



SUNBIRD TOURISM LIMITED
(Registration number 2774)

RESULTS FOR HALF YEAR ENDED 30 JUNE 2016

2016 HALF YEAR RESULTS

Performance

Despite a challenging operating environment, the Group registered an impressive performance in the first half of 2016. Total revenues grew by 31% from MK5.5 billion in June 2015 to MK7.2 billion. This performance is attributed to the continued growth registered in our Corporate and Conference business. Domestic revenues continue to be a significant contributor to the Groups revenues, however we will continue with our efforts to have a diversified source of revenues through the attraction of business from the foreign source markets.

Revenues for Catering Solutions Limited grew by 65% from MK375 million in June 2015 to MK618 million in 2016, driven by both existing but also new catering contracts acquired during the period under review.

Our resilience in the face of the severe challenges confirms that the Group is strategically positioned to be the market leader in hospitality industry in the country.

Profit before tax

The Group posted a profit before tax of MK850 million for the half year ended 30th June 2016, representing a growth of 48% on the MK576 million achieved in 2015.

Despite a continued high inflationary environment which has resulted in the increase of cost of most inputs, we were able to contain costs to within our expectations. Our efforts to reduce our cost of borrowing continue to have a positive impact on our profitability. Finance costs at MK341 million was 17% below last year's MK411 million. Repayment and refinancing of more expensive loans with cheaper ones accounted for this reduction.

Dividend

The Board has resolved to pay an interim dividend of MK50 million or 19 tambala per share (2015: declared interim dividend MK35 million or 13 tambala per share).

A notice to this effect will be sent to all shareholders.

Outlook

Despite the strong performance registered during the first half of the year, we expect the operating environment to continue being challenging, with high levels of inflation to persist and the likelihood of pressure on the domestic currency. All this may fuel further cost increases. However, we are confident and optimistic that the Group will continue on its growth path.

We have put in place various robust strategies which we expect will contribute towards improving service, revenues, gross margins, occupancy levels and profitability.

On Behalf of the Board

P. Madinga J. Lipunga
Chairman Director

	CONSOLIDATED				SEPARATE	
	UNAUDITED		UNAUDITED		UNAUDITED	UNAUDITED
	6 MONTHS	6 MONTHS	6 MONTHS	6 MONTHS	6 MONTHS	6 MONTHS
	30.06.16	30.06.15	30.06.16	30.06.15	30.06.16	30.06.15
	MK'000	MK'000	MK'000	MK'000		
Revenue	7,185,480	5,499,918	6,567,194	5,125,321		
Cost of sales	(1,605,980)	(1,166,173)	(1,343,699)	(1,002,512)		
Gross profit	5,579,500	4,333,745	5,223,495	4,122,809		
Other income	44,761	52,607	48,283	52,347		
Administration and other expenses	(4,432,812)	(3,399,773)	(4,161,516)	(3,219,136)		
Operating profit	1,191,449	986,579	1,110,262	956,020		
Financing expenses	(341,721)	(410,589)	(332,656)	(410,020)		
Profit before tax	849,728	575,990	777,606	546,000		
Income tax expense	(254,919)	(172,797)	(233,282)	(163,800)		
Profit for the period	594,809	403,193	544,324	382,200		
Other Comprehensive Income, net of tax						
Revaluation surplus net of deferred tax						
Total Comprehensive income	594,809	403,193	544,324	382,200		
Total Comprehensive income attributable to equity holders of the company	594,809	403,193	544,324	382,200		
Total Comprehensive income for the period	594,809	403,193	544,324	382,200		
Earnings per share (tambala) - basic and diluted	227	154				

	CONSOLIDATED				SEPARATE	
	UNAUDITED		UNAUDITED		UNAUDITED	UNAUDITED
	6 MONTHS	6 MONTHS	6 MONTHS	6 MONTHS	6 MONTHS	6 MONTHS
	30.06.16	30.06.15	30.06.16	30.06.15	30.06.16	30.06.15
	MK'000	MK'000	MK'000	MK'000		
ASSETS						
Non-current assets						
Property and equipment	18,379,529	14,256,702	17,913,414	14,035,790		
Investment in subsidiary	-	-	102,023	102,023		
Total non-current assets	18,379,529	14,256,702	18,015,437	14,137,813		
Current assets						
Inventories	1,095,228	945,362	1,043,080	908,566		
Trade and other receivables	1,734,138	1,401,686	1,572,387	1,264,148		
Amounts due from related parties	380,056	250,400	45,481	78,861		
Current tax assets	236,661	-	248,703	-		
Cash and cash equivalents	61,227	138,459	55,804	138,459		
Total current assets	3,507,310	2,735,907	2,965,456	2,390,034		
TOTAL ASSETS	21,886,839	16,992,609	20,980,893	16,527,847		
EQUITY AND LIABILITIES						
Share capital	13,079	13,079	13,079	13,079		
Share premium	1,966	1,966	1,966	1,966		
Revaluation reserve	8,196,869	5,908,323	8,030,664	5,815,431		
Retained earnings	4,335,959	2,851,240	4,100,234	2,716,414		
Total equity	12,547,873	8,774,608	12,145,943	8,546,890		
Non-current liabilities						
Corporate bond	1,705,551	2,079,000	1,705,551	2,079,000		
Obligations under finance leases	257,675	100,114	235,811	100,114		
Employee benefits	403,481	374,114	390,052	363,263		
Deferred income	-	25,087	-	25,087		
Deferred tax liabilities	3,955,418	2,904,259	3,881,788	2,867,107		
Total non-current liabilities	6,322,125	5,482,574	6,213,202	5,434,571		
Current liabilities						
Bank overdraft	173,374	194,153	148,910	169,895		
Trade and other payables	2,189,331	1,977,559	1,866,136	1,826,234		
Employee benefits	401,296	176,873	356,870	176,873		
Obligations under finance leases	155,573	129,429	152,565	129,429		
Deferred income	27,687	28,324	28,324	28,324		
Amounts due to related parties	69,580	71,455	69,580	70,345		
Current tax liabilities	-	15,734	-	15,734		
Total current liabilities	3,016,841	2,735,427	2,621,748	2,546,386		
TOTAL EQUITY AND LIABILITIES	21,886,839	16,992,609	20,980,893	16,527,847		

	CONSOLIDATED AND SEPARATE STATEMENT OF CASHFLOWS			
	CONSOLIDATED		SEPARATE	
	UNAUDITED	UNAUDITED	UNAUDITED	UNAUDITED
	6 MONTHS	6 MONTHS	6 MONTHS	6 MONTHS
	30.06.16	30.06.15	30.06.16	30.06.15
	MK'000	MK'000	MK'000	MK'000
Cash flows from operating activities				
Cash receipts from customers	6,796,288	5,164,691	6,334,975	4,881,258
Cash paid to suppliers and employees	(5,795,552)	(4,261,430)	(5,401,301)	(4,014,874)
Cash generated from operations	1,000,736	903,261	933,674	866,384
Interest paid	(341,721)	(410,588)	(332,656)	(410,020)
Income tax paid	(370,436)	(212,738)	(368,588)	(202,063)
Net cash flows from operating activities	288,579	279,935	232,430	254,301
Cash flows from investing activities				
Purchase of property, plant and equipment	(600,932)	(288,737)	(533,653)	(244,341)
Proceeds from disposal of property, plant and equipment	12,917	6,281	12,917	5,506
Net cash used in investing activities	(588,015)	(282,456)	(520,736)	(238,835)
Cash flows from financing activities				
Proceeds from borrowings	328,274	620,370	318,274	620,370
Repayment of borrowings	(217,584)	(770,278)	(216,107)	(770,278)
Dividend paid to equity holders of parent	-	-	-	-
Net cash generated/(utilized) from financing activities	110,690	(149,908)	102,167	(149,908)
Net decrease in cash and cash equivalents	(188,746)	(152,429)	(186,139)	(134,442)
Effect of exchange rate fluctuations on cash held	10,989	(16,094)	10,989	(16,093)
Cash and cash equivalents at beginning of the period	65,610	112,829	82,044	119,099
Cash and cash equivalents at end of the period	(112,147)	(55,694)	(93,106)	(31,436)
Additional statutory disclosures				
Net movement in working capital	489,990	275,751	280,129	87,520