



# Argent Industrial Limited

(Incorporated in the Republic of South Africa)  
(Registration number 1993/002054/06)  
(Share code: ART ISIN: ZAE000019188)  
("The Group" or "The Company")

## FINANCIAL HIGHLIGHTS

REVENUE UP	1.2%	HEADLINE EARNINGS UP	37.4%
ATTRIBUTABLE EARNINGS UP	37.6%	HEADLINE EARNINGS PER SHARE UP	6.2%
ATTRIBUTABLE EARNINGS PER SHARE UP	6.4%	GEARING	24.5%

## UNAUDITED INTERIM RESULTS FOR THE SIX MONTHS ENDED 30 SEPTEMBER 2003

### Abridged Consolidated Balance Sheet for the six months ended 30 September 2003

R 000	Unaudited at 30 Sept 2003	Unaudited at 30 Sept 2002	Audited year ended 31 Mar 2003
<b>ASSETS</b>			
Property, plant and equipment	147 715	108 296	134 609
Intangibles	25 169	12 570	25 843
Employee share incentive scheme	1 570	1 360	1 325
<b>Non-current assets</b>	<b>174 454</b>	<b>122 226</b>	<b>161 777</b>
Inventories	104 208	82 196	112 403
Trade and other receivables	88 249	133 619	156 381
Bank balance and cash	67	25 127	6 599
<b>Current assets</b>	<b>192 524</b>	<b>240 942</b>	<b>275 383</b>
<b>TOTAL ASSETS</b>	<b>366 978</b>	<b>363 168</b>	<b>437 160</b>
<b>EQUITY AND LIABILITIES</b>			
<b>Capital and reserves</b>			
Share capital and premium	106 566	89 309	106 566
Reserves	24 045	24 045	24 045
Accumulated profits	97 835	52 949	73 302
Ordinary shareholders' funds	228 446	166 303	203 913
Minority interest	5 820	4 744	4 722
<b>Total shareholders' funds</b>	<b>234 266</b>	<b>171 047</b>	<b>208 635</b>
Interest-bearing borrowings	44 412	28 879	30 608
Deferred taxation	7 539	3 867	6 583
<b>Non-current liabilities</b>	<b>51 951</b>	<b>32 746</b>	<b>37 191</b>
Trade and other payables	61 836	139 578	165 200
Taxation	4 549	1 761	5 490
Dividend payable		4 212	
Bank overdraft	1 277		
Current portion of interest-bearing borrowings	13 099	13 824	20 644
<b>Current liabilities</b>	<b>80 761</b>	<b>159 375</b>	<b>191 334</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>366 978</b>	<b>363 168</b>	<b>437 160</b>
Net asset value per share (cents)	391.8	315.8	349.7

### Statement of Changes in Equity for the six months ended 30 September 2003

R 000	Share capital	Share premium	Revaluation reserve	Reserve on subsidiary acquisition	Accumulated profits	Total
Balance at 30 September 2002	2 632	86 677	836	23 209	52 949	166 303
Issue of share capital	283	16 974				17 257
Net profit for the period					20 353	20 353
Balance at 31 March 2003	2 915	103 651	836	23 209	73 302	203 913
Net profit for the period					29 781	29 781
Dividends					(5 248)	(5 248)
Balance at 30 September 2003	2 915	103 651	836	23 209	97 835	228 446

### Abridged Consolidated Income Statement for the six months ended 30 September 2003

R 000	Unaudited six months 30 Sept 2003	Unaudited six months 30 Sept 2002	Audited year ended 31 Mar 2003
<b>REVENUE</b>	<b>331 897</b>	<b>327 946</b>	<b>621 381</b>
OPERATING PROFIT before financing costs	45 353	30 221	63 759
FINANCING COSTS	6 093	3 552	9 089
PROFIT before taxation	39 260	26 669	54 670
TAXATION	8 381	4 102	11 772
PROFIT after taxation	30 879	22 567	42 898
MINORITY INTEREST	1 098	920	898
<b>NET PROFIT for the period</b>	<b>29 781</b>	<b>21 647</b>	<b>42 000</b>
Basic earnings per share (cents)	51.1	48.0	83.0
Headline earnings per share (cents)	51.8	48.8	83.6
Dividends per share (cents)	9.0	7.0	17.0
Shares in issue (000)			
- at end of period	58 308	52 655	58 308
- weighted average	58 308	45 096	50 580

### Reconciliation of Headline Earnings

R 000	Unaudited six months 30 Sept 2003	Unaudited six months 30 Sept 2002	Audited year ended 31 Mar 2003
Net profit for the period	29 781	21 647	42 000
Goodwill amortisation	651	311	579
Profit on disposal of property, plant and equipment	(262)		(538)
Loss on disposal of property, plant and equipment	55	47	268
<b>Headline earnings</b>	<b>30 225</b>	<b>22 005</b>	<b>42 309</b>

### Abridged Consolidated Cash Flow Statement for the six months ended 30 September 2003

R 000	Unaudited six months 30 Sept 2003	Unaudited six months 30 Sept 2002	Audited year ended 31 Mar 2003
Cash generated from operations	22 714	31 384	41 714
Interest paid	(6 093)	(3 552)	(9 089)
Interest received	2 198	1 194	3 455
Dividends paid	(5 248)	(3 108)	(7 320)
Taxation paid	(8 366)	(4 933)	(5 993)
Cash flows from operating activities	5 205	20 985	22 767
Cash flows from investing activities	(19 273)	(38 951)	(84 740)
Cash flows from financing activities	6 259	32 600	58 079
Net (decrease)/increase in cash and cash equivalents	(7 809)	14 634	(3 894)
Cash and cash equivalents at beginning of period	6 599	10 493	10 493
Cash and cash equivalents at end of period	(1 210)	25 127	6 599

### Segment Report for the six months ended 30 September 2003

R 000	Revenue unaudited 6 months ended 30 Sept 2003	Results unaudited 6 months ended 30 Sept 2003	Revenue unaudited 6 months ended 30 Sept 2002	Results unaudited 6 months ended 30 Sept 2002
<b>Business Segments</b>				
Steel & Steel Related Products	279 959	35 761	206 636	25 782
Project Management & Materials Handling	51 874	3 103	120 981	654
Properties	64	396	329	233
<b>Total</b>	<b>331 897</b>	<b>39 260</b>	<b>327 946</b>	<b>26 669</b>

### COMMENTARY

#### Chief Executive Officer's Review

On behalf of the Board of Directors of Argent Industrial Limited, the unaudited results for the six months ended 30 September 2003 are hereby presented.

#### Salient Review

- Revenue increased by 1.2% to R331,9 million (2002 - R327,9 million)
- Attributable earnings increased by 37,6% to R29,8 million
- Attributable earnings per share increased by 6,4% to 51,1 cents per share (2002 - 48 cents per share)
- Headline earnings increased by 37,4% to R30,2 million (2002 - R22 million)
- Headline earnings per share increased by 6,2% to 51,8 cents per share (2002 - 48,8 cents per share)
- Gearing decreased to 24,5% (2002 - 25%)

#### Group Performance

The Group experienced a difficult first six months as a result of the stronger Rand, the lower demand for steel and the downsizing of the project management division.

#### DIVISIONAL PERFORMANCE

##### Steel and Steel Related Products

The Group's steel companies produced very mixed results for the six months ended 30 September 2003.

The steel trading companies under **Phoenix Steel** had to endure a very competitive and contracted market which has resulted in their contribution to attributable earnings reducing by 30% when compared to the first six months of the previous financial year.

**Hendor Mining** had a very good first six months but is however starting to feel the effects of the declining Rand. Hendor's main customers, the country's platinum producers have been hard hit by the strengthening rand and therefore are currently running their scraper stocks at the absolute minimum level.

**Bavarian Metal Industries** enjoyed an improved first six months on the back of a number of completed export contracts into the S.A.D.C. region and has an acceptable order book for the next six months.

**Kochs Cut and Supply** have had a better than expected first six months of the financial year. Turnover during the first portion of the second six months has improved substantially. We expect this trend to continue.

**Giflo Engineering** has a full local and export order book. The company's margin on foreign exports have been reduced by the stronger Rand. However, the company does benefit from the Department of Trade and Industry's Motor Industry Development Programme (MIDP). This has at least ensured that the nett overall export margins are at least acceptable.

**Excalibur Vehicle Accessories**, a company acquired during the 2003 financial year, has had an exceptional first six months and has bedded down well with the Group. The company's current and anticipated future order books will ensure an above average growth trend for the next two years.

**New Joules Engineering North America** had a very slow start to the 2004 financial year but currently has a full order book and will be a major contributor to the Group's results for the second six months. The company has tenders in the market place awaiting adjudication amounting to USD 4.2 million. New Joules specialises in systems that control railroad yard speed, which is becoming an important issue in the United States of America. By controlling speed in a railway yard, limited damage is caused to goods during the shunting phase. The American railroad industry is facing problems as only approximately

30% of the railway yards have the correct speed control systems. The situation is further compounded by the fact that goods not damaged in a yard with a speed control system may subsequently be damaged as the wagons pass through another yard without a speed control system. The need for complete speed control will place New Joules in a strong position for the future.

**Jetmaster** which was acquired during the 2003 financial year, has been a solid contributor to the Group's performance. The Group invested R3,2 million in Jetmaster over the first six months of the year. These funds have been utilised to increase the company's production, research development and logistic capabilities. The restructuring should result in Jetmaster's turnover increasing by a third over the next six months. The growth opportunities, both locally and internationally, for Jetmaster is astounding and Argent will continue to grow this area of the Group until the company's full potential is reached.

The Group will by March 2004, have expanded into the Port Elizabeth area. The new facility will incorporate a steel merchant business under Phoenix Steel, a Jetmaster warehousing facility, an Excalibur fitment centre and a logistics centre for both Excalibur and Giflo Engineering to supply the Delta Motor Corporation's 2004 Isuzu project.

#### Project Management and Materials Handling

**Megamix and Villiersdorp Quarries** have had an exceptional first six months, and given the current order book, should have a better than expected year.

**Barker Flynn Associates** continued to encounter difficulties with final handover of the Reductant and Slag Treatment Plants at Tidor SA in Empangeni. Beneficial occupation certificates have been received for both plants, which are currently in full production. Claims for extra costs on both projects have been submitted to the client for consideration and an answer is expected in due course. All costs on the projects were written off in the 2003 financial year.

#### Dividend

A final Dividend of 9 cents per share in respect of the year ended 31 March 2003 was paid during the period.

An interim dividend of 9 cents per share has been declared, subsequent to 30 September 2003 payable on Monday 26 January 2004 to shareholders recorded in the register at close of business on Friday 23 January 2004, being the record date in order to participate in such dividend. The last day to trade cum-div is Friday 16 January 2004. The share will trade ex-div on Monday 19 January 2004.

Share certificates may not be dematerialised/re-materialised between Monday 19 January 2004 and Friday 23 January 2004, both days inclusive.

In accordance with Generally Accepted Accounting Practice Statement AC107, the interim dividend of 9 cents per share proposed by the Directors has not been reflected in the interim financial statements.

#### Accounting Policies

The financial statements for the period under review are prepared in accordance with South African Statements of Generally Accepted Accounting Practice and incorporates Accounting Policies which are consistent with those applied in the preparation of the audited financial results for the previous period.

On behalf of the Board

**T.R. Hendry CA (SA)**  
Chief Executive Officer

Maraisburg  
13 November 2003

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