

PEARL PROPERTIES (2006) LIMITED

Unaudited Interim Financial Results

For the six months ended 30 June 2015



a member of FIRST MUTUAL HOLDINGS LIMITED

FINANCIAL PERFORMANCE HIGHLIGHTS

- Revenue for the period ended 30 June 2015 of \$4.258 million (HY2014: \$4.431 million), down by 3.90%. Revenue includes rental income and property services income;
- Property expenses increased by 24.23% to \$0.605 million (HY2014: \$0.487 million) driven by an increase in expenses relating to vacant space;
- Net property income before administration expenses declined by 1.08% to \$3.255 million (HY2014: \$3.290 million);

CHAIRMAN'S STATEMENT

The Economy

The macroeconomic environment continues to be characterised by illiquidity and deflationary conditions. The challenges faced in policy implementation, fiscal collections, debt distress and global commodity price decline further hampered any meaningful development in the local economy

Strong economic growth is important for the success of the real estate market. It helps in the maintainance of strong property fundamentals, attracts investors and inspires demand and growth.

The Property Market

The poor aggregate demand and the depressed operating environment negatively affected property sector fundamentals with increasing pressure on the ability of tenants to remain profitable and the ability of property owners to stimulate positive outcomes on rentals, yields and development activity.

The property market remained subdued in the first half of 2015 with increasing defaults, declining occupancy levels, increasing evictions and voluntary space surrenders. These fundamentals adversely affected the prospects for upward rent reviews as landlords seek to retain existing paying tenants. Demand for space remained weak with the Central Business District ("CBD") office sector being affected the most. However, the demand for retail space remains relatively strong in both the CBD and suburban areas despite the subdued economic fundamentals.

The overall subdued demand for space and punitive pricing of mortgage facilities The orecan because definition of space time participation of the presence of the property development. The uncompetitively priced mortgage facilities resulted in property development. The uncompetitively priced at suppressed prices with the affordability of mortgages being restricted to a small segment of the formally employed.

Appointment of Auditors

At the last AGM, PriceWaterhouseCoopers Chartered Accountants (Zimbabwe) were appointed as auditors of the Group. We appreciate the invaluable service by the outgoing auditors to the Group during their tenure and welcome the new auditors.

Consolidated Statement of Financial Position

| All figures in USD | Note | Unaudited | Unaudited | Audited |
|--|------|--------------|--------------|------------------|
| ASSETS | | 30 June 2015 | 30 June 2014 | 31 December 2014 |
| Investment properties | 3 | 140,991,207 | 139,190,192 | 140,797,000 |
| Vehicles and equipment | 4 | 178,429 | 364,340 | 339,553 |
| Financial assets available -for-sale | 5 | 324,127 | 324,997 | 486,190 |
| Financial assets at fair value through profit or los | s 6 | 105,029 | 107,663 | 157,543 |
| Long-term receivable | | 977,022 | 977,022 | 977,022 |
| Long term investments | | 301,610 | 254,365 | 287,910 |
| Inventory | 7 | 3,075,880 | 1,834,687 | 2,785,738 |
| Tax credit | | 610,483 | 440,608 | 630,972 |
| Trade and other receivables | 8 | 2,321,278 | 2,433,446 | 1,934,423 |
| Cash and cash equivalents | 9 | 1,320,765 | 712,940 | 964,958 |
| Total assets | - | 150,205,830 | 146,640,260 | 149,361,309 |

| Equity attributable to equity holders of the par | ent | | | |
|--|-----|-------------|-------------|-------------|
| Ordinary share capital | | 1,238,157 | 1,238,157 | 1,238,157 |
| Available-for-sale reserve | | (199,589) | (148,570) | (39,146) |
| Retained earnings | | 127,211,296 | 124,233,804 | 126,313,858 |
| Total shareholders' equity | | 128,249,864 | 125,323,391 | 127,512,869 |
| LIABILITIES | - | | | |
| Long-term portion of borrowings | 10 | 2,841,666 | 3,941,667 | 3,391,666 |
| Short-term portion of borrowings | 10 | 1,100,000 | 1,100,000 | 1,100,000 |
| Deferred tax | 11 | 15,475,785 | 14,678,677 | 15,511,193 |
| Tax payable | | 58,073 | 264,594 | 10,334 |
| Trade and other payables | 12 | 2,386,678 | 1,069,591 | 1,603,602 |
| Loans and other payables | | - | 182,010 | 146,194 |
| Provisions | | 93,764 | 80,330 | 85,451 |
| Total liabilities | | 21,955,966 | 21,316,869 | 21,848,440 |

150,205,830

146,640,260

149,361,309

Consolidated Statement of Profit or Loss

Total equity and liabilities

| All figures in USD | Note | Unaudited | Unaudited | Audited |
|-----------------------------------|------|--------------|--------------|------------------|
| Ť | | 30 June 2015 | 30 June 2014 | 31 December 2014 |
| Revenue | | 4,258,378 | 4,431,014 | 8,777,892 |
| Rent income | | 4,245,273 | 4,387,013 | 8,699,564 |
| Property service income | | 13,105 | 44,001 | 78,328 |
| Property expenses | 13 | (605,294) | (487,165) | (1,102,797) |
| Provision for credit losses | | (398,086) | (653,432) | (1,215,199) |
| Net property income (NPI) | | 3,254,998 | 3,290,417 | 6,459,896 |
| Administration expenses | 15 | (1,316,769) | (1,418,669) | (2,766,230) |
| NPI after administration expenses | | 1,938,229 | 1,871,748 | 3,693,666 |
| Staff rationalisation costs | | | (216,038) | (216,038) |
| Investment and finance income | 14 | 230,671 | 209,242 | 476,783 |
| Dividend and other income | | 9,226 | 241,869 | 268,884 |
| Finance costs | | (233,216) | (382,199) | (643,623) |
| Operating profit | | 1,944,910 | 1,724,622 | 3,579,672 |
| Fair value adjustment | | (52,514) | (26,258) | 1,231,887 |
| Profit before taxation | | 1,892,396 | 1,698,364 | 4,811,559 |
| Taxation | 16 | (313,971) | (253,437) | (1,286,578) |
| Profit for the period | | 1,578,425 | 1,444,927 | 3,524,981 |

olidated Statement of Other Co

| All figures in USD Note | e Unaudited | Unaudited | Audited | |
|---|--------------|--------------|------------------|---|
| | 30 June 2015 | 30 June 2014 | 31 December 2014 | |
| Profit for the period | 1,578,425 | 1,444,927 | 3,524,981 | |
| Other comprehensive income - items to | | | | |
| subsequently be classified to profit or loss | | | | |
| Fair value adjustments on available-for-sale | | | | 9 |
| financial assets | (162,063) | (80,796) | 80,795 | |
| Available for sale reserve reclassified to profit or loss | | - | (50,547) | |
| Deferred tax effect | 1,621 | 905 | (715) | |
| Other comprehensive (loss)/income for the period, | | | | |
| net of tax | (160,442) | (79,891) | 29,533 | 1 |
| Total comprehensive income for the period, net of ta | x 1,417,983 | 1,365,036 | 3,554,514 | |
| Total comprehensive income attributable to: | | | | |
| Equity holders of the parent | 1,417,983 | 1,365,036 | 3,554,514 | |
| The first second best to the second | 1 417 000 | 4.000 000 | 0 884 844 | |

Dividend

Your Board has deemed it prudent not to declare an interim dividend in light of capital and operational obligations to be settled during the period to 31 December 2015.

Outlook

The implementation of sustainable macro-economic policies to resuscitate key productive sectors remains the stimulus to growth, with investment in public infrastructure being a key driver in supporting productive sector growth. To this end, growth in the property sector is positively correlated to the economic fundamentals that will stimulate growth, stability and security for investors, with the added access to competitive funding for property development and infrastructure being essential to growth in the real estate market.

In the short term, the Group will continue to implement cost reduction initiatives to ensure sustainable earnings as growth in revenue is likely to remain depressed. The Group will also seek opportunities to enter into tailored property development structures to enhance the value and long term sustainability of the property portfolio.

Acknowledgements

On behalf of your Board, I appreciate the invaluable support received from all stakeholders.



Notes to the Consolidated Financial Results For the six months ended 30 June 2015

1. Basis of preparation

Basis of preparation The Group's interim financial results have been prepared in accordance with International Financial Reporting Standards (IFRS) and guidance from international Financial Reporting Interpretation Commitee (IFRC). The financial statements are based on the statutory records that were maintained under historical cost convention except for investment properties, available-for-sale financial assets and financial assets at fair value through profit or loss that heve been measured at fair value. 15

Accounting policies The accounting policies adopted in the preparation of the interim results are consistent with those followed in the preparation of the Group's annual report for the year ended 31 December 2014 The Group's interim financial results were approved for issue on 28 August 2015

| All figures in USD | 30 June 2015 | 30 June 2014 | 31 December 2014 |
|---|----------------------|----------------------|----------------------|
| January | 140,797,000 | 128,142,000 | 128,142,000 |
| Additions | - | 10,448,011 | 10,727,341 |
| mprovements to existing properties | 194,207 | 600,181 | 722,029 |
| Fair value adjustments | - | - | 1,205,630 |
| Closing balance | 140,991,207 | 139,190,192 | 140,797,000 |
| Vehicles and equipment | | | |
| At I January | 339.553 | 461,770 | 461,771 |
| Additions | 6,414 | 401,770 | 73,239 |
| Disposals | (95,864) | (55,000) | (23,404) |
| Depreciation | (71,674) | (42,430) | (172,053) |
| Closing balance | 178,429 | 364,340 | 339,553 |
| inancial assets available-for-sale | | | |
| At 1 January | 486,190 | 415,460 | 415,460 |
| Disposals | 400,190 | (9,431) | (9,195) |
| Impairment | | (3,431) | (870) |
| Fair value adjustment | (162,063) | (81,032) | 80,795 |
| Closing balance | 324,127 | 324,997 | 486,190 |
| | | | , |
| inancial assets at fair value through profit o | | 200 (44 | 200 (11 |
| At 1 January | 157,543 | 299,644 | 299,644 |
| Disposal | - | (165,723) | (165,724) |
| mpairment | (E0 E1 4) | (26.250) | (2,634) |
| air value adjustment | (52,514) 105,029 | (26,258) 107,663 | 26,257 |
| Closing balance | 105,029 | 107,663 | 157,543 |
| nventory | | | |
| Property held-for-trading | 139,728 | 140,233 | 140,233 |
| Kamfinsa cluser housing development | 2,897,736 | 1,659,283 | 2,608,309 |
| Consumables | 38,416 | 35,171 | 37,196 |
| Closing balance | 3,075,880 | 1,834,687 | 2,785,738 |
| rade and other receivables | 2 (27 0(0 | 2.072.000 | 2 202 026 |
| Tenant receivables | 2,637,960 | 2,072,608 | 2,393,036 |
| fenant operating cost recoveries frade receivables | 559,156 3,197,116 | 549,313 2,621,921 | 573,565 2,966,601 |
| Vilowance for credit losses | (1,902,690) | (1,262,023) | (1,647,666) |
| Net trade receivables | 1,294,426 | 1,359,898 | 1,318,935 |
| Prepayments | 674,131 | 810,959 | 417,953 |
| Other receivables | 128,275 | 114,529 | 18,493 |
| Related party receivables | 224,446 | 148,060 | 179,042 |
| Closing balance | 2,321,278 | 2,433,446 | 1,934,423 |
| | | | |
| ash and cash equivalents Short-term investments | 208,620 | 145,109 | 54,363 |
| Cash at bank | 1,112,145 | 567,831 | 910,595 |
| Closing balance | 1,320,765 | 712,940 | 964,958 |
| Borrowings | | | |
| At 1 January | 4,491,666 | | |
| Proceeds from financial institution | 4,491,000 | 5,500,000 | 5,500,000 |
| | 199.061 | | |
| Amortised interest | 199,061 | 354,135 | 604,372 |

MANAGING DIRECTOR'S OPERATIONS OVERVIEW

Operations Update

Administration expenses declined by 7.18% to \$1.317 million due to savings in staff related costs, depreciation and group shared services fees; and

Operating profit before tax and fair value adjustment increased by 12.77% to \$1.945 million (HY2014: \$1.725 million) following savings on staff rationalization and external borrowing costs.

In the six months ended 30 June 2015, the business has been operating in a constrained property market due to the persistent challenging macro-economic conditions. The deflationary and illiquidity conditions led to space rationalisation, increased requests for downward rent review(s) and business closures by tenants.

The occupancy level declined to 77.37% (FY2014: 79.93%) with vacations spread across the portfolio.

Tenant arrears grew to \$2.638 million (FY2014: \$2.393 million) due to the liquidity challenges prevailing in the economy. During the period, the Group committed a total of \$0.142 million (HY2014: \$0.073 million) towards property maintenance. The aim of the business is to improve the quality of lettable space in order to retain million to the attractive tracement increases. existing tenants and also attract new tenants to improve occupancy levels.

The disposal of Kamfinsa Cluster Housing Development commenced in the first quarter of 2015 and eight sale offers have been accepted as at 30 June 2015. The Group has established arrangements with financial institutions to assist potential home seekers with mortgage finance.

The Group will continue seeking innovative solutions to expand the revenue base while implementing cost management strategies to preserve earnings at sustainable levels.



F. Nyambiri Managing Directo 28 August 2015

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| All figures in USD | 30 June 2015 | 30 June 2014 | 31 December 2014 |
|--|--------------|--------------|------------------|
| Interest on overdue tenant accounts | 139,210 | 127,988 | 263,906 |
| Interest on long term receivable | 62,755 | 63,762 | 126,878 |
| Interest on short term investments | 28,706 | 17,492 | 85,999 |
| | 230,671 | 209,242 | 476,783 |
| Administration expenses | | | |
| Directors fees - for services as directors | 39.683 | 25,910 | 55,199 |
| Auditors fees | 38,220 | 45,312 | 84,907 |
| ICT expenses | 37,366 | 33,958 | 69,597 |
| Staff related costs | 703,429 | 726,818 | 1,424,920 |
| Depreciation | 71,674 | 97,430 | 172,053 |
| Communications | 16,964 | 8,568 | 17,387 |
| Fees and other charges | 33,141 | 51,603 | 77,750 |
| Impairment of investments | - | - | 3,504 |
| Office costs | 114,423 | 142,064 | 277,505 |
| Travel and entertainment | 4,993 | 2,365 | 4,973 |
| Group shared services | 237,107 | 276,976 | 554,301 |
| Project incubation costs | 6,536 | 95 | 95 |
| Advertising | 13,233 | 7,570 | 24,039 |
| | 1,316,769 | 1,418,669 | 2,766,230 |
| Taxation | | | |
| Current income tax | 364,009 | 543,130 | 745,375 |
| Deferred tax | (50,038) | (289,693) | 541,203 |
| Closing balance | 313,971 | 253,437 | 1,286,578 |

| All figures in USD | Office | Retail | Industrial | Adjustment | Total |
|-----------------------------------|-----------|-----------|------------|-------------|-------------|
| Revenue | 2,610,394 | 968,494 | 664,585 | 14,905 | 4,258,378 |
| Property expenses and provisions | (664,664) | (132,866) | (201,882) | (3,968) | (1,003,380) |
| Segment profit | 1,945,730 | 835,628 | 462,703 | 10,937 | 3,254,998 |
| Administration expenses | - | - | - | (1,316,769) | (1,316,769) |
| Finance costs | - | - | - | (233,216) | (233,216) |
| Fair value through profit or loss | - | - | - | (52, 514) | (52,514) |
| Dividend and other income | - | - | - | 9,226 | 9,226 |
| Investment and financial income | - | - | - | 230,671 | 230,671 |
| Profit before taxation | 1.945.730 | 835.628 | 462,703 | (1.351.665) | 1.892.396 |

| Reconciliation of segment results for 30 June 2015 | | | | | | | | |
|--|-------------|------------|-------------|------------|-------------|--|--|--|
| All figures in USD | Office | Retail | Industrial | Adjustment | Total | | | |
| Assets | | | | | | | | |
| Investment property | 107,138,782 | 20,660,000 | 12,992,750 | 199,675 | 140,991,207 | | | |
| Trade receivables | (1,898,054) | (294,888) | (1,002,467) | (1,707) | (3,197,116) | | | |
| Segment assets | 105,240,728 | 20,365,112 | 11,990,283 | 197,968 | 137,794,091 | | | |
| Other non-current assets | - | - | - | 8,280,448 | 8,280,448 | | | |
| Current assets | | | | 4,131,290 | 4,131,290 | | | |
| Total assets | 105,240,728 | 20,365,112 | 11,990,283 | 12,609,706 | 150,205,829 | | | |
| | | | | | | | | |
| Liabilities | 913,581 | 255,103 | 193,904 | 1,175,926 | 2,538,514 | | | |
| | | | | | | | | |
| Capital expenditure | 50,486 | - | 75,639 | 316,872 | 442,997 | | | |

| Segment reporting for the six me | onths ended 3 | 0 June 2014 | | | |
|-----------------------------------|---------------|-------------|------------|-------------|-------------|
| All figures in USD | Office | Retail | Industrial | Adjustment | Total |
| Revenue | 2,750,332 | 1,017,345 | 613,236 | 50,101 | 4,431,014 |
| Property expenses and provisions | (762,178) | (89,217) | (282,471) | (6,730) | (1,140,597) |
| Segment profit | 1,988,153 | 928,128 | 330,765 | 43,371 | 3,290,417 |
| Administration expenses | | | | (1,634,707) | (1,634,707) |
| Finance costs | - | - | - | (382,199) | (382,199) |
| Fair value through profit or loss | - | - | - | (26,258) | (26,258) |
| Dividend and other income | - | - | - | 241,869 | 241,869 |
| Investment and financial income | - | | - | 209,242 | 209,242 |
| Profit before taxation | 1,988,154 | 928,128 | 330,765 | (1,592,053) | 1,698,364 |

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Capital and interest repay

olidated Statement of Changes in Equity ne six months ended 30 June 2015

| All figures in USD | Ordinary Share Capital | Available- for-Sale Reserve | Retained Earnings | Total Shareholders' Equity |
|----------------------------|------------------------------|-----------------------------------|----------------------|----------------------------------|
| At 1 January 2014 | 1,238,157 | (68,679) | 122,788,877 | 123,958,355 |
| Profit for the period | - | - | 3,524,981 | 3,524,981 |
| Other comprehensive income | - | 29,533 | - | 29,533 |
| At 31 December 2014 | 1,238,157 | (39,146) | 126,313,858 | 127,512,869 |
| Profit of the period | - | - | 1,578,425 | 1,578,425 |
| Other comprehensive loss | | (160,443) | - | (160,443) |
| Dividend paid | - | - | (680,987) | (680,987) |
| At 30 June 2015 | 1,238,157 | (199,589) | 127,211,296 | 128,249,864 |

Consolidated Statement of Cash Flows

| All figures in USD N | ote | Unaudited | Unaudited | Audited | |
|---|-----|--------------|--------------|------------------|----|
| | | 30 June 2015 | 30 June 2014 | 31 December 2014 | |
| Profit before taxation | | 1,892,396 | 1,698,364 | 4,811,559 | |
| Adjust for non-cash items and interest | | 390,070 | 199,236 | (219,050) | 12 |
| Cash flows before working capital changes | | 2,282,466 | 1,897,600 | 4,592,509 | |
| Working capital changes | | (139,434) | 4,579,807 | 3,705,591 | |
| Cash generated from operations | | 2,143,032 | 6,477,407 | 8,298,100 | |
| Interest paid | | (233,216) | (382,199) | (643,623) | |
| Tax paid | | (302,744) | (197,468) | (844,336) | |
| Net cash generated from operations | | 1,607,072 | 5,897,740 | 6,810,141 | |
| Net cash generated/(used) from investing activities | | 125,915 | (10,697,991) | (10,800,625) | 13 |
| Net cash (used)/generated from financing activities | | (1,377,180) | 5,195,610 | 4,637,861 | |
| Net increase in cash and cash equivalents | | 355,807 | 395,359 | 647,377 | |
| Opening cash and cash equivalents | | 964,958 | 317,581 | 317,581 | |
| Closing cash and cash equivalents | 9 | 1,320,765 | 712,940 | 964,958 | |

| Short-term portion | |
|--------------------|--|
| Long-term portion | |

Property expense

Closing balance

Maintenance costs Property security and utilities Valuation fees

ost under recoveries

11.

| 3,941,666 | 5,041,667 | 4,491,66 |
|-----------|-----------|----------|
| 2,841,666 | 3,941,667 | 3,391,66 |
| 1,100,000 | 1,100,000 | 1,100,00 |

The loan is secured by an immovable property stamped to cover \$6,500 million. The loan has an interest rently at 10% per annum

| . Deferred tax | | | |
|---|--------------|--------------|------------------|
| All figures in USD | 30 June 2015 | 30 June 2014 | 31 December 2014 |
| At 1 January | 15,511,193 | 14,969,274 | 14,969,274 |
| Arising on vehicles and equipment | (48,609) | (16,682) | (19,080) |
| Arising on investment properties | - | - | 709,534 |
| Arising on assessed losses | 15,347 | (271,090) | (147,829) |
| Arising on financial assets at fair value through | | | |
| profit or loss | (525) | (1,920) | (1,421) |
| Arising on financial assets available-for-sale | (1,621) | (905) | 715 |
| Closing balance | 15,475,785 | 14,678,677 | 15,511,193 |
| Trade and other payables | | | |
| Tenant payables | 861,280 | 5,461 | 500,220 |
| Accrued expenses | 12,004 | 255,356 | 157,687 |
| Sundry creditors | 208,880 | 291,195 | 231,073 |
| Trade creditors | 1,304,514 | 517,579 | 714,622 |
| Closing balance | 2,386,678 | 1,069,591 | 1,603,602 |

208,880 291,195 231,073 714,622 2,386,678 1,603,602 1,069,591 142,233 129,998 10,500 73,569 50,731 15,873 212,888 237,632 15,873 487,165 1,102,797

Reconcilia ent results for 30 June 2014 All figure Assets

| Reconcination of segment results for 50 june 2014 | | | | | | | | | |
|---|-------------|------------|------------|------------|-------------|--|--|--|--|
| All figures in USD | Office | Retail | Industrial | Adjustment | Total | | | | |
| Assets | | | | | | | | | |
| Investment property | 106,189,293 | 20,630,900 | 12,210,000 | 160,000 | 139,190,192 | | | | |
| Trade receivables | 1,588,033 | 414,370 | 614,193 | 5,324 | 2,621,921 | | | | |
| Segment assets | 107,777,326 | 21,045,270 | 12,824,193 | 165,324 | 141,812,113 | | | | |
| Other non-current assets | - | | - | 1,051,366 | 1,051,366 | | | | |
| Current assets | - | | - | 3,776,781 | 3,776,781 | | | | |
| Total assets | 107,777,326 | 21,045,270 | 12,824,193 | 4,993,471 | 146,640,260 | | | | |
| | | | | | | | | | |
| Liabilities | 235,014 | 151,177 | 10,579 | 672,030 | 1,068,800 | | | | |
| | | | | | | | | | |
| Capital expenditure | 499,895 | - | 99,385 | - | 599,280 | | | | |
| | | | | | | | | | |

Directors: Elisha K. Moyo (Chairman), Francis Nyambiri* (Managing Director), Douglas Hoto, William Marere, Dr Shasekant Jogi, Ms. Eve Mkondo, John P. Travlos, Ms. Ruth B. Ncube, Munyaradzi J-R. Dube and Joseph Mutizwa. *Executive Director

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