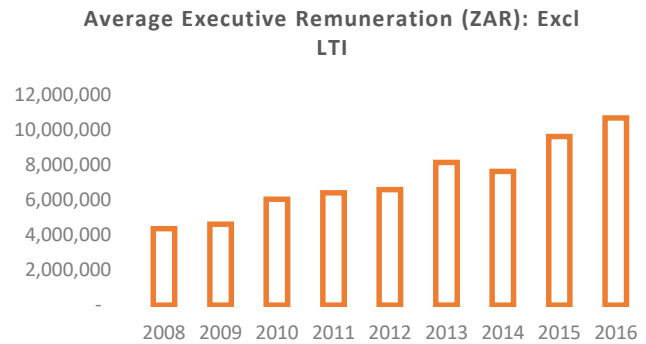
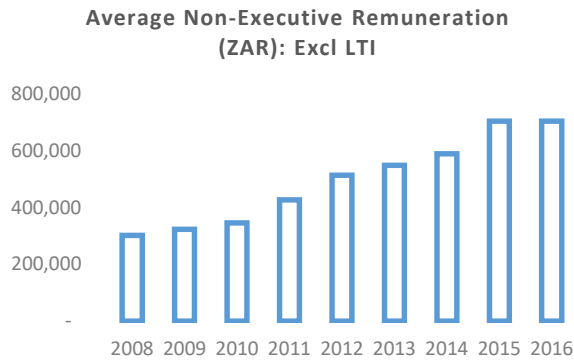


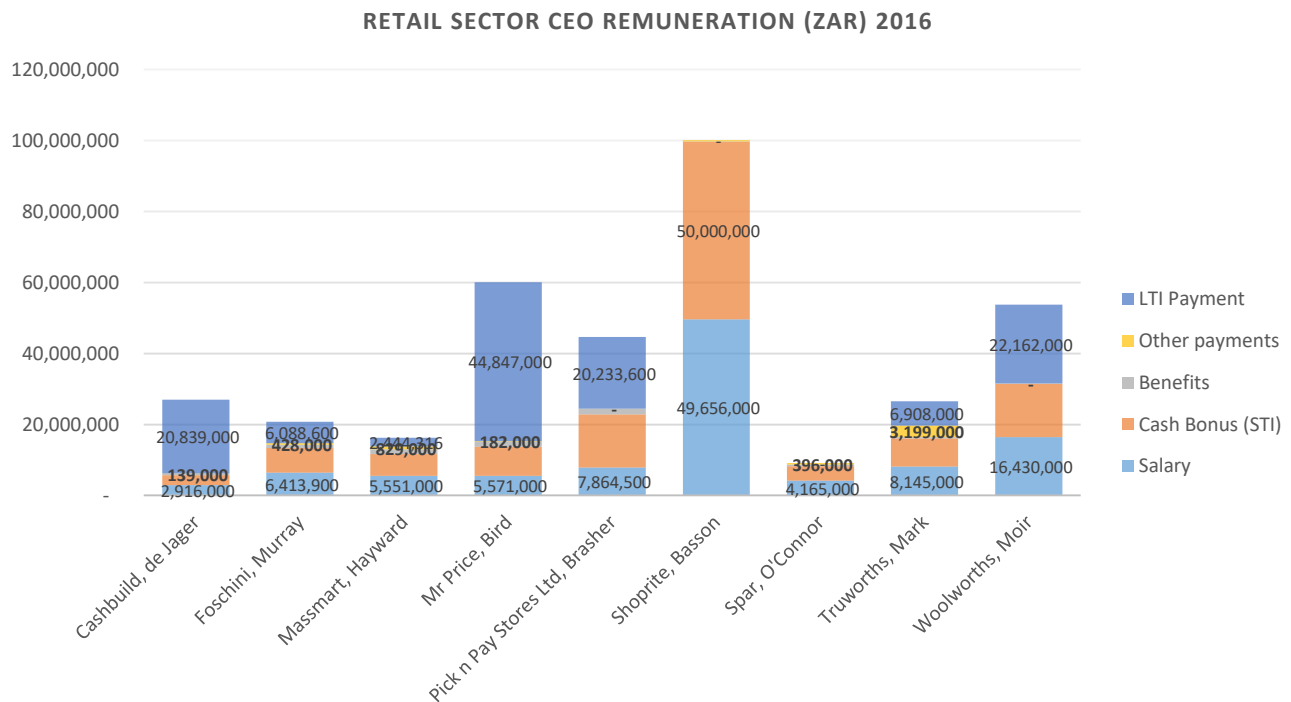
FACT SHEET: Director Remuneration – Retail Sector



The highest executive remuneration (excluding LTI) across all sectors can be found in the retail sector. In 2016, the **Shoprite CEO, Whitey Basson**, received a remuneration package of **R 100,082,000**. This was based on a **R 50,000,00** cash bonus in addition to his **R 49,656,000 basic salary**. Towards the end of 2016, it became apparent that Whitey Basson was, in fact, retiring from his position. Within the retail sector as substantial LTI payment was further made to the **Mr Price CEO, Stuart Bird**. His LTI payment for 2016 was nearly **R 45,000,000**.

Retail sector Non-Executive Directors: **0%** average increase in year-on-year remuneration growth rate between 2015 and 2016.

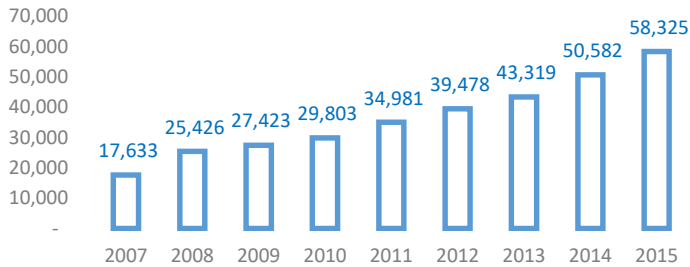
Retail sector Executive Directors: **11%** average increase in year-on-year remuneration growth rate between 2015 and 2016.



FACT SHEET: Revenue and Profit – Retail Sector

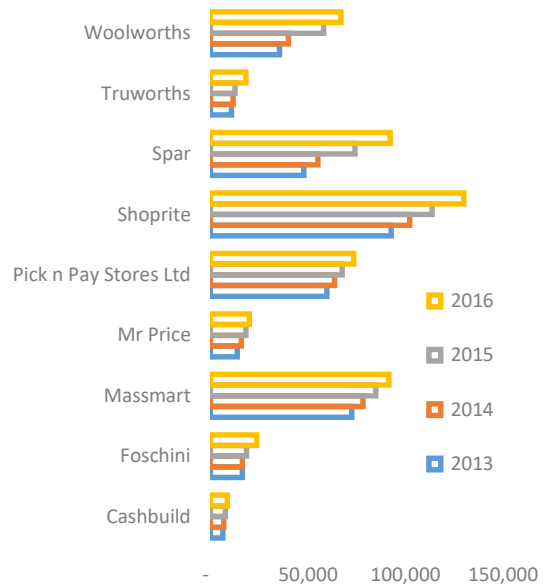
REVENUE:

Average Revenue 2008 - 2016 (R'mil): Retail



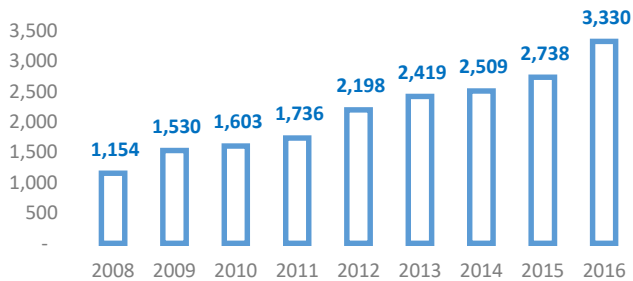
Revenue across the retail sector reflects a positive picture of growth across all companies. Between 2015 and 2016 alone there was a **15%** average increase.

MNC Revenue 2013 - 2016 (R'mil): Retail



PROFIT BEFORE TAX:

Average PBT 2008 - 2016 (R'mil): Retail



The PBT in the retail sector shows a similar trend to that of the revenue illustrated above. A **22%** PBT year-on-year growth rate was experienced between 2015 and 2016.

MNC PBT 2013 - 2016 (R'mil): Retail

