

**CASHBUILD LIMITED**

(Registration number: 1986/001503/06)

(Incorporated in the Republic of South Africa)

JSE share code: CSB

ISIN: ZAE000028320

("Cashbuild" or "the company")

**THIRD QUARTER OPERATIONAL UPDATE – FY 2019**

Cashbuild herewith provides its voluntary quarterly operational update.

Revenue for the third quarter for the Cashbuild Group was up 3% on the third quarter of the prior financial year, with the 32 new stores opened or acquired since 1 July 2017 contributing 3% of the increase, whilst the 286 existing stores remained at similar levels. This, together with the growth reported in the first half, equates to an increase in revenue for the year to date of 3%, with all growth coming from new stores.

Transactions through the tills during the third quarter for the Cashbuild Group increased by 1% to that of the comparative period, with new stores contributing 3% of the increase while existing stores decreased by 2%.

Selling inflation was 3% at the end of March 2019 when compared to March 2018. Gross profit margin percentage remained at similar levels to those reported at half year end.

A revenue performance breakdown per operating segment is reflected in the following table:

<b>Revenue performance 3rd Quarter FY2019 versus 3rd Quarter FY2018</b>					
<b>Operating Segment</b>	<b>%</b>	<b>Contribution to Group Sales</b>	<b>Total Business Growth</b>	<b>New Business Growth</b>	<b>Existing Business Growth</b>
Cashbuild South Africa	Half Year	78	2	3	(1)
	Q3	78	3	3	-
Cashbuild Common Monetary Areas	Half Year	6	(2)	2	(4)
	Q3	6	(2)	-	(2)
Cashbuild Other *	Half Year	4	5	4	1
	Q3	4	13	-	13
P&L Hardware South Africa	Half Year	12	15	9	6
	Q3	12	5	4	1
<b>Total Group</b>	Half Year	100	3	3	-
	Q3	100	3	3	-

\*Botswana, Malawi and Zambia

During the third quarter the Group closed, one Cashbuild DIY store and one acquired P&L Hardware store, at the expiration of their lease agreements, bringing the total number of stores trading at the end of the quarter to 318.

A store breakdown by segment is reflected in the following table:

<b>Number of stores</b>	<b>Percentage of Group (%)</b>	<b>Total</b>	<b>New</b>	<b>Existing</b>
Cashbuild South Africa	69	221	14	207
Cashbuild Common Monetary Areas	6	18	1	17
Cashbuild Other *	5	15	2	13
Cashbuild DIY Pilot stores	1	3	-	3
P&L Hardware South Africa	19	61	15	46
<b>Total Group</b>	100	318	32	286

\*Botswana, Malawi and Zambia

11 April 2019

Sponsor  
Nedbank CIB