

Print financials

Primeserv Group Limited

(Previously Privest Group Limited)
("Primeserv" or "the Group")
Incorporated in the Republic of South Africa
(Registration number 1997/013448/06)

REVIEWED RESULTS FOR THE YEAR ENDED 30 JUNE 2002



Introduction

As of 1 July 2002, Privest Group Limited changed its name to Primeserv Group Limited ("Primeserv" or "the Group"). The new name has evolved to reflect the Group's strategic direction and to demonstrate Primeserv's commitment to delivering leading edge, brand driven, integrated human resources services to industry through its Solutions, Training, Recruitment and Outsourcing divisions.

Financial Review

The results for the year under review are compared to the pro forma annualised results for the sixteen months ended 30 June 2001. In line with the Group's strategy of streamlining revenue in the Outsourcing division to improve margins, sales were actively reduced in the second half of the year, consequently Group revenue decreased by 9% from the pro forma R585,6 million to R532,9 million. Net profit before taxation increased by 64% to R7,8 million and net income attributable to shareholders improved by 89% to R5,7 million, despite higher interest charges. The repurchase of securities resulted in the weighted average number of shares in issue decreasing to 138,3 million and the total number of shares outstanding at the year-end decreasing to 130,5 million. Headline earnings per share increased by 24% to 4,72 cents. Cash flow for the year improved strongly from a negative R28,3 million to a positive R9,9 million with cash flow per share of 7,2 cents. The Group's net asset value per share increased by 15% to 61 cents.

Operational Review

Primeserv is being strategically positioned into two client centric categories that focus on delivering a complete human resources service:

- Corporate and organisational services operationally driven by the Group's Solutions and Training divisions; and
- Staffing services operated through the Recruitment and Outsourcing divisions.

These two categories have been used to present segmental performance.

Corporate and organisational services

The Solutions division felt the impact of severely depressed sales due to changes in management and difficult market conditions. This translated into a reversal of performance over the previous year, resulting in a loss by the division, thereby impacting negatively on the Group's operating margin. Corrective measures have been affected in this strategically valuable division.

The Training division increased sales despite the continuing tough economic conditions and the slow start-up of signed contracts. Income increased over the previous period through a return to profitability of the technical and vocational training operations. The corporate training operations remained weak. Investment in the development of new products, services and personnel remained high and the division is positioned for a better performance in the year ahead.

Staffing services

The Recruitment division experienced a poor second half as a consequence of a decline in the permanent recruitment industry, particularly within the division's niche markets. This is expected to continue in the year ahead, however, management is working toward new markets to contra these conditions.

The Outsourcing division pursued its strategic decision to streamline sales and target better margin business with improved working capital cycles. This, combined with the extensive reengineering of the division during the previous 18 months, impacted positively on the division's profitability. During the latter half of the year the division disposed of a significant portion of the business operations of Joblock Outsourcing. The losses incurred in Mozambique have been brought under control. The actions undertaken during the past year should result in a stronger divisional performance in the coming year.

Empowerment

Primeserv is committed to affirmative action and Black Economic Empowerment goals and meaningful progress has been achieved, particularly by the Group's empowerment partnerships, Bathusi and Empvest.

Corporate governance

Primeserv intends, where applicable, to meet the recommendations of the King II Report. A committee supported by external advisors has been appointed to review the structure of the Board and the Group's compliance to King II.

Accounting policies

The accounting policies as set out in the Group's previous annual report have been consistently applied throughout the year under review. These policies are in accordance with South African Statements of Generally Accepted Accounting Practice.

Review by independent auditors

The results have been reviewed by the Group's auditors. Their unqualified review report is available for inspection at the company's registered office.

Dividend

In line with the Group's policy to use cash resources to reduce gearing and meet additional growth opportunities, no dividend has been declared.

Outlook

Primeserv is positive about its future, especially as the trend towards the outsourcing of human resource services accelerates within southern Africa. The Group remains focused on enhancing its balance sheet through risk and working capital management and margin improvement. Further investment will be made in the Primeserv brand, systems and the human capital and entrepreneurial flair required to drive the sustainable business model.

For and on behalf of the board

M Abel

Executive chairman

PL Gray

Chief operating officer

JA Sparke

Chief financial officer

Johannesburg 28 August 2002

e-mail: productivity@primeserv.co.za

Share code: PMV

ISIN number: ZAE 0000 39277

Directors

M Abel (Executive chairman)
PL Gray (Chief operating officer)
JM Judin*
Professor S Klein* (American)
G Magomola*
CS Seabrooke*
JA Sparke (Chief financial officer)
(*Non-executive)

Registered address

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Transfer secretaries

Computershare Investor Services Limited Edura House, 41 Fox Street, Johannesburg, 2001 (P.O. Box 62391, Marshalltown, 2107)



	Reviewed 12 Months ended 30 June 2002 R'000	Annualised pro forma 12 Months ended 30 June 2001 R'000	% change	Audited 16 Months ended 30 June 2001 R'000
Revenue	532 924	585 565	(9,0)	780 753
Operating profit Exceptional items Restructuring charges Depreciation	18 764 869 4 111	22 611 2 823 5 748 4 904	(17,0) (16,2)	30 148 3 764 7 664 6 539
Net income before interest Net interest paid	13 784 5 936	9 136 4 343	50,9 36,7	12 181 5 790
Net income before taxation SA normal taxation	7 848 2 137	4 793 1 777	63,7 20,3	6 391 2 370
Net income attributable to shareholders	5 711	3 016	89,4	4 021
Reconciliation of headline earnings Net income attributable to shareholders After tax effect of pre-acquisition costs After tax effect of loss on sale of fixed assets Goodwill amortisation	5 711 656 23 132	3 016 (18)	89,4	4 021
After tax effect of uncollected debts Revaluation of share incentive scheme		690 1 837		920 2 449
Headline earnings	6 522	5 525	18,0	7 390
Weighted average number of shares in issue ('000) Earnings per share (cents) Headline earnings per share (cents)	138 289 4,13 4,72	144 713 2,08 3,82	98,6 23,6	144 713 2,78 5,11



		Annualised	
	Reviewed	pro forma	Audited
	12 Months	12 Months	16 Months
	ended	ended	ended
	30 June	30 June	30 June
	2002	2001	2001
	R'000	R'000	R'000
Revenue			
Corporate and organisational services	49 980	50 668	67 557
Staffing services	482 944	534 897	713 196

	532 924	585 565	780 753
Net income before taxation Corporate and organisational services Staffing services	212 7 636	1 445 3 348	1 927 4 464
	7 848	4 793	6 391



	Reviewed 12 Months ended 30 June 2002 R'000	Audited 16 Months ended 30 June 2001 R'000
Operating activities Investing activities Financing activities	14 669 (4 049) (702)	17 066 (44 962) (356)
Net increase/(decrease) in cash at bank and borrowings Cash obtained from businesses and subsidiaries acquired Cash at bank and borrowings at beginning of the year	9 918 (34 673)	(28 252) 206 (6 627)
Cash at bank and borrowings at end of the year	(24 755)	(34 673)
Weighted average number of shares (000) Cash flow per share (cents)	138 289 7,17	144 713 (19,52)



 Reviewed
 Audited

 30 June
 30 June

 2002
 2001

 R'000
 R'000

ASSETS

Non-current assets Equipment and vehicles Intangibles Proceeds due from disposal of business Deferred tax asset Share incentive scheme Current assets Inventories Trade and other receivables Taxation Cash at bank	45 338 6 431 1 278 2 411 33 762 1 456 100 200 437 92 790 171 6 802	47 536 10 217 35 873 1 446 100 396 386 93 557 192 6 261
Total assets	145 538	147 932
EQUITY AND LIABILITIES Capital and reserves Non-current liabilities Current liabilities Trade and other payables Short-term borrowings Bank borrowings	79 214 1 421 64 903 33 045 301 31 557	75 132 1 934 70 866 29 442 490 40 934
Total equity and liabilities	145 538	147 932



	Reviewed 12 months ended 30 June 2002 R'000	Audited 16 months to 30 June 2001 R'000
Balance at beginning of year - as previously shown Prior year adjustment	75 132	115 455 13 686
Balance at beginning of year - restated Net shares issued/(reversed) during the period Net share premium issued/(reversed) during the year Intangible asset and share issue expenses written off Repurchase of securities Net income for the year	75 132 (1 629) 5 711	129 141 (174) (52 399) (58) (5 399) 4 021
Balance at end of the year	79 214	75 132