



## Bruno Steinhoff, Executive Chairman commented:

“These results bear testimony to Steinhoff’s ability to achieve sustainable growth from our stated strategies and strengths amidst a volatile global trading environment”.

### TRIPLE BOTTOM LINE

The Group’s commitment to and support of HIV/AIDS interventions, sound labour relations, skills training and development and creating an environment where all of its employees worldwide can develop to their fullest potential, continues as planned.

Compliance with environmental regulations remains a priority. The Group’s production processes and raw materials used are constantly evaluated to ensure acceptable standards.

Black Economic Empowerment (BEE) of enterprises within our Southern African communities is an integral part of the group’s growth strategy. This strategy complies with the general practice of BEE, and is intended to introduce unique features to achieve real empowerment specific to our industry. The Group is continuously pursuing BEE opportunities in its Southern African operations.

### PROSPECTS

The European and Australian operations are continuing to gain further market share through leveraging their core strengths and competencies. The expanded manufacturing base in Poland, Hungary and Ukraine augurs well for increased exports into the European Union, particularly the United Kingdom, France and the Benelux countries.

The growing contribution of higher margin branded products to the sales-mix is expected to continue. The establishment of the new logistics centre in Germany is also expected to enhance centralised distribution and logistics efficiencies.

Steinhoff Africa continues to grow its exports from South Africa, benefiting from economies of scale and better utilisation of production capacity, despite a strengthening Rand environment. The Group will make further investments in raw material production facilities to ensure long-term sources of supply, particularly in sawmilling and timber resources.

The Australian operations continue to benefit from sales growth and better efficiencies.

The South African operations are benefiting from the improvement in macro-economic fundamentals which have a distinct favourable effect on consumer spending patterns in relation to durable goods.

Management expect to achieve growth in headline earnings from the continuing operations for the year ahead.

### ACCOUNTING POLICIES

The accounting policies and methods of computation for the financial statements for the year ended 30 June 2003 are in all material respects consistent with those applied in prior years, except for AC 133 – Financial Instruments – Recognition and Measurement and AC 137 – Agriculture which were adopted during the current year, and are in accordance with South African Statements of Generally Accepted Accounting Practice. In terms of the transitional arrangements of AC 133, figures in respect of previous years are not restated. The impact of the application of AC 133 and AC 137 has not been material on the group’s results.

### AUDIT REPORT

The results have been audited by Deloitte & Touche. Their unqualified audit opinion is available for inspection at the company’s registered office.

On behalf of the Board of Directors

**B E Steinhoff**

Chairman

8 September 2003

**M J Jooste**

Chief executive officer

### DECLARATION OF CAPITALISATION SHARE AWARD WITH DIVIDEND ELECTION OPTION

The board has resolved to award capitalisation shares to shareholders recorded in the register at the close of business on Friday, 7 November 2003 (“the share award”). Shareholders will, however, be entitled to decline the share award or any part thereof and instead elect to receive a cash dividend of 18 cents (2002: 15 cents) per share.

The last day to trade Steinhoff shares on the JSE to ensure that a purchaser appears as a shareholder on the **record date** (7 November 2003) will be Friday, 31 October 2003. Shares will commence trading ex dividend from the commencement of trading on Monday, 3 November 2003. Payment and issue date will be on Monday, 10 November 2003.

Share certificates may not be dematerialised or rematerialised from Monday, 3 November 2003 to Friday, 7 November 2003, both days inclusive.

The terms of the share award will be announced on Friday, 17 October 2003, and documentation relating thereto will be posted by Friday, 17 October 2003. Elections in respect of the cash dividend will close on Friday, 7 November 2003.

Dematerialised shareholders will have their CSDP or broker accounts credited/updated on Monday, 10 November 2003. Cheques/electronic transfers (where elected) and/or share certificates will be posted to shareholders on/about Monday, 10 November 2003. Shareholders are furthermore advised to provide and/or verify their banking details to the relevant CSDP, Broker or the Transfer Secretaries to ensure safe transfer of any funds.

### ANNUAL REPORT

The Annual Report will be mailed to shareholders in due course. The annual general meeting is scheduled to take place on Monday, 1 December 2003, at the registered office of the Company.

By order of the board

**S J Grobler**

Company Secretary

8 September 2003

### ADMINISTRATION

Registration number: 1998/003951/06

JSE share code: SHF ISIN code: ZAE 000016176

Registered office

28 Sixth Street, Wynberg, Sandton, 2090, Republic of South Africa

Tel +27 (11) 445 3000, Fax +27 (11) 445 3099

Transfer secretaries: Computershare Limited

70 Marshall Street, Johannesburg, 2001

Company secretary

S J Grobler

Auditors

Deloitte & Touche

Investor Relations

College Hill (Proprietary) Limited

Sponsor

Gensec Bank Limited

Directors:

B E Steinhoff\* (Chairman), M J Jooste (Chief Executive Officer), D E Ackerman†, C E Daunt\*,

J N S du Plessis†, K J Grové†, D Konar†, J F Mouton†, F J Nel, F A Sonnt†, N W Steinhoff\*,

D M van der Merwe, \*German †Non-executive

[www.steinhoffinternational.com](http://www.steinhoffinternational.com)

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