



CA Sales Holdings Limited

(Incorporated in the Republic of South Africa)

(Registration number 2011/143100/06)

Botswana registration number: EX2017/18292

Share code: CAS ISIN: ZAE400000036

(“CA Sales” or “the Company”)

TRADING STATEMENT – FINANCIAL YEAR ENDED 31 DECEMBER 2018

The Listings Requirements of the Botswana Stock Exchange (“BSE”) require CA Sales to advise shareholders of any circumstances or events that have, or are likely to have, a material effect on the financial results of the Company for the next reporting period.

The Board of CA Sales is pleased to announce that the Company’s headline earnings per share (“HEPS”) for the year ended 31 December 2018 is expected to increase by between 6.1 cents and 7.7 cents per share, an increase of between 18% and 23% in comparison to the HEPS of 33.2 cents per share in the previous corresponding period.

The Company’s earnings per share (“EPS”) is expected to decrease by between 0.1 cents per share and 1.9 cents per share. This is a decrease of between 0.3% and 5.4% in comparison to the EPS of 35.1 cents per share reported in the previous corresponding period. An impairment of goodwill in the year ended 31 December 2018 to the value of R27 million negatively impacted EPS.

The Company is expecting profit before tax for the year ended 31 December 2018 to be between R237 million and R260 million compared to the reported profit before tax for the previous corresponding period of R229 million, which represents an increase of between 4% and 14% on the profit before tax for the previous corresponding period.

Preparation of results for the year ended 31 December 2018 has started and is expected to continue until 31 March 2019 or thereabouts when the summarised preliminary results are expected to be released.

Accordingly, the shareholders of CA Sales and investors are advised to exercise caution when trading in the Company’s securities until such time as a detailed announcement is made.

The information in this trading update has not been reviewed or reported on by CA Sales’ independent auditors.

BY ORDER OF THE BOARD OF DIRECTORS OF CA SALES HOLDINGS

15 March 2019

Issuer Agent: PSG Capital

Sponsoring broker: African Alliance