | 1 612 775     | 1 586 297   |
| Impairment   |               |               |             |
| Opening balance  | (397 486)     | (390 665)     | (390 665)   |
| Impairment of goodwill during the period   | (452 160)     | -             | (6 821)     |
| Closing balance  | (849 646)     | (390 665)     | (397 486)   |
| Carrying amount at the end of the period   | 750 349       | 1 222 110     | 1 188 811   |
| After recognition of impairment losses, the carrying amount of goodwill is attributable to the following material CGUs:              |               |               |             |
| Industrial Services  | 246 377       | 492 239       | 478 818     |
| South Africa   | 83 109        | 288 657       | 288 657     |
| Adcorp BLU, a division of Adcorp Workforce<br>Solutions Proprietary Limited<br>Staff U Need, a division of Adcorp Staffing Solutions | 83 109        | 209 348       | 209 348     |
| Proprietary Limited  | -             | 79 309        | 79 309      |
| Australia  | 163 268       | 203 582       | 190 161     |
| Labour Solutions Australia Group of Companies  | 163 268       | 203 582       | 190 161     |
| Financial Services   | 148 656       | 148 656       | 148 656     |
| FMS, a division of Adcorp Support Services<br>Proprietary Limited  | 148 656       | 148 656       | 148 656     |
| Professional Services  | 355 316       | 581 215       | 561 337     |
| South Africa   | 128 612       | 348 331       | 348 331     |
| Adcorp Workforce Management Solutions<br>Proprietary Limited<br>DAV Professional Placement Group, a division of                      | 128 612       | 341 061       | 341 061     |
| Adcorp Fulfilment Services Proprietary Limited   | -             | 7 270         | 7 270       |
| Australia  | 226 704       | 232 884       | 213 006     |
| Paxus Holdings Pte   | 217 739       | 217 626       | 204 041     |
| TalentCru Proprietary Limited  | 8 965         | 8 965         | 8 965       |
| Razzbri Proprietary Limited  | -             | 6 293         | -           |
| Total  | 750 349       | 1 222 110     | 1 188 811   |

continued

for the six months ended 31 August 2019

### 7. Goodwill continued

|   | Unaudited<br>six months to<br>31 August<br>2019<br>R000 | Audited<br>year to<br>28 February<br>2019<br>R000 |
|---|---|---|
| As a result of the annual impairment review, the Group impaired the goodwill in the following CGUs: |   |   |
| Industrial Services   |   |   |
| South Africa  |   |   |
| Staff U Need, a division of Adcorp Staffing Solutions<br>Proprietary Limited                        | (79 309)  | _   |
| Adcorp BLU, a division of Adcorp Workforce Solutions<br>Proprietary Limited                         | (126 239)   | -   |
| Australia   |   |   |
| Labour Solutions Australia  | (26 893)  | -   |
| Razzbri Proprietary Limited   | -   | (6 821)   |
| Support Services  |   |   |
| Adcorp Workforce Solutions Proprietary Limited  | (212 449)   | -   |
| Professional Services   |   |   |
| DAV Professional Placement Group, a division of Adcorp<br>Fulfilment Services Proprietary Limited   | (7 270)   | _   |
| Total   | (452 160)   | (6 821)   |

### 8. Deferred taxation

Deferred tax is recognised on the temporary differences between the carrying amounts of assets and liabilities in the consolidated financial statements and the corresponding tax bases used in the computation of taxable profit.

Deferred tax liabilities are generally recognised for all taxable temporary differences and deferred tax assets are recognised to the extent that it is probable that taxable profits will be available against which deductible temporary differences can be utilised. Such deferred tax assets and liabilities are not recognised if the temporary difference arises from initial recognition of goodwill or from the initial recognition (other than in a business combination) of the other assets and liabilities in a transaction that affects neither the taxable profit nor the accounting profit.

The carrying amount of the deferred tax assets is reviewed at the end of each reporting period and reduced to the extent that it is no longer probable that sufficient taxable profits will be available to allow all or part of the asset to be recovered.

Deferred tax is calculated at the tax rates that are expected to apply in the period when the liability is settled or the asset realised.

Deferred tax is charged or credited to profit or loss, except when it relates to items charged or credited directly to other comprehensive income, in which case the deferred tax is also dealt with in other comprehensive income.

### 8. Deferred taxation continued

Deferred tax assets and liabilities are offset when there is a legally enforceable right to set off current tax assets against current tax liabilities and when they relate to income taxes levied by the same taxation authority and the Group intends to settle its current tax assets and liabilities on a net basis. The following is the analysis of the deferred tax balances (after offset) for financial reporting purposes:

|   | Unaudited<br>six months to | Unaudited six months to | Audited<br>year to |
|---|----------------------------|-------------------------|--------------------|
|   | 31 August                  | 31 August               | 28 February        |
|   | 2019                       | 2018                    | 2019               |
|   | R000                       | R000                    | R000               |
| The aggregated deferred tax asset/(liability) position is based on a per legal entity basis within the Group. |                            |                         |                    |
| Consisting of:  |                            |                         |                    |
| Aggregate net deferred tax assets   | 197 476                    | 197 459                 | 218 590            |
| Aggregate net deferred tax liabilities  | (94 616)                   | (91 878)                | (104 077)          |
| Net position  | 102 860                    | 105 581                 | 114 513            |

### Key estimates and judgements

In evaluating our ability to recover our deferred tax assets in the jurisdiction from which they arise, we consider all available evidence, including projected future taxable income, tax efficiencies and results of recent operations.

In projecting the future taxable income used for determining recognition of deferred tax assets, management considered the impact of various optimisation programmes that are underway as well as projected growth in market share and related revenues mainly in our outsourcing and training segments. The assumptions about future taxable income require the use of significant judgement and are consistent with the plans and estimates we are using to manage the underlying businesses. The assumptions take into account historical performance of the Group as well as future expected growth.

for the six months ended 31 August 2019

### 9. Interest-bearing liabilities

9.1 Long-term portion

|   | Interest rate           | Maturity   | Unaudited<br>six months to<br>31 August<br>2019<br>R000 | Unaudited<br>six months to<br>31 August<br>2018<br>R000 | Audited<br>year to<br>28 February<br>2019<br>R000 |
|---|-------------------------|--|---|---|---|
| Long-term loans<br>non-current<br>portion | _                       | Six equal instalments on<br>the last of each of the<br>five months prior to<br>30 November   | 1 219 516   | 892 985   | 690 466   |
| Amortising term<br>Ioan                   | JIBAR +340              |  | 200 000   | 200 000   | 200 000   |
| Amortising<br>revolving loan              | JIBAR +340              |  | 590 000   | 650 000   | 450 000   |
| Amortising<br>revolving loan              | 2,9% - 3,15%            | Equal semi-annual<br>instalments due August<br>2020 and February 2021<br>monthly instalments | 41 840  | 42 985  | 40 466  |
| Lease liability                           | Weighted<br>average IBR |  | 387 676   | -   | -   |

### 9. Interest-bearing liabilities continued

9.2 Short-term portion

|                                 | Interest rate           | Maturity  | Unaudited<br>six months to<br>31 August<br>2019<br>R000 | Unaudited<br>six months to<br>31 August<br>2018<br>R000 | Audited<br>year to<br>28 February<br>2019<br>R000 |
|---------------------------------|-------------------------|---|---|---|---|
| Long-term loans current portion | _                       |   | 319 216   | 338 046   | 194 836   |
| Amortising<br>revolving loan    | 3,15%                   | Equal semi-annual<br>instalments due August<br>2019 and February 2020 | 237 611   | 338 046   | 194 836   |
| Lease liability                 | Weighted<br>average IBR | Monthly instalments   | 81 605  | -   | -   |

Trade receivables are used as security to secure funding relating to the revolving loan facilities.

As security for the South Africa loan facility granted to the Group, a shared security agreement was entered into that holds a cession over the trade receivables between the following operating subsidiaries of the Adcorp Group:

- All About Project Management Proprietary Limited
- Adcorp Staffing Solutions Proprietary Limited
- Adcorp Fulfilment Services Proprietary Limited
- Adcorp Management Services Proprietary Limited
- Adcorp Support Services Proprietary Limited
- Quest Staffing Solutions Proprietary Limited
- Paracon SA Proprietary Limited
- Mondial IT Solutions Proprietary Limited
- Production Management Institute of Southern Africa Proprietary Limited
- Adcorp Workforce Solutions Proprietary Limited
- Adcorp Workforce Management Solutions Proprietary Limited
- Comsel Eighteen Proprietary Limited
- Talentcru Proprietary Limited
- Tiger Tail Digital Proprietary Limited
- Torque Technical Computer Training Proprietary Limited
- Adcorp Contracting Proprietary Limited
- Adcorp Technical Training Proprietary Limited
- Adfusion Contract Management Services Proprietary Limited
- Adcorp Advantage Proprietary Limited
- M Squared Consulting MSP Proprietary Limited

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for the six months ended 31 August 2019

### 10. Financial instruments

### 10.1 Categories for financial instruments

|  | Unaudited<br>six months to<br>31 August<br>2019<br>R000 | Unaudited<br>six months to<br>31 August<br>2018<br>R000 | Audited<br>year to<br>28 February<br>2019<br>R000 |
|--|---|---|---|
| Financial assets   |   |   |   |
| Investments – fair value through profit or loss  | 16 907  | 13 670  | 15 247  |
| Receivables (excluding cash resources) –<br>amortised cost   | 2 045 496   | 2 170 205   | 2 086 490   |
| Cash   | 402 310   | 599 370   | 366 857   |
| Investment – amortised cost  | 3 097   | 10 361  | 2 992   |
| Financial liabilities  |   |   |   |
| Amortised cost (excluding bank overdraft)  | 2 166 686   | 2 473 889   | 2 003 195   |
| Bank overdraft   | 1 457   | 726   | 227   |
| The following details the Group's remaining<br>contractual maturity for its financial liabilities: |   |   |   |
| Within one year  | 1 334 846   | 1 580 904   | 1 312 729   |
| More than one year and not later than five years   | 831 840   | 892 985   | 690 466   |

### 10. Financial instruments continued

### 10.2 Financial instruments

Some of the Group's financial assets and financial liabilities are measured at fair value at the end of each reporting period. The following table gives information about how the fair values of these financial assets and financial liabilities are determined (in particular, the valuation technique(s) and inputs used):

| Financial<br>assets/<br>financial<br>liabilities        | Unaudited<br>six months to<br>31 August<br>2019<br>R000 | Unaudited<br>six months to<br>31 August<br>2018<br>R000 | Audited<br>year to<br>28 February<br>2019<br>R000 | Valuation<br>technique(s)<br>and key<br>inputs | Fair value<br>hierarchy | Significant<br>observable<br>input(s)                                      | Relationship of<br>unobservable<br>inputs to fair<br>value  |
|---|---|---|---|--|-------------------------|--|---|
| Investment –<br>fair value<br>through<br>profit or loss | 16 907  | 13 670  | 15 247  | Fair value –<br>market<br>valuation            | Level 2                 | Aggregated<br>publicly<br>traded unit<br>trusts at fair<br>market<br>value | A significant<br>increase in the<br>fair value of<br>invested unit<br>trusts would<br>result in a<br>significant<br>increase in<br>fair value |
| Investment –<br>amortised<br>cost                       | 3 097   | 10 361  | 2 992   | Bond – fair<br>value –<br>market<br>valuation  | Level 2                 | Foreign<br>currency<br>exchange<br>rates                                   | Change in the<br>foreign<br>currency<br>exchange<br>rate will lead<br>to a change in<br>the fair value<br>of the<br>investment                |



### continued

for the six months ended 31 August 2019

### 11. Contingent liabilities

The bank has guaranteed R27,8 million (August 2018: R5,5 million) on behalf of the Group, to creditors.

### 12. Subsequent events

No material transactions or events subsequent to the six months financial year ended 31 August 2019 and prior to the approval of these condensed consolidated financial statements took place.

### 13. Dividends paid

A final dividend of 96,1 cents per share (relating to the financial year ended 28 February 2019) has been paid to all shareholders on 19 August 2019. No dividend has been declared for the six-month period ended 31 August 2019 (2018: Nil).

### 14. Related parties

No other related parties than those disclosed in the segment report were identified.

### Corporate information

### Adcorp Holdings Limited

Registration number 1974/001804/06 Listed 1987 Share code: ADR ISIN: ZAE000000139 Website: www.adcorpgroup.com

#### **Registered office**

Adcorp Holdings Limited Adcorp Place 102 Western Service Road Gallo Manor Ext 6, 2191 PO Box 70635, Bryanston, 2021 Tel: 010 800 0000 Email: info@adcorpgroup.com

#### **Company Secretary**

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### **Investor relations**

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### Auditor

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#### Legal advisers

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#### Transfer secretaries

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#### Sponsors

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