



# Salient features of FY2010

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- Strengthening executive team through appointment of Executive Chairman and new CFO at year end
- Trading results affected by abnormally high rainfall
- Prolonged industrial action in Diesel Power
- Soft used equipment market
- Commercial debt difficult to access
- Tough trading conditions in Construction and Mining Sectors
- Buildmax's *Mining Services*; buoyant customer demand for coal
- Downward pressure on coal pricing and associated services
- Buildmax's *Construction Materials* repositioned to target infrastructure spend
- Impairment of fixed assets and Goodwill write off

# Financial Statistics








# Financial Statistics

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+ 5% 	Revenue to R1 805.6 million
- 52% 	EBITDA to R227.5 million
-91% 	Operating profit to R30 million
1.6% 	Operating margin
-144% 	HLPS to 5.9 cents
-129% 	Core HLPS to 4.4 cents

# Financial Statistics

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		Impairment of fixed assets R422 million
		Impairment of goodwill and intangibles R647.3 million
-15%		Cash generated from operations to R384.7 million
-29%		Gross debt R660.3
-63%		Purchase of PPE R197 million

# Rights Offer



# Salient features of Rights Offer

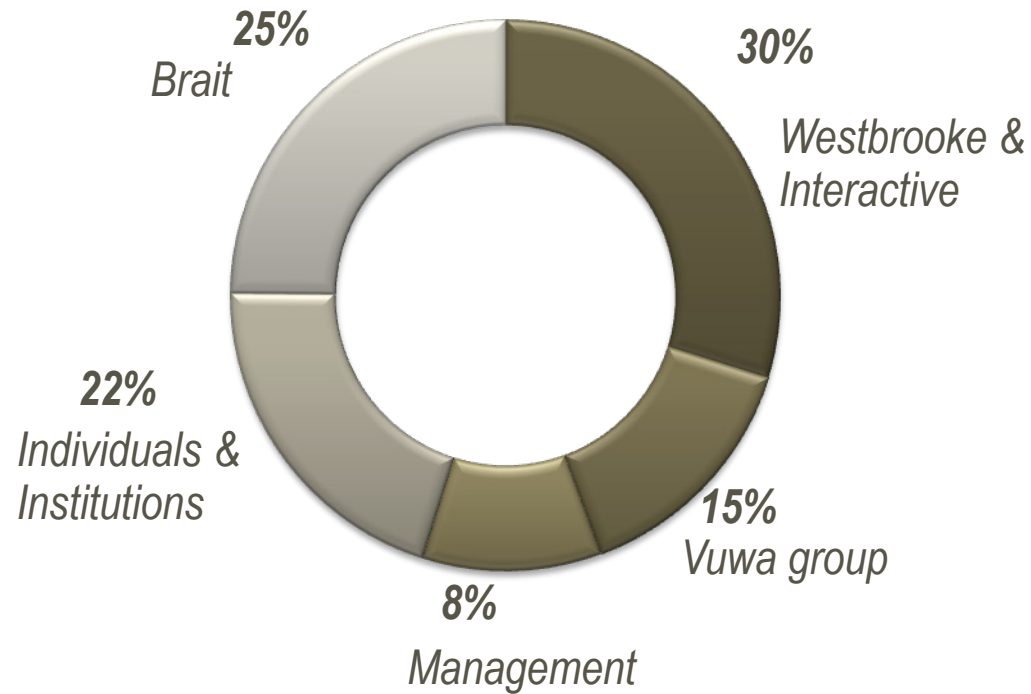
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- Macquarie appointed as advisors
- Board appointed an independent sub-committee to determine quantum and pricing
- Proceeds to reduce debt, fund working capital and potentially to provide equity for medium term capital expenditure
- RLP circular planned for circulation by mid July 2010
- Rights offer planned to open end July and close mid August 2010
- Extraordinary general meeting of shareholders needed to increase authorized share capital
- Brait offered to partially under write the Rights Offer to the amount of R150 million



# Shareholding pre rights issue

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# Black Economic Empowerment



# Black Economic Empowerment

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- Vuwa Investments Group holds 15% of Buildmax prior to rights issue
- Retail BEE investors hold 2% of Buildmax prior to right issue
- Risk of dilution due to Rights Offer
- Level 8 contributor
- Aim to become level 4 contributor in 5 years
- BBBEE in aggregate subsidiary companies satisfies Mining Charter requirements

# Review of Operations

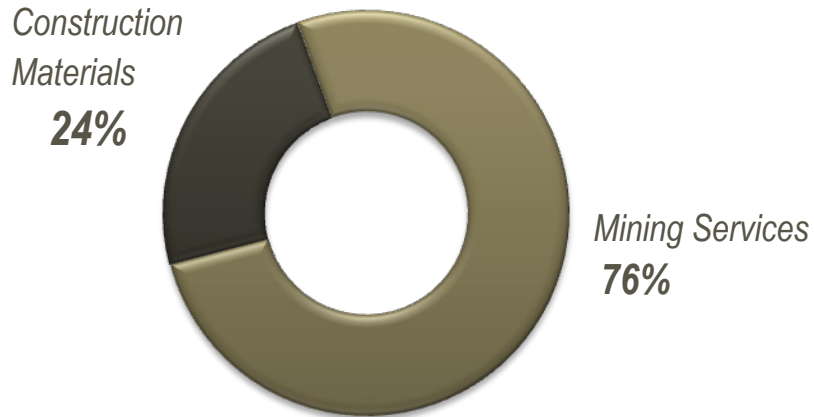


# Segmental Results

Twelve months to February 2010

Revenue	R1 806 million
Operating profit before amortisation	R51 million

Divisional contribution to revenue:



Divisional contribution to operating profit:



**Mining Services contributed 86% to Group EBITDA of R227.5 million**

# Mining Services



# Operational Review

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## Opencast Coal Mining

- Decision to terminate Vukuza's loss making contracts
- Exxaro, Xstrata now account for approximately 75% of revenue
- Revenue at Diesel Power end of period was behind budget due to strike action and abnormally high rainfall in March 2009, October 2009, November 2009, December 2009 and February 2010
- Diesel Power and Vukuza Earth Works assume no geological risk
- Changes to contract needed to further reduce risks
- Capital intensive model necessitates other less capital intensive businesses

## Earthworks

- Civils outlook for 2011 is unclear
- Civils division to be substantially restructured in first six months of 2011 financial year



# Prospects

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## South Africa

- Increased demand for coal due to additional capacity at Eskom and re-commissioning of 'mothballed' power stations
- Chief constraints to growth in mining sector are scarcity of capital
- Key clients continue to increase investments and announce new projects
- Hard rock opencast mining projects have been shelved for now
- Less capital intensive businesses in mining value chain being explored
- Vukuza rental model and second hand model
- Further opportunities – washing, stockpile management, screening, SHEQ

**Redressing of South Africa's historic underinvestment in power generation offers growth opportunity**

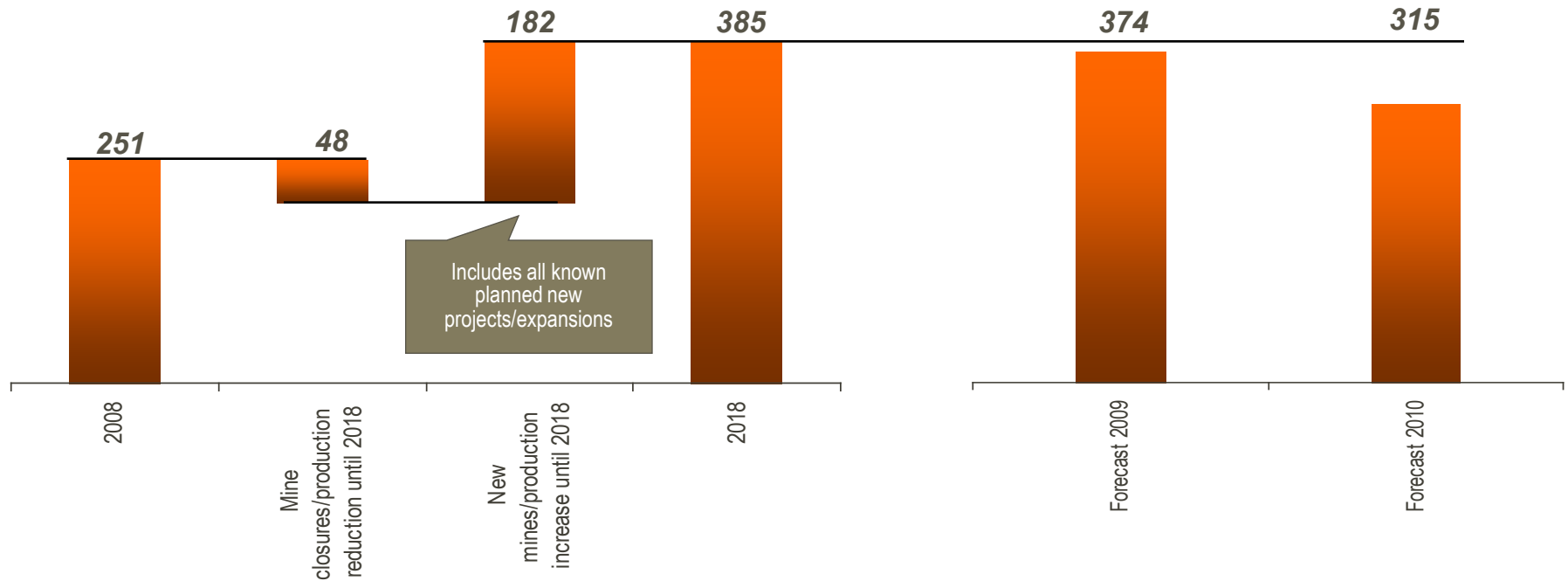


# Reserve margin between coal supply and demand

## South African thermal coal / Mt

Production

Eskom forecasts to 2018



Eskom's forecasts differ widely from one year to the next

# Prospects (contd.)

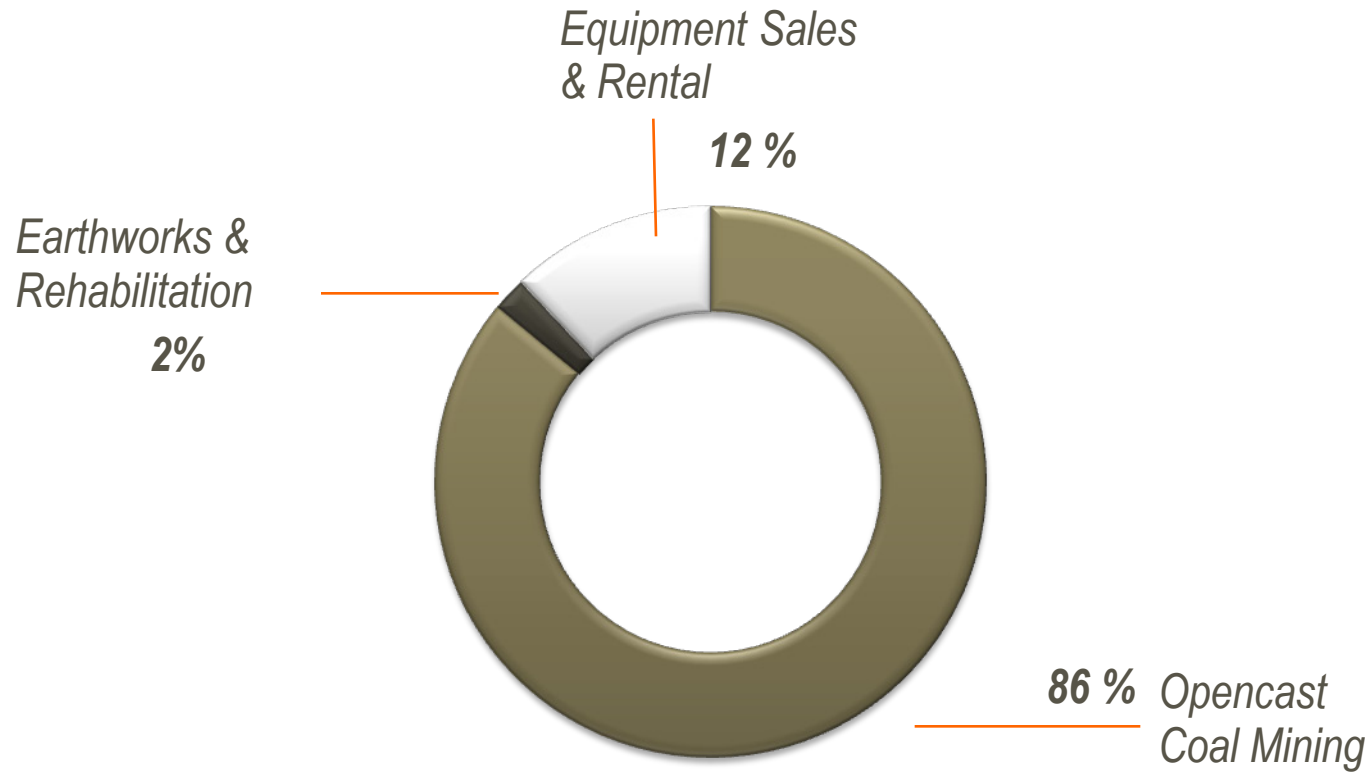
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## International

- Richards Bay Coal Terminal is increasing capacity from 70Mt per annum to 91Mt per annum to accommodate export demand
  - Rail capacity expected to be a constraint
- Additional export capacity coming on stream through Durban and Maputo
- Most new export allotment to go to BEE companies
- China is a net importer of coal and will require additional resources as energy requirements continue to grow
- India now SA's largest export customer

# Forecast Revenue (by division) – February 2011

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# Construction Materials



# Operational Review

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## Aggregates & Quarries

- Crushco is the largest river sand producer in Gauteng
- Dependence on group companies for distribution is decreasing
- Product mix and quality improved to cater for infrastructure spending, particularly roads

## Bricks & Blocks

- Continued negative growth in Western Cape market
- Watson Concrete and Cast businesses to be combined on one site
- Cast's newly commissioned curb plant now producing at full capacity but sourcing aggregates remains a challenge

## Rainwater goods

- Decision taken to relocate Burde and Kensmark

# Prospects

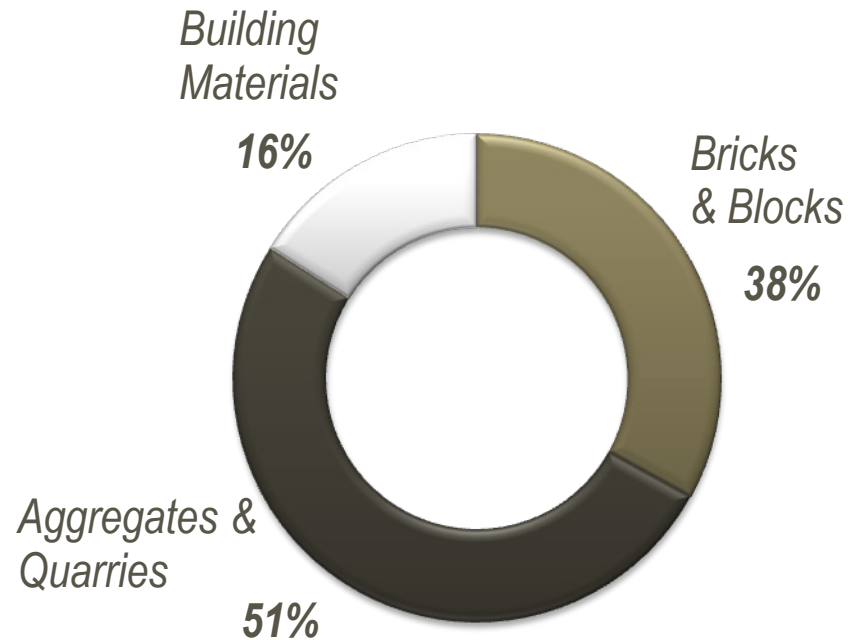
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- Infrastructure spending funded primarily by government continues to lose momentum
- Successive interest rate cuts notwithstanding residential market has not recovered. Negative sentiment, lack of bank funding and Eskom capacity constraints continue to adversely affect the residential construction market - not expected to recover before the last quarter of 2010 or first quarter of 2011
- Non residential private sector spend also declining due to lack of confidence and Eskom capacity constraints
- Revenue was therefore behind target at the end of the period
- BEE credentials and increased product lines expose Buildmax to government-funded infrastructure projects such as roads, airport upgrades etc.

# Forecast Revenue – February 2011

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Forecast revenue by Division  
– February 2011





# Financial Overview



# Statement of comprehensive income

	<b>Audited year ended 28 February 2010 R'000</b>	<b>Unaudited Pro-forma year ended 28 February 2009 R'000</b>	<b>Audited year ended 28 February 2009 R'000</b>
Revenue	<b>1 805 584</b>	1 724 317	1 633 911
Operating profit before depreciation and amortisation ("EBITDA")	<b>227 540</b>	477 807	453 451
Depreciation	<b>( 176 090)</b>	( 142 979)	( 134 143)
Operating profit before amortisation	<b>51 450</b>	334 828	319 308
Amortisation of intangible assets	<b>( 21 758)</b>	( 21 758)	( 19 945)
Profit before loss on disposal of business unit, impairments, interest and taxation	<b>29 692</b>	313 070	299 363
Loss on disposal of business	<b>( 2 467)</b>	-	-
Impairment losses	<b>(1 069 166)</b>	( 255 443)	( 255 443)
(Loss) / profit before interest and taxation ("PBIT")	<b>(1 041 941)</b>	57 627	43 920
Interest received	<b>15 430</b>	18 811	17 378
Interest paid	<b>( 101 856)</b>	( 123 602)	( 115 882)
Loss before taxation ("PBT")	<b>(1 128 367)</b>	( 47 164)	( 54 584)
Taxation	<b>117 518</b>	( 56 544)	( 54 793)
Loss after taxation	<b>(1 010 849)</b>	( 103 708)	( 109 377)

# Statement of comprehensive income

	Audited year ended 28 February 2010 R'000	Unaudited Pro-forma year ended 28 February 2009 R'000	Audited year ended 28 February 2009 R'000
Other comprehensive income / (loss) for the year			
Unrealised profit / (loss) due to change in fair value of cash flow hedge	1 711	-	( 7 739)
Taxation	( 479)	-	2 167
<b>Total comprehensive loss for the year</b>	<b>(1 009 617)</b>	<b>( 103 708)</b>	<b>( 114 949)</b>
<b>Loss after taxation attributable to:</b>			
Equity holders of Buildmax	(1 007 245)	( 97 510)	( 103 213)
Outside shareholders' interests	( 3 604)	( 6 198)	( 6 164)
	<b>(1 010 849)</b>	<b>( 103 708)</b>	<b>( 109 377)</b>
<b>Total comprehensive loss for the year attributable to:</b>			
Equity holders of Buildmax	(1 006 013)	( 97 510)	( 108 785)
Outside shareholders' interests	( 3 604)	( 6 198)	( 6 164)
	<b>(1 009 617)</b>	<b>( 103 708)</b>	<b>( 114 949)</b>

# Statement of comprehensive income – supplementary information

	<b>Audited year ended 28 February 2010</b>	Unaudited Pro-forma year ended 28 February 2009	Audited year ended 28 February 2009
Headline (loss) / earnings per share (cents)	<b>(5.9)</b>	13.4	15.8
Core headline (loss) / earnings per share (cents)	<b>(4.4)</b>	15.4	18.0
Basic loss per share (cents)	<b>(96.8)</b>	(9.4)	(11.9)
<b>Shares in issue ('000)</b>			
- at end of the period	<b>1 040 700</b>	1 040 700	1 040 700
- weighted	<b>1 040 700</b>	1 040 700	868 570

# Statement of financial position

	Audited 28 February 2010 R'000	Audited at 28 February 2009 R'000
<b>ASSETS</b>		
<b>Non-current assets</b>		
Property, plant and equipment	901 997	1 324 615
Goodwill	190 848	810 578
Other intangible assets	174 801	224 117
Deferred taxation	20 087	2 216
	<b>1 287 733</b>	<b>2 361 526</b>
<b>Current assets</b>		
Inventories	72 049	90 911
Trade and other receivables	269 284	318 589
Taxation receivable	5 502	1 364
Bank and cash balances	136 447	326 957
	<b>483 282</b>	<b>737 821</b>
<b>Total assets</b>	<b>1 771 015</b>	<b>3 099 347</b>

# Statement of financial position

	Audited 28 February 2010 R'000	Audited at 28 February 2009 R'000
<b>EQUITY AND LIABILITIES</b>		
Share capital and premium	1 732 382	1 732 382
Cash flow hedging reserve	( 4 340)	( 5 572)
Accumulated loss	(1 098 898)	( 91 653)
Ordinary shareholders' interests	629 144	1 635 157
Outside shareholders' interests	-	3 604
Total shareholders' interests	629 144	1 638 761
<b>Non-current liabilities</b>		
Interest-bearing liabilities	315 037	525 082
Derivative instruments	1 940	4 076
Provisions	3 956	3 956
Deferred taxation	85 487	194 307
	406 420	727 421
<b>Current liabilities</b>		
Interest-bearing liabilities	307 522	358 121
Derivative instruments	4 088	3 663
Vendor loan payable	47 000	54 526
Trade and other payables	325 254	260 880
Provisions	19 571	-
Taxation payable	344	15 942
Bank overdrafts	31 672	40 033
	735 451	733 165
<b>Total equity and liabilities</b>	<b>1 771 015</b>	<b>3 099 347</b>
Net asset value per share (cents)	60.5	157.5
Net tangible asset value per share (cents)	30.0	64.1

# Cash Flow Statement

	Audited year ended 28 February 2010 R'000	Audited year ended 28 February 2009 R'000
<b>Operating activities</b>		
Loss before taxation ("PBT")	(1 128 367)	( 54 584)
Non-cash flow items and changes in working capital	1 426 597	405 998
Net interest paid	86 426	98 504
Cash generated from operations	384 656	449 918
Net interest paid in cash	( 86 985)	( 94 676)
Taxation paid	( 29 388)	( 36 934)
Cash flow s from operating activities	268 283	318 308
<b>Investing activities</b>		
Acquisition of businesses	-	( 208 123)
Settlement of vendor liabilities in acquired businesses	-	( 64 012)
Purchase of property, plant and equipment		
- Expanding operations	( 151 215)	( 505 636)
- Maintaining operations	( 45 774)	( 30 938)
Proceeds on disposal of property plant and equipment	15 201	42 306
Net cash outflow s from investing activities	( 181 788)	( 766 403)
<b>Financing activities</b>		
Net proceeds from issue of shares	-	496 713
Interest-bearing liabilities raised	85 245	521 277
Interest-bearing liabilities repaid	( 353 889)	( 299 872)
Net cash flow s (outflow s) from financing activities	( 268 644)	718 118
Net (decrease) / increase in cash and cash equivalents	( 182 149)	270 023
Cash and cash equivalents at the beginning of the year	286 924	16 901
Cash and cash equivalents at the end of the year	104 775	286 924



# Impairments of Property Plant and Equipment (PPE)

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- Change in estimates of useful lives and residual values from 1 March 2010
- Plant will now be depreciated on actual hours from 1 March 2010
  - Compared against Industry Best Practice
- Property Partnership valuations used to compare against management assessments
  - FY 2009 at market value
  - FY 2010 at constrained market value
    - Reviewed on an item by item basis (Valuation as well as physical existence)
- Details of PPE impairment (pre-tax):
  - Diesel Power R 270 m
  - Vukuza R 142 m
  - Wit Deep R 7 m
  - BSB R 3 m
  - **Total R 422 m**

# Impairments of Goodwill and Intangible assets

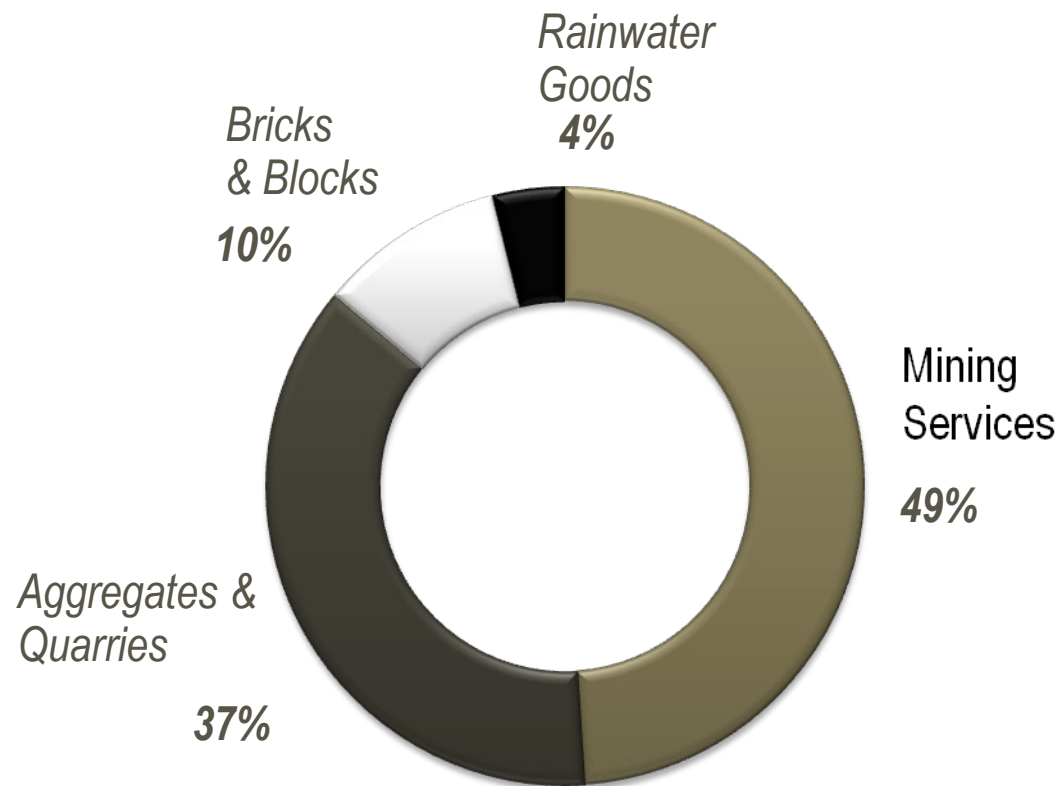
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- Realistic projections for FY 2011 and beyond
- Realistic asset replacement cycle
  - Taking current credit environment into consideration
- Diesel Power forecast : leasing model used for IAS 36
- Independent valuation by Moore Stephens
- Details of total impairment (goodwill and intangibles – pre-tax):

	Balance before impairment	Impairment	Closing Balance
Diesel Power	200 260	71 764	128 496
Vukuza	122 004	122 004	-
Cast	81 018	65 841	15 177
Columbia	46 311	33 628	12 683
Crushco	337 504	202 067	135 437
Alfa / Verlesha	77 298	43 537	33 761
Wit Deep	67 688	67 688	-
BSB	80 852	40 758	40 094
Totals	1 012 935	647 288	365 647

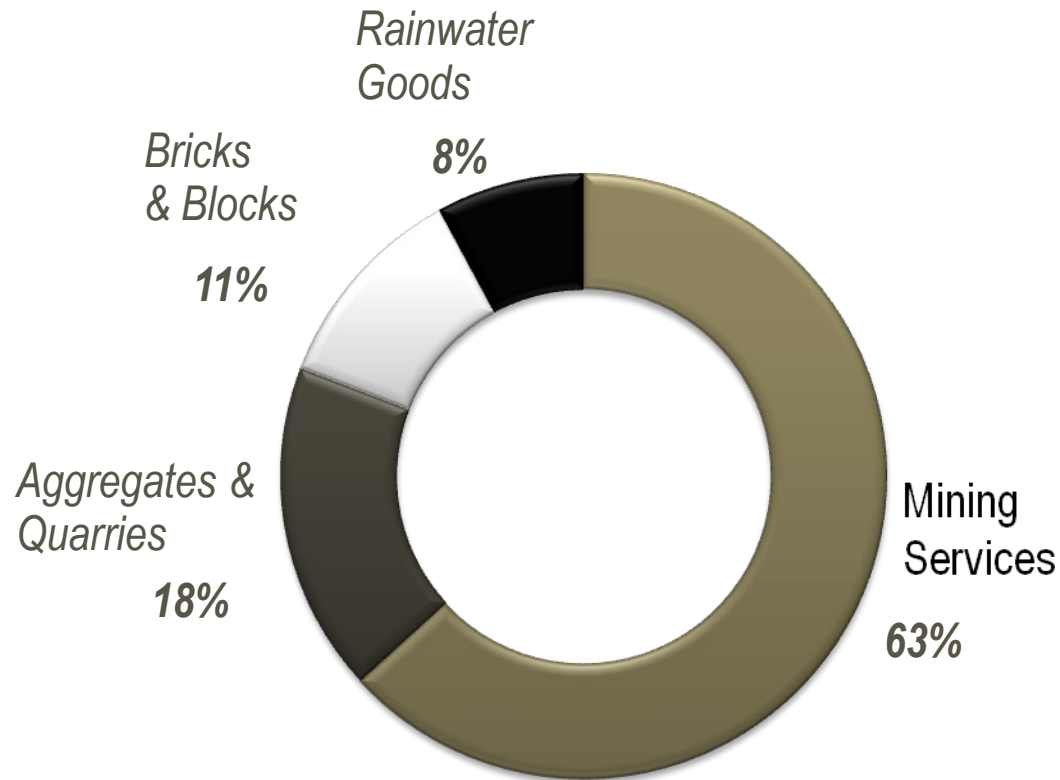
# Net Asset Value analysis: 60.5 cents per share

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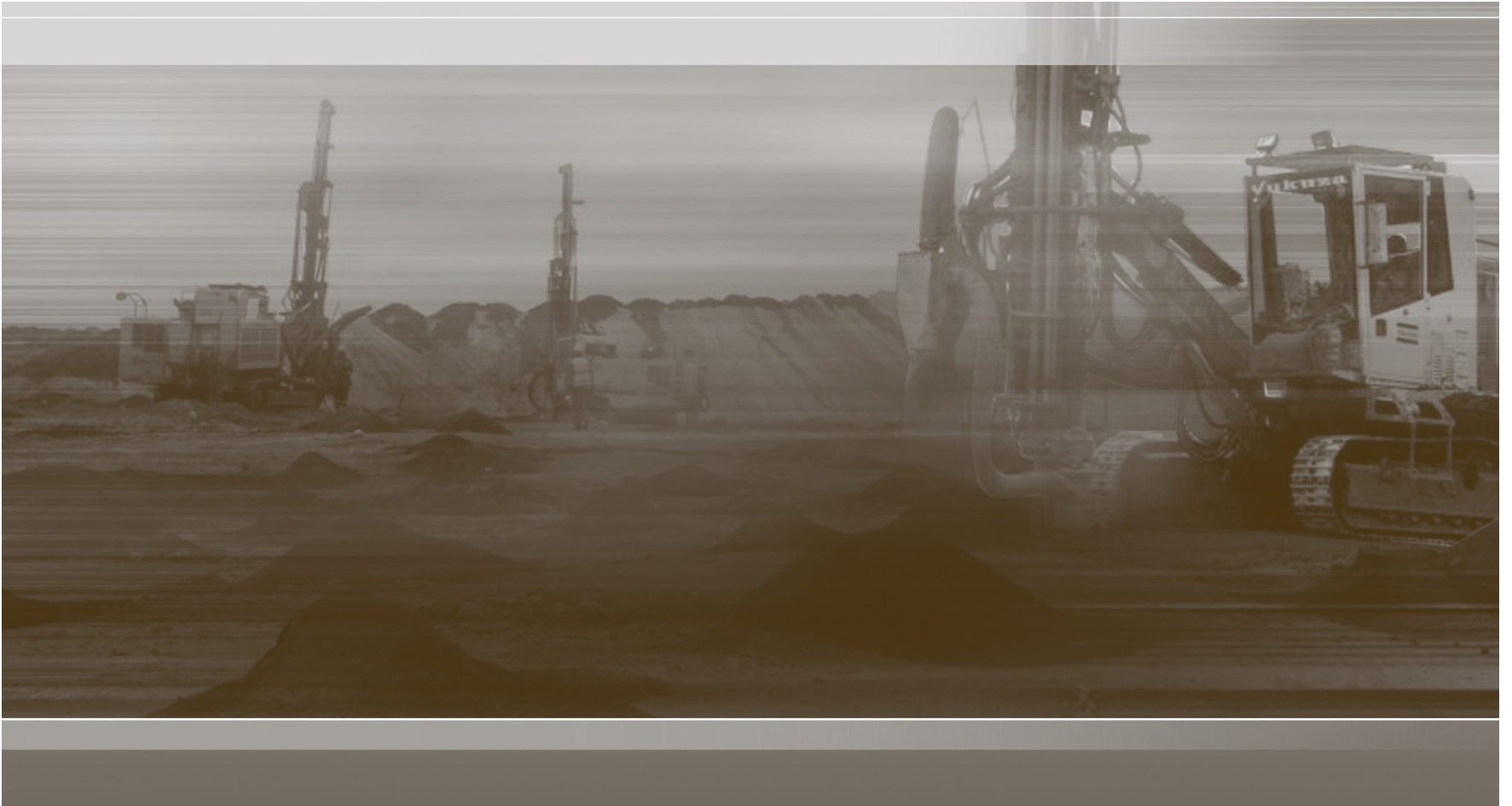


# Tangible Net Asset Value analysis: 30 cents per share

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# Capital Expenditure



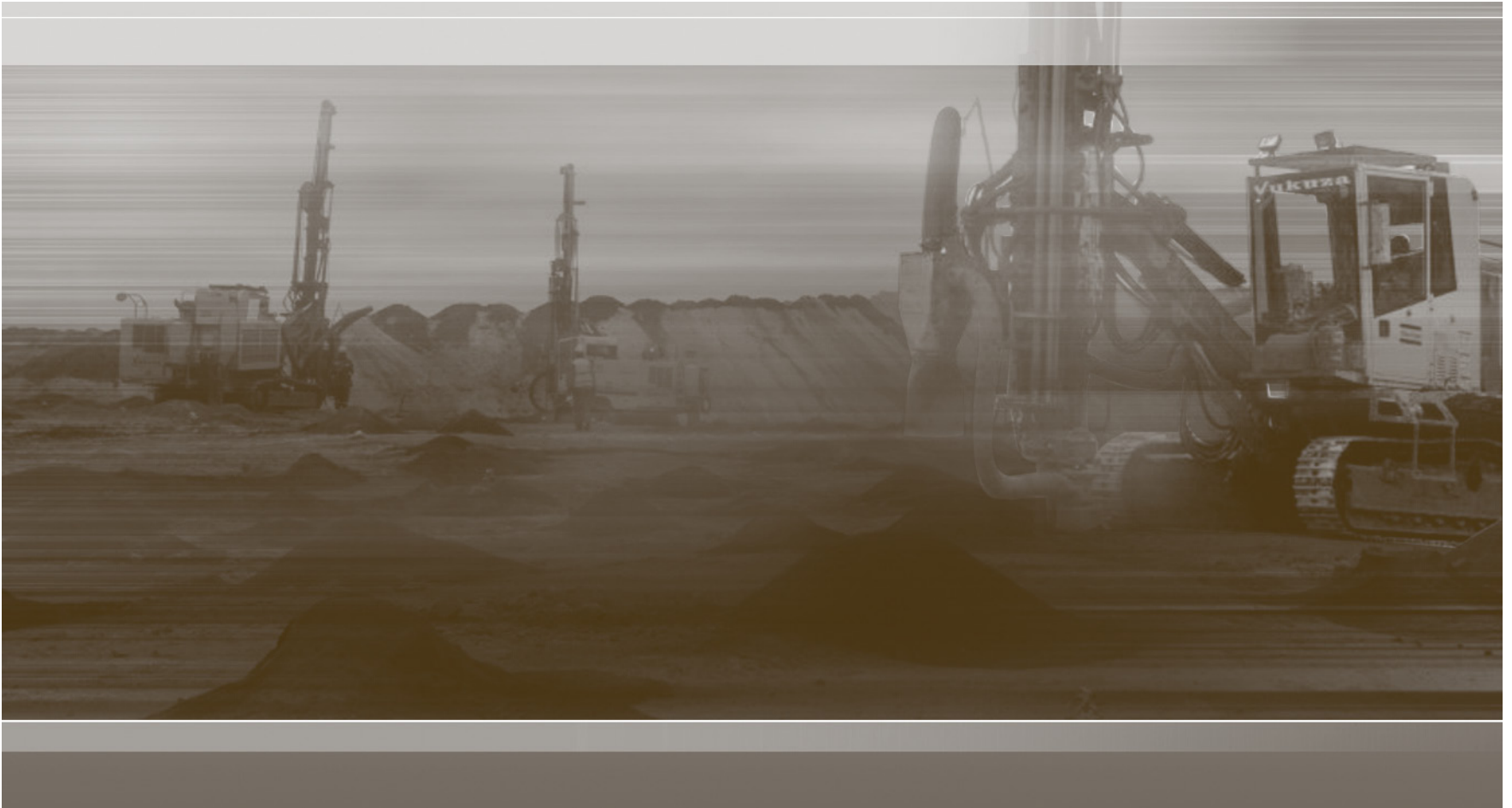
# Capital Expenditure

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- Capital expenditure reduced 63% to R197 million
- 75% of Capital expenditure spend on expanding of operations
- Limited capital expenditure planned for FY 2011
- Taken a view to reduce excess fleet in Mining Services and Construction Materials
- Vukuza plant rental implemented
- 2<sup>nd</sup> Hand plant sales division
- Buildmax will continue to hire-in equipment to cope with demand

**The group is highly cash generative at an operations level as a significant proportion of EBITDA translates into operating cash generated**

# Corporate Strategy



# Buildmax in the Open Cast Mining Value Chain



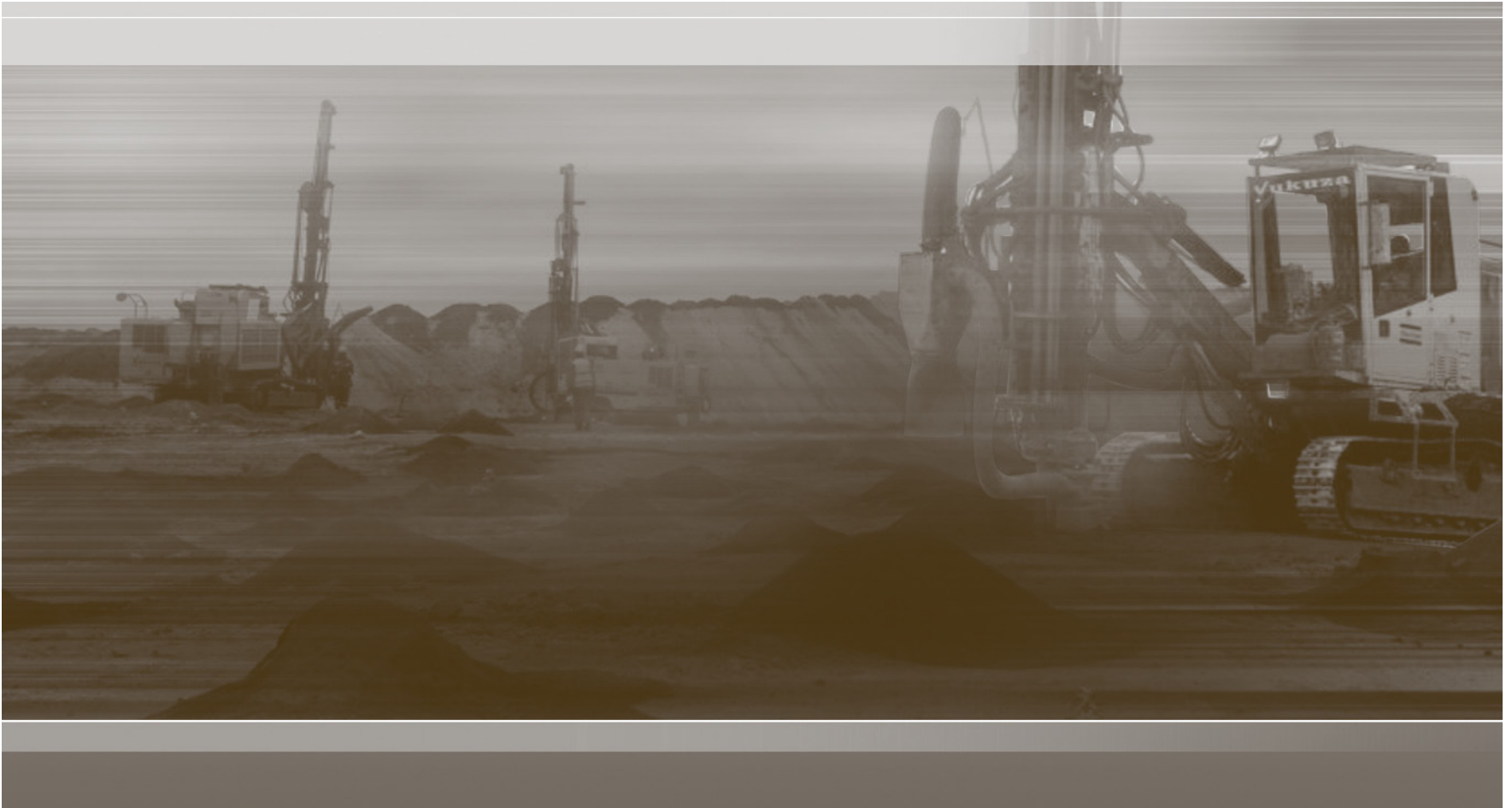
Mining Services				
	Diesel Power Vukuza			

Construction Materials				
Crushco Verlesha Mystic Blue*	Crushco Alfa Verlesha	Crushco Alfa Verlesha Aflease	Crushco Alfa BSB Wit Deep	Crushco Alfa BSB Wit Deep

70% of Revenue is derived from opencast mining



# Ongoing Actions



# Ongoing actions to weather the storm

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## Funding

- Banks confirmed facilities
- Renegotiating borrowing covenants
- Rights Offer proceeds to settle portion of debt
- Sell excess mining and construction equipment
- Reduce debt levels

## Overheads

- 3 year deal with Union
- Market related salary increases
- Consolidation of administration centers
- Restructure facilities to extract synergies
- Curtail discretionary costs

## Working Capital

- Even more focus on debtors
- CGIC cover
- Portion of Rights Offer will provide working capital

## CAPEX

- Limited CAPEX for FY2011
- No new projects
- Critically evaluating all current mining contracts
- Utilizing services of sub-contractors