

# Company Information Report

## Contact Details

Home Country:	Postal Address:	Postal Address:	City:	Area code:	Head Office Telephone:	Email:	Website:	Company Registration Date::	Latest Annual Report:	Recording Currency:
South Africa	PO Box 600		Cape Town	8000	+27 (21) 460 7911	services@truworths.co.za	http://www.truworths.co.za	1944/01/01	2023/07/02	ZAR

## GUF Information

GUF in this sector:	Signed an IFA:	IFA signing Date:
UNI	No	0

## Sector Information

Sector:	Stock Exchange Listings:	Major Competitors:
Retail	Namibian Stock Exchange (NSX), Johannesburg Stock Exchange (JSE)	Woolworths, Edgars, Mr Price

## Five Major Shareholders

<b>18%</b> Government Employees Pension Fund
<b>7%</b> Truworths Trading (Pty) Ltd
<b>4%</b> Westwood Global Investment LLC
<b>3%</b> The Vanguard Group Inc
<b>3%</b>



## Company Performance Report

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### Company Performance in US Dollars - USD

Year End:	Revenue:	Profit Before Tax:	Assets:	Liabilities:
2008	764,449,818	227,327,690	471,946,795	118,863,361
2009	831,042,654	250,473,934	533,886,256	113,151,659
2010	1,065,659,306	328,366,100	752,598,405	144,425,429
2011	1,244,126,074	409,742,120	891,690,544	168,767,908
2012	1,260,516,129	411,612,903	892,516,129	120,774,194
2013	1,228,295,455	382,500,000	826,250,000	119,545,455
2014	1,122,661,524	323,722,276	778,784,957	138,283,510
2015	1,103,059,441	300,437,063	800,437,063	144,493,007
2016	1,236,000,000	267,525,424	1,156,677,966	571,932,203
2017	1,525,192,012	300,691,244	1,239,554,531	513,748,080
2018	1,461,958,998	280,637,813	1,176,233,865	388,914,199
2019	1,238,721,161	107,414,253	914,356,131	286,232,628
2020	774,574,829	136,672,534	832,332,817	482,171,374
2021	1,260,894,578	197,468,719	900,402,704	455,199,195
2022	1,149,261,359	248,511,427	801,690,020	438,846,698
2023	1,208,238,127	241,570,710	886,345,294	465,835,353

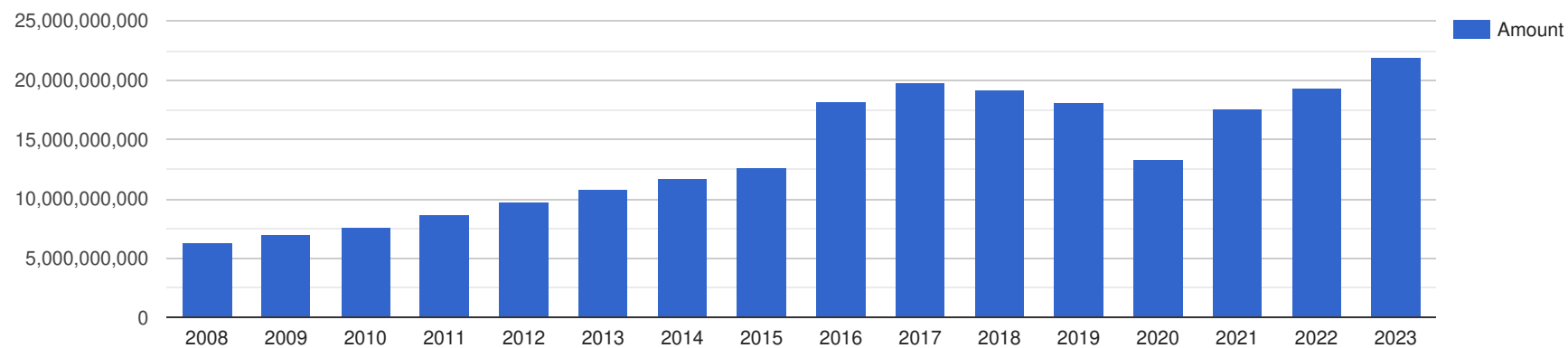
## Company Performance in South African Rand - ZAR

Year End:	Revenue:	Profit Before Tax:	Assets:	Liabilities:
2008	6,322,000,000	1,880,000,000	3,903,000,000	983,000,000
2009	7,014,000,000	2,114,000,000	4,506,000,000	955,000,000
2010	7,659,000,000	2,360,000,000	5,409,000,000	1,038,000,000
2011	8,684,000,000	2,860,000,000	6,224,000,000	1,178,000,000
2012	9,769,000,000	3,190,000,000	6,917,000,000	936,000,000
2013	10,809,000,000	3,366,000,000	7,271,000,000	1,052,000,000
2014	11,642,000,000	3,357,000,000	8,076,000,000	1,434,000,000
2015	12,619,000,000	3,437,000,000	9,157,000,000	1,653,000,000
2016	18,231,000,000	3,946,000,000	17,061,000,000	8,436,000,000
2017	19,858,000,000	3,915,000,000	16,139,000,000	6,689,000,000
2018	19,254,000,000	3,696,000,000	15,491,000,000	5,122,000,000
2019	18,094,000,000	1,569,000,000	13,356,000,000	4,181,000,000
2020	13,290,000,000	2,345,000,000	14,281,000,000	8,273,000,000
2021	17,534,000,000	2,746,000,000	12,521,000,000	6,330,000,000
2022	19,340,000,000	4,182,000,000	13,491,000,000	7,385,000,000
2023	21,992,000,000	4,397,000,000	16,133,000,000	8,479,000,000

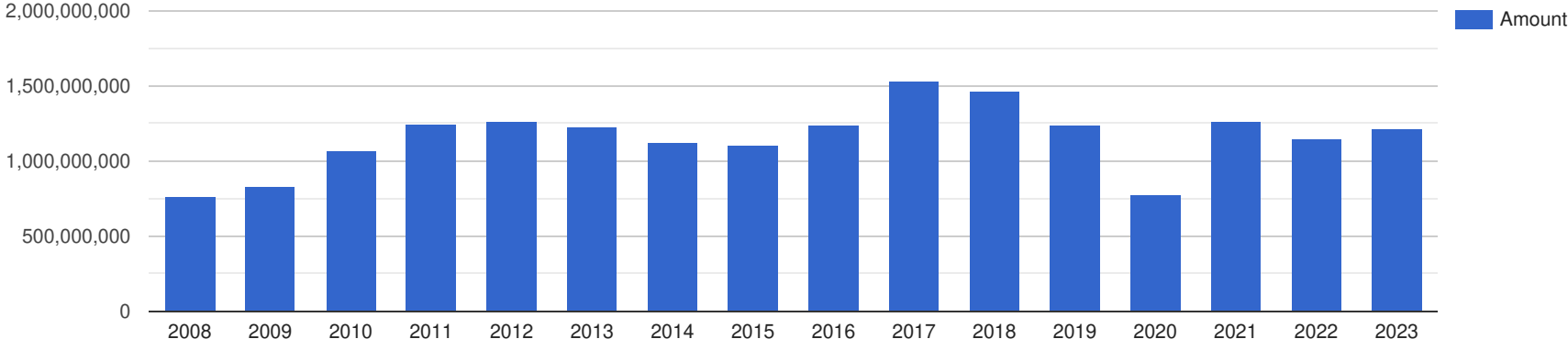
# Company Performance Changes Report

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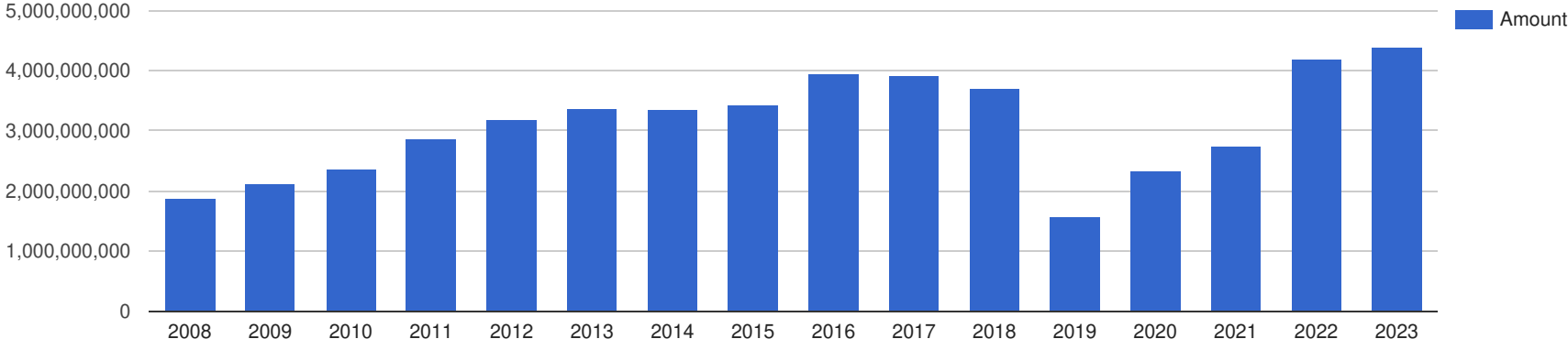
## Company Revenue - ZAR



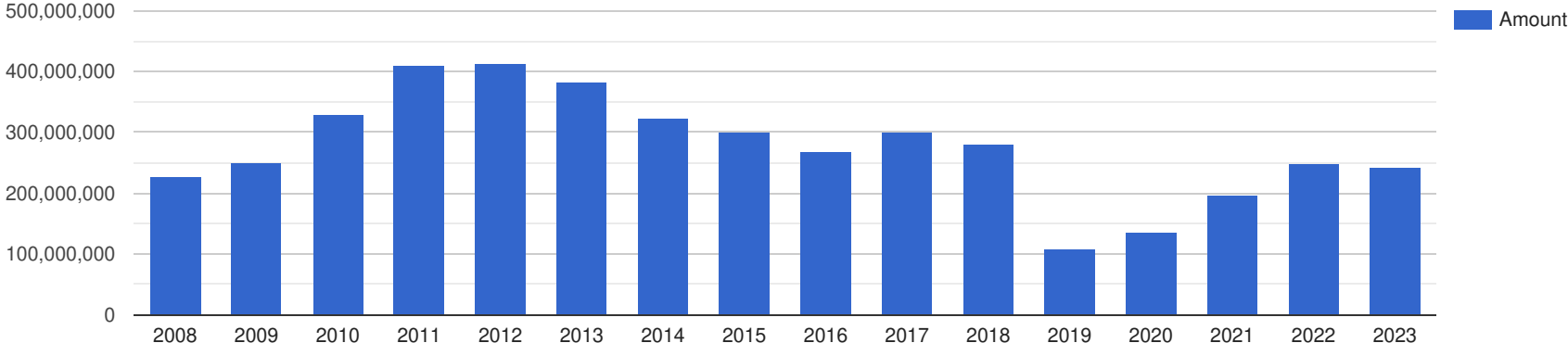
Company Revenue - USD



Company Profit Before Tax - ZAR



Company Profit Before Tax - USD





## Company Directors Report

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### CEO Biography - USD:

Year End:	Director Surname:	Director Name:	Director Gender:	Full Year on Board?:	Full year in position?:
2008	Mark	Michael	Male	Yes	Yes
2009	Mark	Michael	Male	Yes	Yes
2010	Mark	Michael	Male	Yes	Yes
2011	Mark	Michael	Male	Yes	Yes
2012	Mark	Michael	Male	Yes	Yes
2013	Mark	Michael	Male	Yes	Yes
2014	Mark	Michael	Male	Yes	Yes
2015	Mark	Michael	Male	Yes	Yes
2016	Mark	Michael	Male	Yes	Yes
2017	Mark	Michael	Male	Yes	Yes
2018	Mark	Michael	Male	Yes	Yes
2019	Mark	Michael	Male	Yes	Yes
2020	Mark	Michael	Male	Yes	Yes
2021	Mark	Michael	Male	Yes	Yes
2022	Mark	Michael	Male	Yes	Yes
2023	Mark	Michael	Male	Yes	Yes

## CEO Remuneration - USD:

Financial Year:	Salary:	Benefits:	Cash Bonus	Other:	Total Annual:	LTI Payment:	Total Including LTI:
2008	448,851	308,585	810,157	0	1,567,594	447,400	2,014,994
2009	471,801	299,114	908,879	0	1,679,795	559,310	2,239,105
2010	619,869	294,838	1,252,261	0	2,166,968	0	2,166,968
2011	734,429	688,735	1,489,971	0	2,913,135	0	2,913,135
2012	683,355	185,548	1,387,097	416,645	2,672,645	0	2,672,645
2013	646,136	172,159	897,727	324,091	2,040,114	0	2,040,114
2014	604,629	260,559	250,723	0	1,115,911	4,172,324	5,288,235
2015	561,451	119,143	0	254,458	935,052	398,951	1,334,003
2016	552,203	24,407	539,864	216,881	1,333,356	468,339	1,801,695
2017	698,925	5,837	0	265,745	970,507	741,782	1,712,289
2018	690,964	5,391	0	253,151	949,506	759	950,266
2019	642,363	228,521	0	0	870,884	431,848	1,302,732
2020	579,904	175,487	0	330,342	1,085,733	101,818	1,187,551
2021	715,518	0	1,073,278	0	1,788,796	1,400,115	3,188,911
2022	606,133	0	909,199	469,575	1,984,906	0	1,984,906
2023	596,638	5,494	727,942	771,838	2,101,912	0	2,101,912

**Executive Director Remuneration - USD:**

Financial Year:	No. of EDs:	Total Salary:	Cash Bonus	Other:	Total Annual:
2008	3	776,663	2,281,983	258,888	760,661
2009	4	773,246	2,218,714	193,312	554,678
2010	3	819,953	2,379,574	273,318	793,191
2011	2	857,638	3,162,419	428,819	1,581,209
2012	2	965,806	3,109,935	482,903	1,554,968
2013	2	852,386	2,286,591	426,193	1,143,295
2014	2	855,063	1,392,285	427,531	696,143
2015	1	561,451	935,052	561,451	935,052
2016	3	940,542	1,899,390	313,514	633,130
2017	3	1,265,668	1,546,774	421,889	515,591
2018	3	1,323,235	1,590,129	441,078	530,043
2019	4	1,276,648	1,507,291	319,162	376,823
2020	4	1,364,961	2,029,491	341,240	507,373
2021	4	1,585,215	3,080,613	396,304	770,153
2022	3	1,154,445	3,531,733	384,815	1,177,244
2023	3	1,169,871	3,520,987	389,957	1,173,662

**Non-Executive Director Remuneration - USD:**

Financial Year:	No. of NEDs:	Total Fees:	Average Fees
2008	6	125,393	20,899
2009	6	164,530	27,422
2010	6	219,841	36,640
2011	7	309,757	44,251
2012	8	308,387	38,548
2013	7	297,955	42,565
2014	8	273,963	34,245
2015	8	538,112	67,264
2016	7	236,475	33,782
2017	7	288,710	41,244
2018	8	321,792	40,224
2019	9	345,862	38,429
2020	10	311,050	31,105
2021	12	464,620	38,718
2022	11	435,978	39,634
2023	10	397,649	39,765

**CEO Remuneration - ZAR:**

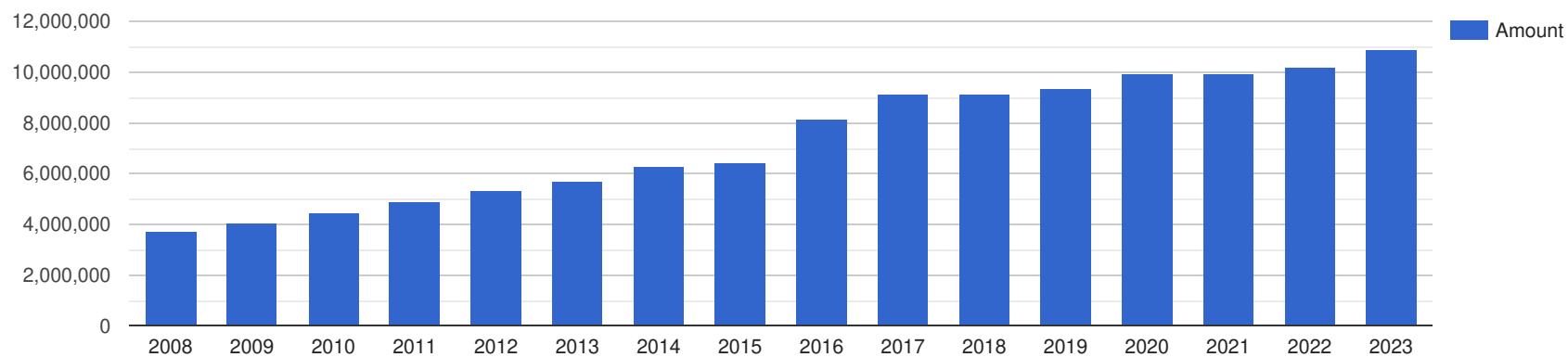
Financial Year:	Salary:	Benefits:	Cash Bonus	Other	Total Annual	LTI Payment	Total Including LTI
2008	3,712,000	2,552,000	6,700,000	0	12,964,000	3,700,000	16,664,000
2009	4,049,000	2,567,000	7,800,000	0	14,416,000	4,800,000	19,216,000
2010	4,455,000	2,119,000	9,000,000	0	15,574,000	0	15,574,000
2011	4,870,000	4,567,000	9,880,000	0	19,317,000	0	19,317,000
2012	5,296,000	1,438,000	10,750,000	3,229,000	20,713,000	0	20,713,000
2013	5,686,000	1,515,000	7,900,000	2,852,000	17,953,000	0	17,953,000
2014	6,270,000	2,702,000	2,600,000	0	11,572,000	43,267,000	54,839,000
2015	6,423,000	1,363,000	0	2,911,000	10,697,000	4,564,000	15,261,000
2016	8,145,000	360,000	7,963,000	3,199,000	19,667,000	6,908,000	26,575,000
2017	9,100,000	76,000	0	3,460,000	12,636,000	9,658,000	22,294,000
2018	9,100,000	71,000	0	3,334,000	12,505,000	10,000	12,515,000
2019	9,383,000	3,338,000	0	0	12,721,000	6,308,000	19,029,000
2020	9,950,000	3,011,000	0	5,668,000	18,629,000	1,747,000	20,376,000
2021	9,950,000	0	14,925,000	0	24,875,000	19,470,000	44,345,000
2022	10,200,000	0	15,300,000	7,902,000	33,402,000	0	33,402,000
2023	10,860,000	100,000	13,250,000	14,049,000	38,259,000	0	38,259,000

**Executive Director Remuneration - ZAR:**

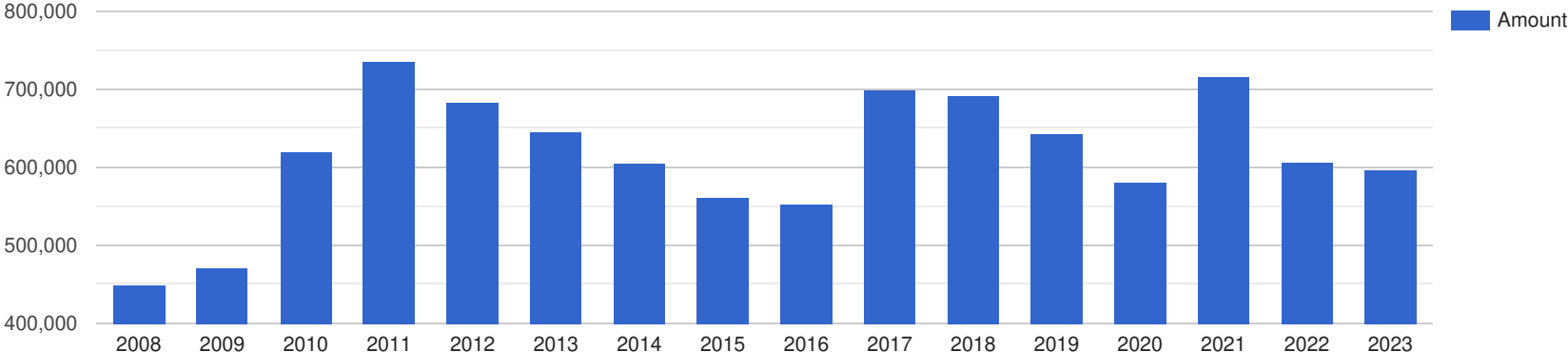
Financial Year:	No. of EDs:	Total Salary:	Total Annual Remuneration:	Average Salary:	Average Remuneration:
2008	3	6,423,000	18,872,000	2,141,000	6,290,667
2009	4	6,636,000	19,041,000	1,659,000	4,760,250
2010	3	5,893,000	17,102,000	1,964,333	5,700,667
2011	2	5,687,000	20,970,000	2,843,500	10,485,000
2012	2	7,485,000	24,102,000	3,742,500	12,051,000
2013	2	7,501,000	20,122,000	3,750,500	10,061,000
2014	2	8,867,000	14,438,000	4,433,500	7,219,000
2015	1	6,423,000	10,697,000	6,423,000	10,697,000
2016	3	13,873,000	28,016,000	4,624,333	9,338,667
2017	3	16,479,000	20,139,000	5,493,000	6,713,000
2018	3	17,427,000	20,942,000	5,809,000	6,980,667
2019	4	18,648,000	22,017,000	4,662,000	5,504,250
2020	4	23,420,000	34,822,000	5,855,000	8,705,500
2021	4	22,044,000	42,839,000	5,511,000	10,709,750
2022	3	19,427,000	59,432,000	6,475,667	19,810,667
2023	3	21,294,000	64,089,000	7,098,000	21,363,000

## Company Directors Fee Changes

CEO Salary - ZAR

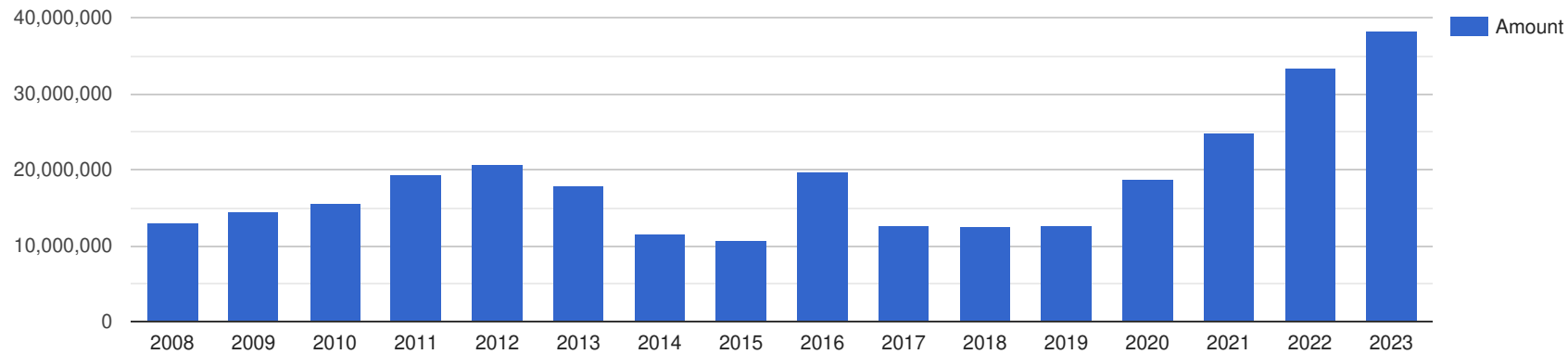


CEO Salary - USD

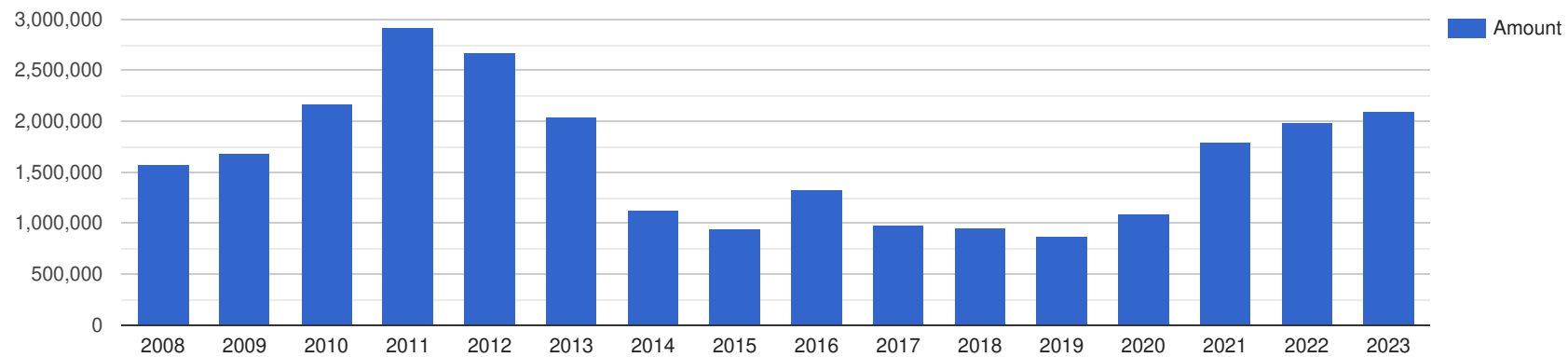




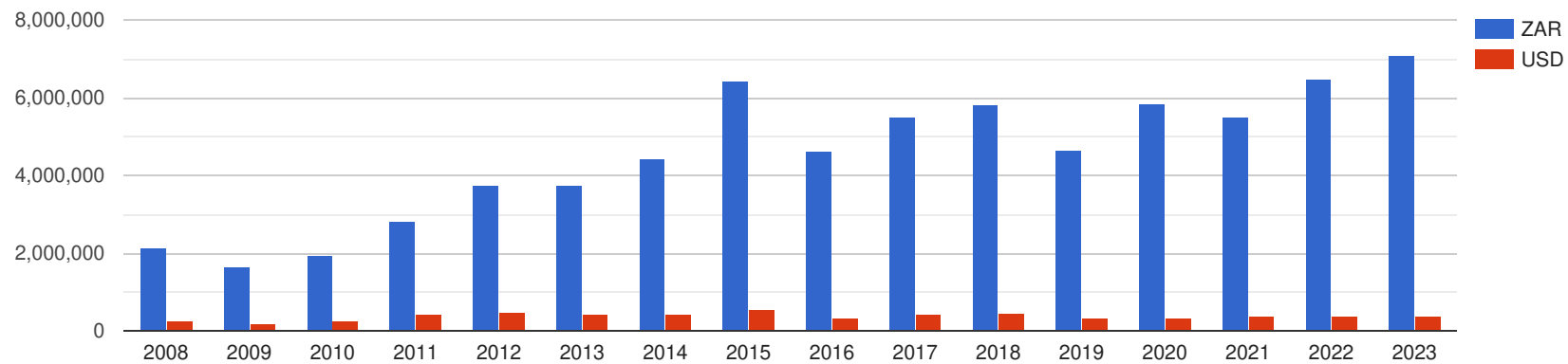
CEO Remuneration - ZAR



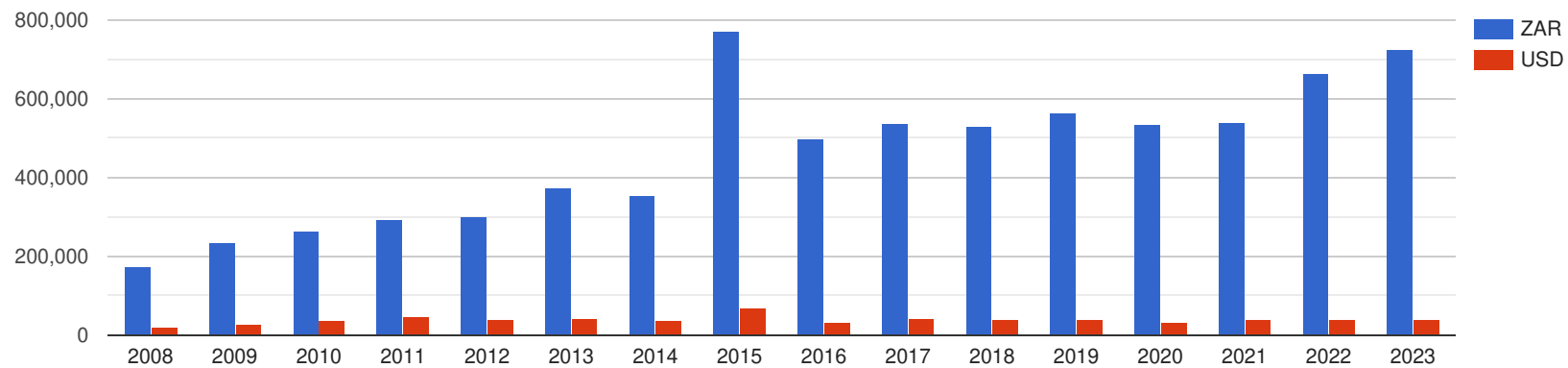
CEO Remuneration - USD



Average Executive Director Salary



Average Non-Executive Director



## Company Employees Report

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**Total Employee Count:**

Year End:	No. Employees:	No. Contractors	Total Workforce
2008	0	0	6288
2009	0	0	6623
2010	0	0	9408
2011	0	0	9678
2012	0	0	9719
2013	0	0	10184
2014	0	0	10565
2015	0	0	11361
2016	12037	0	12037
2017	11403	160	11563
2018	11016	182	11198
2019	13311	0	13311
2020	0	0	10209
2021	11562	0	11562
2022	11355	0	11355
2023	12126	0	12126

**Countries of Operation:**

Country of Operation:	Is This the Home Country?	Is There a Recognition Agreement?	Country notes
South Africa	Yes	No	corporate retail stores : 2010 - 507 / 2011 - 526 2013 - 564
Namibia	No	No	Corporate stores: 2010 - 11 / 2011/2012/2013 - 12
Swaziland	No	No	corporate retail stores :2010 - 5 / 2011/2012/2013 - 5
Botswana	No	No	Franchise stores: 2010 - 8 / 2011/2012/2013- 8
Kenya	No	No	Franchise stores: 2010 - 4/ 2011/2012/2013- 5
Tanzania	No	No	Franchise stores: 2010 - 2 / 2011 - 2
Zambia	No	No	Franchise stores: 2010 - 1 / 2011 - 2 2013 - 3
Lesotho	No	No	Franchise stores: 2010 - 1 / 2011 - 1. 2013- 5
Zimbabwe	No	No	0
Nigeria	No	No	2013: 4 corporate stores
Ghana	No	No	2013: 2 corporate stores

**Total Employee Count:**

Country:	Year End:	No. Operations	No. Employees:	No. Contractors:	Total Workforce:	Union(s):	Degree of Unionisation:	Min Wage (Local) Per Month:	Min Wage USD (Per Annum):	Min Wage USD (Per Annum):
South Africa	2013	0	0	0	0	SACCAWU	0	0	0	No
Tanzania	2012	0	0	0	0	0	0	0	0	No
Botswana	2013	0	0	0	0	0	0	0	0	No
Ghana	2013	0	0	0	0	0	0	0	0	No
Kenya	2013	0	0	0	0	0	0	0	0	No
Lesotho	2013	0	0	0	0	0	0	0	0	No
Namibia	2013	0	0	0	0	0	0	0	0	No
Nigeria	2013	0	0	0	0	0	0	0	0	No
Swaziland	2013	0	0	0	0	0	0	0	0	No
Zambia	2013	0	0	0	0	0	0	0	0	No
Zimbabwe	2013	0	0	0	0	0	0	0	0	No