TS SOUTH AFRICA SALES OFFICE
YEAR 2016-17
DATA TYPE ACT 2016-17
DENOMINATION ZAR
EXCHANGE RATE

INCOME STATEMENT	2015-16 ZAR	Apr 2016 ZAR	May 2016 ZAR	Jun 2016 ZAR	Jul 2016 ZAR	Aug 2016 ZAR	Sep 2016 ZAR	Oct 2016 ZAR	Nov 2016 ZAR	Dec 2016 ZAR	Jan 2017 ZAR	Feb 2017 ZAR	Mar 2017 ZAR	Total 2016-17 ZAR
Commission Model	3,725,603	(91,939)	248,765	432,729	30,967	494,338	529,340	286,771	353,322	736,843	567,893	624,704	274,926	4,772,536
Salaries	(665,200)	(151,714)	(130,250)	(130,250)	(130,250)	(224,934)	(130,250)	(908,238)	(193,823)	(192,757)	(192,906)	(192,906)	(192,906)	(2,771,183)
Bonus	(115,783)	(10,177)	(11,146)	0	(20,000)	75,233	(19,451)	(20,561)	(20,561)	(20,561)	(20,561)	(31,580)	(31,580)	(130,943)
Social Costs														
Pensions														
Employment costs	**(780,984)**	**(161,891)**	**(141,396)**	**(130,250)**	**(150,250)**	**(149,701)**	**(149,701)**	**(928,798)**	**(214,383)**	**(213,317)**	**(213,466)**	**(224,486)**	**(224,486)**	**(2,902,126)**
Depreciation														
Other employee related costs	(1,913)													
Premises & services	(149,785)	(13,207)	(13,207)	(14,408)	(14,264)	(14,264)	(14,264)	(14,264)	0	(28,528)	(14,264)	(13,771)	(14,018)	(168,459)
Hotel	(8,544)													
Entertaining - Customer														
Entertaining - Other														
Travel	(39,534)													
Car costs														
Communications/office supplies														
Contracted IT service fees	(52,620)	(4,822)	(4,852)	(4,905)	0	(11,766)	(4,963)	0	(10,015)	(7,426)	(5,163)	(5,009)	(166)	(59,087)
Other IT costs	(19,223)													
Health & Safety														
Insurance	(11,750)									(9,994)	0			(9,994)
Consultant fees	(222,997)		(91,200)	(9,120)	(9,120)	(63,680)	(35,340)	(62,426)		(44,460)	(26,220)	(35,340)	(70,680)	(447,586)
Contracted accountancy service fees														
Legal fees	(152,184)													
Audit fees														
Subscriptions														
Training costs														
Bank charges						(1,267)	(410)	(410)	(434)	(446)	(453)	(446)	(439)	(4,304)
Penalties and interest												(105,895)	52,828	(53,067)
Bad Debt Provision														
Other general expenses	(162,851)	(17,528)	(7,989)	(2,520)	(38,381)	(11,028)	(54,665)	(19,910)	(1,614)	(2,542)	(65,969)	(14,686)	(62,959)	(299,791)
Other costs	**(821,402)**	**(35,558)**	**(26,048)**	**(113,032)**	**(61,766)**	**(47,445)**	**(137,982)**	**(69,924)**	**(74,490)**	**(93,396)**	**(112,069)**	**(175,147)**	**(95,433)**	**(1,042,289)**
TOTAL COSTS	**(1,602,385)**	**(197,449)**	**(167,444)**	**(243,282)**	**(212,015)**	**(197,146)**	**(287,683)**	**(998,723)**	**(288,874)**	**(306,713)**	**(325,635)**	**(399,632)**	**(319,919)**	**(3,944,414)**
Operating Result before Restructuring, Impairment	**2,123,218**	**(6,510)**	**81,321**	**189,447**	**(181,049)**	**297,193**	**241,657**	**(711,952)**	**64,448**	**430,130**	**242,358**	**225,072**	**(44,993)**	**828,122**
Restructuring & Impairments	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Profit/(Loss) on Disposal of Fixed Assets & Group Unde	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Operating Result	**2,123,218**	**(6,510)**	**81,321**	**189,447**	**(181,049)**	**297,193**	**241,657**	**(711,952)**	**64,448**	**430,130**	**242,358**	**225,072**	**(44,993)**	**828,122**
External interest														
Internal Interest														
Share of JV's and Associates post tax result														
Result before Tax	**2,123,218**	**(6,510)**	**81,321**	**189,447**	**(181,049)**	**297,193**	**241,657**	**(711,952)**	**64,448**	**430,130**	**242,358**	**225,072**	**(44,993)**	**828,122**
Tax							(170,408)	0	0	(79,100)	0		(33,836)	(283,344)
PAT	**2,123,218**	**(6,510)**	**81,321**	**189,447**	**(181,049)**	**297,193**	**71,249**	**(711,952)**	**64,448**	**351,030**	**242,358**	**225,072**	**(78,829)**	**544,778**
Dividend Receivable / Payable														
PROFIT / (LOSS) FOR PERIOD	**2,123,218**	**(6,510)**	**81,321**	**189,447**	**(181,049)**	**297,193**	**71,249**	**(711,952)**	**64,448**	**351,030**	**242,358**	**225,072**	**(78,829)**	**544,778**

NON FINANCIAL DATA	2015-16	Apr 2016	May 2016	Jun 2016	Jul 2016	Aug 2016	Sep 2016	Oct 2016	Nov 2016	Dec 2016	Jan 2017	Feb 2017	Mar 2017	Total 2016-17
Commission Tonnage (Tons)	16.705	905.66	1092.50	1967.19	141.96	2261.40	2441.00	1338.60	1661.20	3498.10	2717.90	3020.70	1338.16	22392.37
HEADCOUNT														
Nos Employed	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00
FTE's	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00

BALANCE SHEET	Apr 2016 ZAR	May 2016 ZAR	Jun 2016 ZAR	Jul 2016 ZAR	Aug 2016 ZAR	Sep 2016 ZAR	Oct 2016 ZAR	Nov 2016 ZAR	Dec 2016 ZAR	Jan 2017 ZAR	Feb 2017 ZAR	Mar 2017 ZAR	Total 2016-17 ZAR
FIXED ASSETS													
Fixed assets GBV beg. yr.	0	0	0	0	0	0	0	0	0	0	0	0	0
IT additions													0
Vehicle additions													0
Office furniture additions													0
Other asset additions													0
Additions	0	0	0	0	0	0	0	0	0	0	0	0	0
IT deletions GBV													0
Vehicle deletions GBV													0
Office furniture deletions GBV													0
Other asset deletions GBV													0
DeletionsGBV	0	0	0	0	0	0	0	0	0	0	0	0	0
Closing Gross Book Value	0	0	0	0	0	0	0	0	0	0	0	0	0
Fixed Assets cumulative depreciation beg yr.	0	0	0	0	0	0	0	0	0	0	0	0	0
IT deletions Cumulative Depreciation													0
Vehicle deletions Cumulative depreciation													0
Office furniture deletions Cumulative depreciation													0
Other asset deletions Cumulative depreciation													0
Deletions Cumulative depreciation	0	0	0	0	0	0	0	0	0	0	0	0	0
IT Depreciation current year													0
Vehicle Depreciation current year													0
Office furniture Depreciation current year													0
Other asset Depreciation current year	0												0
Depreciation current year	0	0	0	0	0	0	0	0	0	0	0	0	0
Closing cumulative depreciation	0	0	0	0	0	0	0	0	0	0	0	0	0
FIXED ASSETS CLOSING NBV	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**
ITFA GBV beg yr													
ITFA additions													
ITFA deletions GBV													
ITFA cumulative amortization beg yr.													
ITFA deletions cumulative amortization													
Amortization current year													
INTANGIBLE FIXED ASSETS NBV	**0.000**	**0.000**	**0.000**	**0.000**	**0.000**	**0.000**	**0.000**	**0.000**	**0.000**	**0.000**	**0.000**	**0.000**	**0.000**	**0.000**
INVESTMENTS													-
CURRENT ASSETS													
Cash at bank & in hand					2,333,566	2,061,188	1,076,836	854,838	412,717	126,564	991,319	623,267	74,317	74,317
Trade debtors - Inter group with TSUK	3,725,603	3,917,542	4,166,306	4,599,036	-									-
Prepayments														-
SARS PAYE refunds													52,973	52,973
Other debtors														-
														-
Non operational Debtors (Int/Tax etc)							545,712	545,712	545,712	466,612	466,612	466,612	666,444	666,444
TOTAL	**3,725,603**	**3,917,642**	**4,166,306**	**4,599,036**	**2,333,566**	**2,061,188**	**1,622,548**	**1,400,550**	**958,429**	**593,177**	**1,457,932**	**1,089,879**	**793,734**	**793,734**
CURRENT LIABILITIES													
Bank overdraft	(1,486,602)	(1,673,874)	(1,830,172)	(2,073,454)	0									0
Trade creditors - Inter group TSUK														0
Trade creditors - External														0
Accounting Provisions													(26,220)	(26,220)
Payroll Provisions	(115,783)	(125,960)	(137,107)	(137,107)	(157,107)	(81,873)	(101,324)	(121,685)	(142,445)	(163,006)	(183,567)	(215,147)	(246,727)	(246,727)
Loan Tata Steel UK					30,967	525,305	1,054,645	1,341,416	1,169,432	1,906,275	1,304,736	1,929,440	2,204,367	2,204,367
Other Creditors < 1 year								(756,164)	(57,051)	(57,051)	(57,348)	(57,348)	(57,158)	(57,158)
TOTAL	**(1,602,385)**	**(1,799,834)**	**(1,967,279)**	**(2,210,561)**	**(126,140)**	**443,432**	**953,321**	**463,367**	**969,936**	**1,686,218**	**1,063,822**	**1,656,946**	**1,874,262**	**1,874,262**
NET CURRENT ASSETS / (LIABS)	**2,123,219**	**2,117,707**	**2,199,028**	**2,388,475**	**2,207,426**	**2,504,620**	**2,575,869**	**1,863,917**	**1,928,365**	**2,279,395**	**2,521,753**	**2,746,825**	**2,667,996**	**2,667,996**
NON-CURRENT LIABILITIES													
Creditors > 1 year													-
Provisions													-
TOTAL	-	-	-	-	-	-	-	-	-	-	-	-	-
NET ASSETS	**2,123,219**	**2,117,707**	**2,199,028**	**2,388,475**	**2,207,426**	**2,504,620**	**2,575,869**	**1,863,917**	**1,928,365**	**2,279,395**	**2,521,753**	**2,746,825**	**2,667,996**	**2,667,996**
CAPITAL & RESERVES													
Share Capital	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Statutory Reserves	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Accumulated Retained Profit/Loss	0	(2,123,218)	(2,123,218)	(2,123,218)	(2,123,218)	(2,123,218)	(2,123,218)	(2,123,218)	(2,123,218)	(2,123,218)	(2,123,218)	(2,123,218)	(2,123,218)	(2,123,218)
Current Year's Retained Profit/Loss	(2,123,218)	5,510	(75,810)	(265,257)	(84,209)	(381,402)	(452,651)	259,301	194,853	(156,177)	(398,535)	(623,607)	(544,778)	(544,778)
Head Office Current Account	0	0	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL CAPITAL	- 2,123,218	- 2,117,707	- 2,199,028	- 2,388,475	- 2,207,426	- 2,504,619	- 2,575,869	- 1,863,917	- 1,928,365	- 2,279,395	- 2,521,753	- 2,746,825	-2,667,996	- 2,667,996
CHECK	- 0	- 0	- 0	0	- 0	0	0	0	0	0	0	- 0	0	0
	0	0	0	- 0	0	- 0	- 0	- 0	- 0	- 0	- 0	- 0	- 0	- 0

30/6/2017