

# SUN INTERNATIONAL LIMITED

("Sun International" or "the group" or "the company") Registration number: 1967/007528/06 Share code: SUI ISIN: ZAE 000097580

# PROFIT AND DIVIDEND ANNOUNCEMENT

for the year ended 30 June 2010



REVENUE -1% \* EBITDA -7% \* ADJUSTED HEPS -18% \* DIVIDENDS RESUMED 100 CENTS PER SHARE





Sun International

A Million Thrills. One Destination.

# GROUP STATEMENTS OF COMPREHENSIVE INCOME

	2010	%	2009
R million	Reviewed	change	Audited
Revenue			
Casino	6 212	_	6 234
Rooms	857	(5)	900
Food, beverage and other	892	(2)	907
	7 961	(1)	8 041
Less: promotional allowances	(164)		(126)
	7 797		7 915
Insurance proceeds	180		_
Other income	-		47
Pension fund (deficit)/surplus recognition	(1)		9
Employee costs	(1 633)		(1 520)
Levies and VAT on casino revenue	(1 364)		(1 353)
Depreciation and amortisation	(685)		(658)
Promotional and marketing costs	(614)		(592)
Consumables and services	(846)		(819)
Property and equipment rental	(114)		(74)
Property costs	(351)		(298)
Other operational costs	(728)		(654)
Impairment of goodwill	-		(108)
Operating profit	1 641	(13)	1 895
Foreign exchange (loss)/gain	(15)		42
Interest income	60		93
Interest expense	(566)		(719)
Share of associate's loss	(3)		_
Profit before tax	1 117		1 311
Tax	(452)		(611)
Profit for the year	665	(5)	700
Other comprehensive income:			
Fair value adjustment on available-for-sale			
investment, net of tax	_		4
Net loss on cash flow hedges, net of tax	(8)		(114)
Transfer of hedging reserve to statement	. ,		
of comprehensive income, net of tax	68		32
Currency translation differences	(90)		(32)
Realisation of currency translation reserve	-		(64)
Total comprehensive income for the year	635		526



# GROUP STATEMENTS OF COMPREHENSIVE INCOME (continued)

R million	2010 Reviewed	% change	2009 Audited
Profit for the year attributable to:			
Minorities	152		199
Ordinary shareholders	513		501
	665		700
Total comprehensive income for the year attributable to:			
Minorities	144		161
Ordinary shareholders	491	35	365
	635		526

	Cents per share	% change	Cents per share
Earnings per share			
– basic	552		566
– diluted	546	(2)	558
Headline earnings			
– basic	568		645
– diluted	562	(12)	636
Dividend per share	100		-





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### **GROUP STATEMENTS OF FINANCIAL POSITION**

### at 30 June

R million	2010 Reviewed	2009
	Keviewed	Audited
ASSETS		
Non current assets		
Property, plant and equipment	8 846	7 878
Intangible assets	349	382
Available-for-sale investment	48	48
Loans and receivables	45	49
Pension fund asset	30	31
Deferred tax	95	85
	9 413	8 473
Current assets		
Loans and receivables	31	184
Accounts receivable and other	639	536
Cash and cash equivalents	721	794
	1 391	1 514
Total assets	10 804	9 987
EQUITY AND LIABILITIES		
Capital and reserves		
Ordinary shareholders' equity	1 210	569
Minorities' interests	1 398	1 020
	2 608	1 589
Non current liabilities		
Deferred tax	432	418
Borrowings	3 940	4 525
Other non current liabilities	201	233
	4 573	5 176
Current liabilities		
Accounts payable and other	1 273	1 240
Borrowings	2 350	1 982
	3 623	3 222
Total liabilities	8 196	8 398
Total equity and liabilities	10 804	9 987

# CONDENSED GROUP STATEMENTS OF CASH FLOWS

R million	2010 Reviewed	2009 Audited
Cash generated by operations before: Working capital changes	2 416 (70)	2 676 (52)
<b>Cash generated by operations</b> Tax paid	2 346 (519)	2 624 (622)
Cash retained from operating activities Cash utilised in investing activities Cash realised from investing activities Net cash outflow from financing activities Effect of exchange rates upon cash and cash equivalents	1 827 (1 236) 164 (819) (9)	2 002 (1 814) 482 (728) 2
Decrease in cash balances	(73)	(56)





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# CONDENSED GROUP STATEMENTS OF CHANGES IN EQUITY

R million	Ordinary share- holders' equity	Minorities' interests	Total equity
FOR THE YEAR ENDED 30 JUNE 2010 (REVIEWED)			
Balance at 30 June 2009	569	1 020	1 589
Total comprehensive income for the year	491	144	635
Share issue	39	_	39
Deemed treasury shares purchased	(1)	_	(1)
Deemed treasury shares disposed	2	_	2
Treasury share options purchased	(40)	_	(40)
Treasury share options exercised	79	_	79
Shares disposed by Dinokana	55	_	55
Employee share based payments	37	_	37
Delivery of share awards	(4)	_	(4)
Acquisition of minorities' interests	(28)	(5)	(33)
Increase in minorities funding	11	266	277
Acquisition of subsidiary	_	219	219
Dividends paid	-	(246)	(246)
Balance at 30 June 2010	1 210	1 398	2 608
FOR THE YEAR ENDED 30 JUNE 2009 (AUDITED)			
Balance at 30 June 2008	119	546	665
Total comprehensive income for the year	365	161	526
Share issue	99	-	99
Deemed treasury shares purchased	(78)	_	(78)
Shares disposed by Dinokana	17	_	17
Treasury share options purchased	(21)	-	(21)
Treasury share options exercised	241	-	241
Employee share based payments	28	-	28
Acquisition of subsidiary	_	240	240
Disposal of interests to minorities	52	47	99
Increase in minority funding	_	354	354
Acquisition of minorities' interests	(26)	4	(22)
Dividends paid	(227)	(332)	(559)
Balance at 30 June 2009	569	1 020	1 589

### SUPPLEMENTARY INFORMATION

R million	2010	% change	2009
EBITDA RECONCILIATION			
Operating profit	1 641	(13)	1 895
Other income	_		(47)
Monticello insurance deductible*	59		_
Depreciation and amortisation	685		658
Property and equipment rental	114		74
Pension fund deficit/(surplus) recognition*	1		(9)
Net loss on disposal and impairment			
of property, plant and equipment*	1		9
Impairment of goodwill	_		108
(Profit)/loss on disposal of investments*	(2)		6
Pre-opening expenses*	28		21
Reversal of Employee Share Trusts' consolidation*	18		31
EBITDA	2 545	(7)	2 746
EBITDA margin (%) <sup>()</sup>	32		34
Tax rate reconciliation (%)			
Effective tax rate	40		47
Preference share dividends	(5)		(6)
STC	(6)		(8)
Prior year over-provisions	7		-
Foreign taxes	(1)		(1)
Other	(7)		(4)
SA corporate tax rate	28		28
EBITDA to interest (times)	5.0		4.4
Borrowings to EBITDA (times)	2.47		2.37
Net asset value per share (Rand)	12.91		6.20
Capital expenditure	1 031		1 476
Capital commitments			
– contracted	289		349
- authorised but not contracted	880		1 186
<ul> <li>conditionally authorised</li> </ul>	986		1 000

<sup>(</sup>i) The EBITDA margin has been calculated on revenue before deducting promotional allowances. (ii) Realisation of foreign currency translation reserve on distribution of dividend.



# ${\color{red} \textbf{SUPPLEMENTARY INFORMATION}} \ (\textbf{continued})$

R million	2010	% change	2009
HEADLINE EARNINGS AND ADJUSTED HEADLINE EARNINGS RECONCILIATION Profit attributable to ordinary shareholders Headline earnings adjustments	513 36	2	501 76
Net loss on disposal and impairment of property, plant and equipment (Profit)/loss on disposal of investments Monticello insurance deductible relating to asset reinstatement Currency translation reserve realised <sup>(ii)</sup> Impairment of goodwill	1 (2) 37 -		9 6 - (47) 108
Tax on the above items Minorities' interests on the above items	(4) (17)		(2) (4)
Headline earnings	528	(8)	571
Adjusted headline earnings adjustments	52		3
Pre-opening expenses Pension fund deficit/(surplus) recognition Monticello insurance deductible relating	28 1		21 (9)
to business interruption Foreign exchange loss/(gain) on intercompany loans	22		- (9)
Tax on the above items SARS tax refund Tax on share premium distributions received Minorities' interests on the above items Reversal of Employee Share Trusts' consolidation(iii)	(9) (53) (2) (22) 18		(1) - (5) (9) 41
Adjusted headline earnings	512	(15)	600
Number of shares ('000)  - in issue  - for EPS calculation  - for diluted EPS calculation  - for adjusted headline EPS calculation <sup>(iii)</sup> - for diluted adjusted headline EPS calculation <sup>(iii)</sup>	93 700 92 967 93 982 100 040 101 055		91 740 88 492 89 719 95 884 97 111
Earnings per share (cents)  – basic earnings per share  – headline earnings per share  – adjusted headline earnings per share	552 568 512	(3) (12) (18)	566 645 626
<ul><li>diluted basic earnings per share</li><li>diluted headline earnings per share</li><li>diluted adjusted headline earnings per share</li></ul>	546 562 507	(2) (12) (18)	558 636 618

<sup>(</sup>iii) The consolidation of the Employee Share Trusts are reversed in the calculation of adjusted headline earnings as the group does not receive the economic benefits of the trust.



### **ACCOUNTING POLICIES**

The condensed consolidated financial information for the year ended 30 June 2010 has been prepared in accordance with the recognition and measurement criteria of International Financial Reporting Standards (IFRS) and the presentation and disclosure requirements of IAS 34 – Interim Financial Reporting. The accounting policies applied, other than those described below, are consistent with those adopted in the financial statements for the year ended 30 June 2009.

The group has adopted the following new standard and amendment which are mandatory for the first time for the financial year beginning 1 July 2009:

- \* IAS 1 (Revised) Presentation of Financial Statements, which requires changes in equity not relating to equity owners to be disclosed in a separate statement. The group has elected to present a statement of comprehensive income.
- \* IFRS 8 Operating Segments, which requires an entity to present segment information on the same basis as that used for internal reporting purposes. The group determined that the operating segments were the same as the business segments previously identified under IAS 14 – Segmental Reporting, resulting in no material change to the segmental report.

### **REVIEW OPINION**

The condensed consolidated financial information for the year ended 30 June 2010 has been reviewed by the group's auditors, PricewaterhouseCoopers Inc. This review has been conducted in accordance with International Standard on Review Engagements 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity", and their unmodified review opinion is available for inspection at the company's registered office.

### **EARNINGS AND DIVIDEND**

Revenue for the year ended 30 June 2010 declined 1% from last year to R8.0 billion, while comparable revenue (excluding Monticello in Chile and the Federal Palace in Nigeria) was 3% lower. Gaming revenue was in line with last year at R6.2 billion while rooms revenue declined by 5%.

EBITDA of R2.5 billion was 7% lower than last year and the EBITDA margin declined 2.2 percentage points to 32.0%. The lower margin is due to the contraction in comparable revenue and increases in operating costs. Excluding the results of Monticello and the Federal Palace, the EBITDA margin was 32.9% versus 36.2% last year.

Fluctuations in the Rand and Chilean Peso against the US Dollar during the year resulted in a net exchange loss of R15 million compared to a gain of R42 million last year.

Net interest paid decreased by 19% from R626 million to R506 million as a result of lower prevailing interest rates and lower borrowings.

Tax at R452 million declined by 26% from last year as a result of the lower earnings in the current year and the reversal of prior year over-provisions. The effective tax rate excluding non deductible preference share dividends, STC and prior year over-provisions was 36% (33%) due primarily to other permanent differences.

Adjusted headline earnings of R512 million and diluted adjusted headline earnings per share of 507 cents were 15% and 18% below last year respectively.

Trading conditions are stabilising and the group's financial position and debt ratios have strengthened. Capital expenditure for the year ahead is expected to be significantly lower than originally forecast and the board has therefore resolved to resume dividend payments. A dividend of 100 cents per share has been declared.

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### **SEGMENTAL ANALYSIS**

	Revenue		Revenue EBITDA		Operatir	g profit
R million	2010	2009	2010	2009	2010	2009
GrandWest	1 582	1 642	614	675	470	535
Sun City	1 160	1 146	173	207	61	95
Carnival City	965	997	303	351	214	267
Sibaya	849	810	296	295	222	233
Boardwalk	414	418	160	172	130	142
Carousel	310	308	77	81	47	52
Wild Coast Sun	287	302	48	56	26	41
Morula	254	250	51	56	31	33
Meropa	236	227	98	93	81	78
Windmill	193	204	71	84	52	63
Table Bay	167	199	35	65	9	33
Swaziland	166	177	7	23	(3)	15
Botswana	156	181	48	68	37	55
Zambia	149	217	26	55	8	34
Flamingo	127	129	38	42	26	32
Kalahari Sands	123	128	34	36	13	22
Golden Valley	112	109	27	34	9	14
Lesotho	93	98	12	15	5	11
Other operating segments	40	47	(12)	(7)	(14)	(16)
Management activities	607	664	345	382	332	381
	7 990	8 253	2 451	2 783	1 756	2 120
Monticello – Chile†	881	397	99	(22)	(3)	(81)
Federal Palace – Nigeria	11	-	4	-	2	-
Total operating segments	8 882	8 650	2 554	2 761	1 755	2 039
Central office and other	_	-	(9)	(15)	(9)	(133)
Eliminations	(575)	(609)	-	-	-	-
Other income	_	_	-	-	-	47
Other expenses(iv)	_	_	_	-	(105)	(58)
Monticello – Chile (business						
interruption)†	(346)	_	-	_	-	-
	7 961	8 041	2 545	2 746	1 641	1 895
Promotional allowances	(164)	(126)	-	_	-	-
	7 797	7 915	2 545	2 746	1 641	1 895

<sup>†</sup> Impacted by earthquake – see commentary on Monticello.

<sup>(</sup>iv) Refer to EBITDA reconciliation denoted\*.



#### GAMING

Comparable revenue from gaming decreased by 2% from last year as customers continued to feel the economic pressures. Popularity of the properties remains high and footfalls strong but spend per customer has declined across the board.

**GrandWest** was again specifically impacted by the depressed regional economy and achieved revenue of R1 582 million and EBITDA of R614 million which were 4% and 9% below last year respectively. The EBITDA margin of 38.8% declined by 2.3 percentage points from 41.1%.

**Carnival City** achieved revenue of R965 million and EBITDA of R303 million, a decline compared to last year of 3% and 14% respectively. This resulted in an EBITDA margin of 31.4% which was 3.8 percentage points below last year. Some disruption on the casino floor due to refurbishment resulted in a marginal loss of market share, with the group's share of the Gauteng market for the year declining from 20.9% to 20.6%. EBITDA was also impacted by increased property taxes and energy costs.

**Sibaya** performed satisfactorily, increasing revenue by 5% to R849 million. EBITDA of R296 million was in line with last year, while the EBITDA margin of 34.9% declined by 1.5 percentage points. The KwaZulu-Natal market grew by 3.8% in the year and Sibaya's market share at 35.5% was 0.3 percentage points higher.

**Boardwalk's** revenue declined by 1% to R414 million and EBITDA by 7% to R160 million. As a result the EBITDA margin declined 2.5 percentage points to 38.6%.

**Monticello** closed for repairs following the earthquake on 27 February 2010, and re-opened again on 30 June. Property damage of US\$8.2 million and a business interruption claim of US\$25 million was finalised with insurers. This amount includes re-launch costs of US\$2.2 million which will be spent in the 2011 financial year. The group results include trading for Monticello up to the date of the earthquake and the opening day of 30 June 2010, the business interruption claim of US\$2.8 million and operating costs incurred during the closed period. Included in adjusted headline earnings is the insurance deductible of US\$7.5 million.

The earthquake and its consequences masked a positive trading trend at Monticello. Without it, revenue was anticipated to have increased by more than 122% over last year, and the EBITDA achieved of R99 million (which did include the business interruption proceeds) compares favourably to the R22 million loss in the previous year.

### HOTELS AND RESORTS

Rooms revenue of R857 million declined by 5% from last year. Group occupancy was down 5 percentage points at 67% and an average room rate of R898 was achieved, which was a marginal decline on last year. The occupancy decline was due primarily to Sun City, The Table Bay and the Zambian hotels experiencing weaker demand from both international markets and the groups and conventions sector. While occupancy levels during the World Cup were below expectations, higher room rates were achieved, improving the overall achieved room rates particularly at Sun City and The Table Bay.

**Sun City's** room occupancy was 5 percentage points lower at 69% while the average room rate was 7% higher than last year at R1 334. EBITDA declined by 16% to R173 million. The lower EBITDA was primarily the result of the lower occupancy achieved and increased property and energy costs.

**The Table Bay** achieved occupancy of 53% (67%) and the average room rate increased by 5% in the current year to R2 033 resulting in an EBITDA decline of 46% from last year to R35 million.

**The Royal Livingstone** and **Zambezi Sun** achieved an aggregate occupancy of 49% (60%) at an average room rate of US\$189, a 12% decline against last year. In US dollars, EBITDA was 45% below last year.

**The Botswana operations** achieved revenue of R156 million and EBITDA of R48 million, which was 14% and 29% below last year respectively. The decline was exacerbated by the 10% strengthening of the Rand against the Botswana Pula.

**The Federal Palace** transaction was completed on 26 May 2010 with the group now owning 49% of the company. Prior to this date, the 29% investment was held as an associate. The group has invested US\$28 million in equity and advanced a loan of US\$15 million to the company. An associate loss of R3 million was incurred for the nine months from September to May 2010. The casino opened in December 2009 and steady progress has been made in attracting gaming customers to the property. Demand in Lagos was subdued for the year with consequent pressure on occupancy and rates resulting in an aggregate occupancy of 36% at an average room rate of US\$320.





Management fees and related income of R607 million was 9% lower than last year, while EBITDA of R345 million was 10% lower. Included in revenue are development fees of R26 million compared to R40 million last year.

### **FINANCIAL POSITION**

The group's borrowings decreased by R217 million to R6.3 billion at 30 June 2010. The Chilean facilities have been restructured resulting in the shareholders funding a US\$50 million repayment of the long term facility.

R million	Borrowings	30 June 2010 Intergroup borrowings	Third party borrowings	30 June 2009 Third party borrowings
SFI Resorts SA (Chile)	796	(104)	692	912
SunWest International (Pty) Ltd	741	_	741	771
Afrisun Gauteng (Pty) Ltd	504	(110)	394	352
Afrisun KZN (Pty) Ltd	446	-	446	457
The Tourist Company of				
Nigeria Plc	337	(110)	227	_
Worcester Casino (Pty) Ltd	211	(37)	174	194
Meropa Leisure and				
Entertainment (Pty) Ltd	110	-	110	117
Mangaung Sun (Pty) Ltd	80	-	80	73
Teemane (Pty) Ltd	68	-	68	69
Lesotho Sun (Pty) Ltd	46	(46)	-	_
Transkei Sun International Ltd	45	(45)	-	_
Emfuleni Resorts (Pty) Ltd	5	-	5	97
Central office	2 676	452	3 128	3 196
	6 065	_	6 065	6 238
Employee Share Trusts	225	-	225	269
	6 290	-	6 290	6 507

### Capital expenditure incurred during the year

R million	
Expansionary	
Monticello*	313
Sibaya	41
	354
Refurbishment	
Lesotho	101
Wild Coast Sun	88
	189
Other ongoing asset replacement	424
	967
Monticello reinstatement costs	64
Total capital expenditure	1 031

<sup>\*</sup> Includes capitalised interest of R21 million.



### **BUSINESS COMBINATION – IFRS 3**

On 26 May 2010 the Federal Palace in Nigeria was consolidated as follows:

R million	
Property, plant and equipment Current assets Deferred tax Current liabilities	798 92 (13) (443)
Net assets	434
Minorities' interests	(220)
Net assets acquired	214
Previously held associate	(93)
Net assets acquired and consideration settled in cash	121
Cash and cash equivalents	(65)
Net cash outflow	56

As permitted by IFRS 3 – Business Combinations, a provisional purchase price allocation (PPA) was performed, resulting in a fair value increase of the land. The final PPA will be completed within the next reporting period.

### **DEVELOPMENTS**

#### Wild Coast Sun

The first two phases of the Wild Coast Sun refurbishment programme, which comprised the refurbishment of the casino and 54 rooms, were completed during the year. The next phase, the refurbishment of an additional 57 rooms, will be completed by December 2010. The total project will be completed by mid-2012 at a capital cost of R400 million.

### Windmill

Construction of the new Privé area commenced in May 2010 and should be completed by December 2010. The total capital expenditure on this project is estimated at R35 million and includes both smoking and non-smoking facilities, a lounge and separate entrance from a new private parking area.

### Monticello

Monticello was completed just ahead of the earthquake in February 2010 at a final cost of US\$262 million.

#### Federal Palace

The 200-slot and 8-table casino at the Federal Palace Hotel was opened during December 2009 and the conference facility during January 2010, at a combined cost of US\$19 million. The refurbishment of the swimming pool and creation of a pool club, including a water park, sports facilities and exercise area, is well advanced and is expected to be completed during September 2010 at a cost of US\$2.5 million.

### SUNWEST EXCLUSIVITY

GrandWest's initial 10-year casino exclusivity in the Cape Metropole expires during December 2010. The Provincial Government of the Western Cape (PGWC) is considering whether to permit one of the other casino licence holders in the Western Cape to relocate to the Cape Metropole and is engaging interested stakeholders before taking a final decision in this regard. The PGWC has indicated that it would seek to extend GrandWest's exclusivity to enable proper completion of this exercise and any consequential processes.

Insufficient information is currently available to assess the potential impacts on GrandWest's revenue and profitability. However, in the event that a relocation and establishment of a new casino goes ahead, it is likely to be material to GrandWest once opened, which is unlikely to be before the end of 2012.

The Eastern Cape Gambling and Betting Board (ECGBB) announced during September 2009 that Boardwalk is the preferred bidder for the exclusive gaming licence in Port Elizabeth. Currently the licensee and the ECGBB are in final consultations on the licence conditions and finalisation is anticipated in advance of the expiry of the current licence in October 2010.

### **OUTLOOK**

Although trading conditions are stabilising, it is anticipated that demand within the gaming and hospitality industries will remain weak in the year ahead.

Notwithstanding this, some growth in revenue is expected from existing operations in addition to greater contributions from Monticello and the Federal Palace. Accordingly, the group expects growth in adjusted headline earnings per share.

The outlook has not been reviewed or reported on by the company's auditors.

For and on behalf of the board

MV Moosa DC Coutts-Trotter
Chairman Chief Executive

Registered Office: 27 Fredman Drive, Sandown, Sandton 2031

Sponsor: Investec Bank Limited

Transfer secretaries: Computershare Investor Services (Pty) Ltd, 70 Marshall Street,

Johannesburg 2001

**Directors:** MV Moosa (Chairman), IN Matthews (Lead Independent Director), DC Coutts-Trotter (Chief Executive)\*, RP Becker (Chief Financial Officer)\*, ZBM Bassa, PL Campher, MP Egan, Dr NN Gwagwa, BLM Makgabo-Fiskerstrand, LM Mojela, DM Nurek, E Oblowitz, GR Rosenthal.

\*Executive

Group Secretary: CA Reddiar

27 August 2010

### **DECLARATION OF DIVIDEND**

Notice is hereby given that a dividend of 100 cents per share for the year ended 30 June 2010 has been declared, payable to shareholders recorded in the register of the company at the close of business on the record date appearing below. The salient dates applicable to the dividend are as follows:

2010

Last day to trade *cum* dividend

Friday, 10 September

First day to trade *ex* dividend

Record date

Payment date

Friday, 17 September

Monday, 20 September

No share certificates may be dematerialised or rematerialised between Monday, 13 September and Friday, 17 September both days inclusive. Dividend cheques will be posted and electronic payments made, where applicable, to certificated shareholders on the payment date. Dematerialised shareholders will have their accounts with their Central Securities Depository Participant or broker credited on the payment date.

By order of the board

#### **CA Reddiar**

**Group Secretary** 

27 August 2010

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