



NEW AFRICAN PROPERTIES



# INTEGRATED ANNUAL REPORT

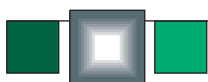
2020



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The Integrated Annual Report has been prepared in order to comply, in all material respects, with the requirements of the Botswana Companies Act (CH42:01) and requirements of the Botswana Stock Exchange. Accordingly, the Board of Directors and Management of the Company assume no responsibility for nor warrant compliance of information contained in the Annual Report with requirements of other legal frameworks or regulatory authorities of other jurisdictions.



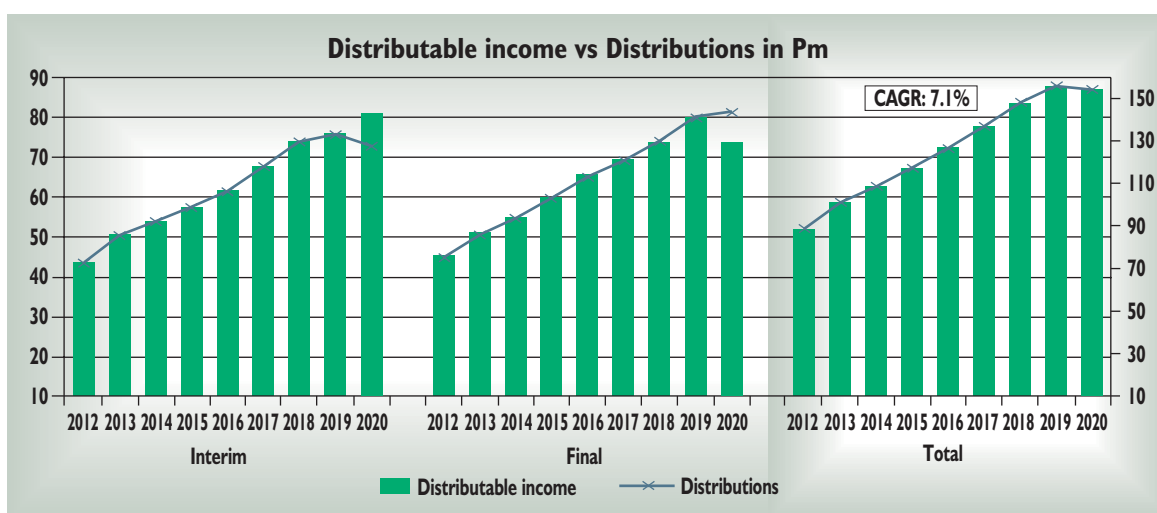
## NAP OVERVIEW ►

31 July 2020

### OVERVIEW

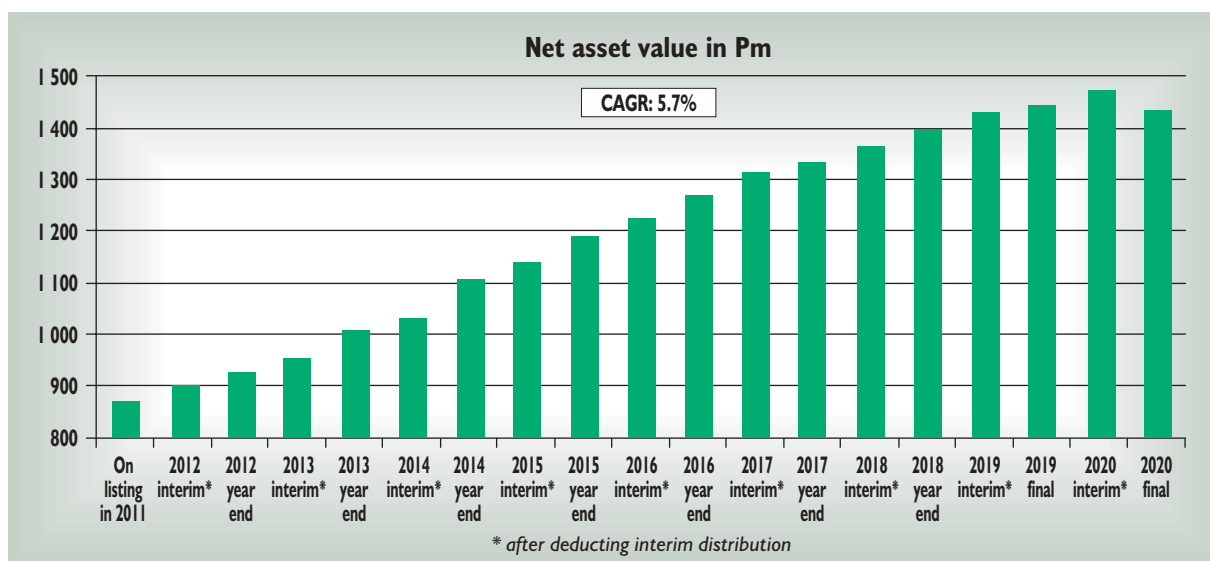
New African Properties Limited ("NAP") is a public variable rate loan stock company offering investors the opportunity to share in a diversified portfolio of 64 well-established, strategically located, primarily retail properties across Botswana as well as a small portfolio of Namibian retail properties, all underpinned by quality tenants.

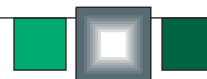
NAP has delivered a strong, consistent performance since listing on the Botswana Stock Exchange (BSE) on 28 September 2011, generating both distribution and capital growth to investors and with a market capitalisation of approximately P2.0 billion at year end. COVID-19 had an impact on the 2020 financial year.



CAGR = Compound Annual Growth Rate

While capital growth for investors is based on movement in the unit price it is important to know that there has also been growth in the underlying property value and net asset value.





# NAP OVERVIEW ► (continued)

31 July 2020

## STRATEGY

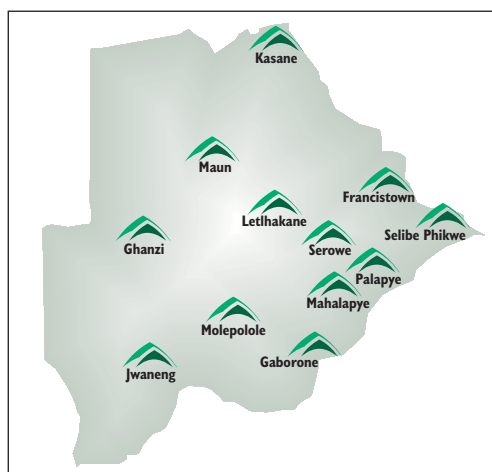
Our primary objective is to provide returns to investors through income and capital growth superior to alternative risk related investments.

The key strategic goals underlying this are:

- Managing our properties to achieve stable and sustainable growth
  - Investing in appropriate properties
  - Maintaining our retail focus
  - Maintaining our strong tenant profile
  - Maximising contractual rentals
  - Minimising rental arrears, bad debts and vacancies
  - Optimising expenditure
- Understanding the environment we operate in
- Managing using a sound governance framework
- The use of skilled service providers
- Distribution certainty and transparency
- Diversifying our funding through the introduction of prudent gearing
- Diversifying the unitholder base

## PROPERTY PORTFOLIO

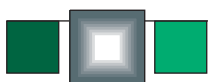
The portfolio has a diverse geographical footprint covering the main urban areas, with a weighting in Gaborone, the primary economic hub of the country.



## NATURE OF INVESTMENT AND RETURNS

The ownership of linked units in a variable rate loan stock company is tax efficient as profits are distributed by means of a dividend and a debenture interest payment which is larger than the dividend. The full amount of interest is deductible from income of the variable rate loan stock company as an expense incurred in the production thereof. The Income Tax (Amendment) Act of 2019 restored this position after the 2018 Amendment temporarily restricted this deductibility.

Dividends paid by the company are subject to withholding tax which is a final tax. Interest is also subject to withholding tax, unless the unitholder is exempt, and this tax can be credited against tax payable by the recipient. Any capital gains on disposal of linked units after one year of acquisition are exempt from taxation under the current taxation regime as the Company has offered more than 49% of its linked units to trade on the Botswana Stock Exchange. In addition to being able to vote on issues that affect them, unitholders' interests are protected through application of a code of governance and appointment of independent directors to the Board.



## FIVE YEAR HISTORICAL REVIEW ►

	31 July 2020	31 July 2019	31 July 2018	31 July 2017	31 July 2016
<b>INCOME</b>					
Revenue * (P000)	207 111	196 759	188 030	174 363	161 681
Distributable income (P000)	154 498	156 040	147 834	137 155	127 315
Distributable income (tpu)	25.56	25.82	24.46	22.69	21.06
Increase in distributable income (%)	-1%	6%	8%	8%	8%
Distributions (tpu):	25.52	25.80	24.53	22.67	20.95
- interim	12.04	12.56	12.25	11.21	10.18
- final	13.48	13.24	12.28	11.46	10.77
Distribution growth (%)	-1%	5%	8%	8%	8%
Profit (P000)	149 323	198 730	217 272	199 404	209 762
Increase in profit (%)	-25%	-9%	9%	-5%	5%
<b>ASSETS</b>					
Investment property * (Pm)	1 489	1 503	1 459	1 385	1 312
Borrowings (Pm)	15	19	22	25	28
Net asset value (Pm)	1 433	1 442	1 401	1 332	1 268
Increase in net asset value (%)	-1%	3%	5%	5%	7%
<b>GEARING</b>					
Debt to property value (%)	1%	1%	1%	2%	2%
Debt fixed (%)	0%	0%	0%	0%	0%
Interest cover (times)	156	156	127	98	76
<b>UNIT STATISTICS</b>					
Units in issue (millions)	604	604	604	604	604
Closing price (tpu)	323	324	321	322	293
Mkt cap at end of period (Pm)	1 952	1 958	1 940	1 946	1 771
Premium to NAV (%)	36%	36%	38%	46%	40%
Historic yield (%)	7.9%	8.0%	7.6%	7.0%	7.2%
Total return per linked unit (%)	7.6%	9.0%	7.3%	17.6%	29.7%
<b>PROPERTIES</b>					
Number of properties	64	64	64	64	64
Last valuation * (Pm)	1 489	1 503	1 459	1 385	1 312
Increase in property valuation (%)	-1%	3%	5%	6%	7%
GLA (000m <sup>2</sup> )	129	129	129	129	129
Vacancy (by GLA)	4.6%	3.4%	3.8%	3.2%	1.2%
Vacancy (by rental)	3.0%	1.6%	1.9%	2.2%	0.7%

\* excludes lease accounting adjustments

## BUSINESS REVIEW ►

for the year ended 31 July 2020

### FINANCIAL RESULTS

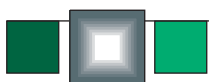
The results for the year have been impacted by COVID-19. Distributable income amounted to P154.5million, 1.0% lower than the comparative P156.0 million. Actual distributions of P154.2 million were declared, with 90% of distributable income being declared for the first half in view of the uncertainties prevailing at that time. The final distribution, which was declared before year end, was based on the forecast distributable income of P154.2 million less the first half distribution. Impairment of debtors was the primary factor impacting distributions, with a total cost of P11.6 million for the year (2019: 0.2 million). In addition, certain tenants have not been able to survive and this resulted in unexpected vacancies and loss of rental. A portion of variable income, shown as other income, has been lost during lockdown periods. We have however been able to contain expenses with a view to mitigating some of the adverse impact of COVID-19.

Distributable income excludes fair value and accounting adjustments, together with taxes thereon, and is calculated as follows:

	2020 P'000	2019 P'000	% change
<b>Revenue*</b>	207 111	196 759	+5.3%
Other income	1 911	2 167	
Property costs*	(44 089)	(32 265)	+36.6%
Excluding impairments*	(32 464)	(32 104)	+1.1%
Impairments	(11 625)	(161)	
<b>Net rental income*</b>	164 933	166 661	-1.0%
Portfolio operating expenses	(12 260)	(12 292)	
<b>Distributable operating profit</b>	152 673	154 369	-1.1%
Net investment income*	5 076	5 282	-3.9%
<b>Distributable profit before tax and FV adjustments</b>	157 749	159 651	-1.2%
Taxation relating to distributable income	(3 251)	(3 611)	
<b>Distributable income</b>	154 498	156 040	-1.0%
Number of units in issue	604 397	604 397	
<b>Distributable income in tpu</b>	25.56	25.82	-1.0%
Distributions declared			
Interim	72 769	75 912	-4.1%
Final	81 473	80 022	+1.8%
<b>Total distributions</b>	154 242	155 934	-1.1%
Distributions in tpu	25.52	25.80	-1.1%

\* Before lease accounting adjustments

Rental income growth, before straight lining, increased by 5.3%. This is lower than expected as a result of certain tenant failures, primarily in the take away food and restaurant sector in view of the effect of COVID-19, the delay in issue of trading licenses and therefore lease commencement for reconfigured space in Mafenyatlala for two of the three multinational retailers, the liquidation of Payless where the liquidator opted to cancel one of the leases, and the challenges of letting vacancies in the second half of the financial year due to COVID-19 disruptions.



## BUSINESS REVIEW (continued)

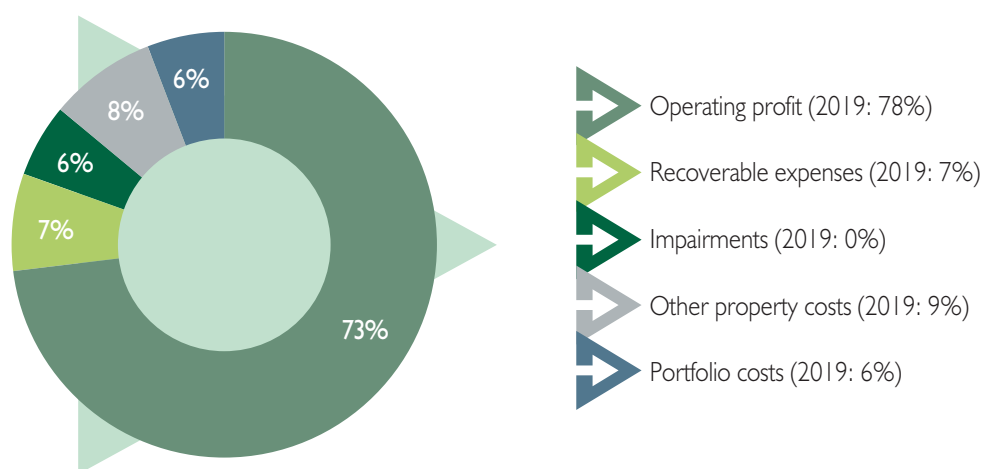
for the year ended 31 July 2020

### FINANCIAL RESULTS (continued)

Property expenses only increased by 1.1% excluding debtor impairments. While utilities increased by 11.4%, this was offset by reduced management fees and savings realised on contractual services during lockdown periods.

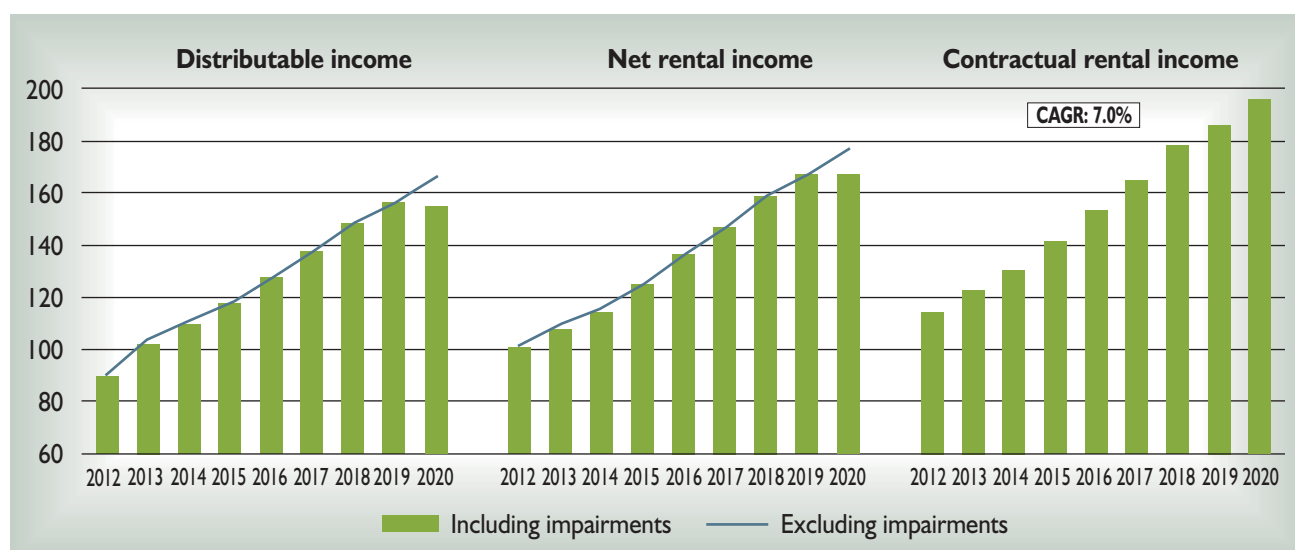
Net rental income showed a 1.0% dilution, primarily due to the increase in impairment provisions. Excluding impairment provisions net rental income grew by 5.8%. The weakening of the Namibia Dollar resulted in those properties contributing less to the Group than would otherwise have been the case.

Portfolio expenses remained at almost the same level year on year.



Distributable net interest income decreased by P0.2 million (4%), with a P0.4 million decline in interest income as a result of the lower rental collections and lower interest rates. The P0.4 million decrease in taxes impacting distributable income is due to the weakening of the Namibia Dollar relative to the Pula.

The effect of the significant increase in impairment provisions, as a result of COVID-19, can be seen in the graphs below. Excluding the impact of impairment provisions, distributable income would have increased by 6.4%.



## BUSINESS REVIEW ► (continued)

for the year ended 31 July 2020

### FINANCIAL RESULTS (continued)

Profit for the year includes various fair value and other accounting adjustments, which do not represent cash flows and are excluded from distributable income. These elements were more significantly impacted by COVID-19 in view of them being based at a point in time when uncertainty exists. Profit for the year at P149.3 million, is 24.9% below the P198.7 million recorded in 2019.

Distributable income is reconciled to profit and total comprehensive income for the year as follows:

#### Distributable income

FV adjustments:

- Investment property
- Financial asset

Share of associate's profit

Amortisation of intangible asset

Rent straight line adjustments

IFRS 16 adjustments

Deferred tax on:

- Investment property
- Share of associate's profit
- Rent straight-lining
- IFRS 16 adjustments
- Other non distributable items

#### Net profit after tax

Foreign exchange currency difference

#### Comprehensive income

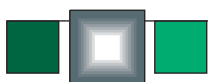
2020 P'000	2019 P'000	
154 498	156 040	-1.0%
(13 266)	39 582	
(221)	(909)	
3 783	6 324	
(881)	(881)	
1 805	5 254	
(165)	-	
3 187	(3 468)	
(285)	(474)	
(405)	(1 192)	
299	-	
974	(1 546)	
149 323	198 730	-24.9%
(4 185)	(1 321)	
145 138	197 409	-26.5%

The properties have once again been independently valued, with directors reducing this valuation for the impact of specific contractual arrangements. The carrying value has been further reduced by assets and liabilities reflected elsewhere in the statement of financial position that are based on the same cash flows as the properties. The net impact of the fair valuation of investment properties, before adjustments for lease accounting, results in an P11.7 million charge to profit for the year, with P7.1 million relating to Botswana and P4.6 million to Namibia.

The carrying value of the Botswana portfolio, before the adjustments for lease accounting, has decreased in value by P5.0 million or 0.4%, while the Namibian portfolio has decreased by N\$6.7 million (10.6%). The decline in the exchange rate between the Namibia Dollar and the Botswana Pula has further impacted the effect of the Namibian portfolio on the Group's results and in Pula terms the decline in value is P9.0 million (18.9%) from last year end. The primary driver of the Botswana valuations is the assumptions around rental levels which has been impacted by COVID-19, while Namibia has been primarily as a result is the significant increase in the long bond rate on which the capitalisation rate is based and, to a lesser extent, the relative weakness in the Namibia Dollar.

This year IFRS 16 dealing with lease accounting was adopted on a modified retrospective basis with simplification, and while insignificant, these adjustments are not considered to be part of distributable income and are included in the reconciliation between distributable income and profit for the first time.



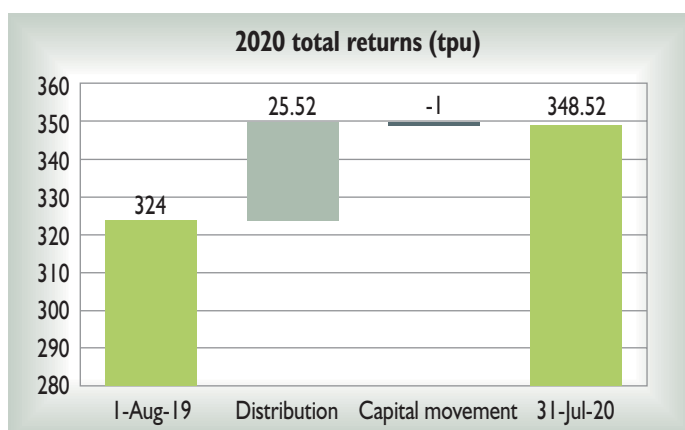


## BUSINESS REVIEW (continued)

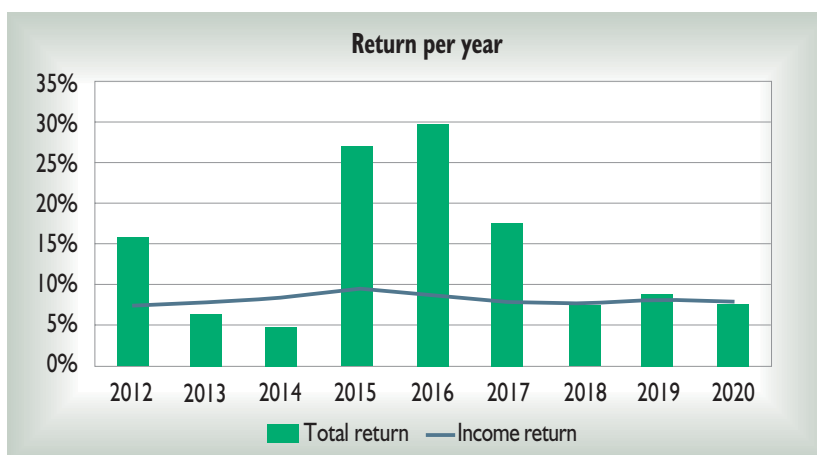
for the year ended 31 July 2020

### RETURNS TO INVESTORS

The total return to investors is based on distribution paid and the movement in the unit price during the year. Notwithstanding the challenging times during the second half of the year, distributions paid amounted to an income return of 7.9% (8.0%) on the opening unit price. The unit price has dropped by 1 thebe during the year (2019: increase of 3 thebe), which has the effect of diluting the total return for the year to 7.6% (2019: 9.0%).



Since listing the total returns have varied primarily as a result of the differences in unit price movements, while income returns have remained fairly consistent.



In aggregate NAP has generated total returns of 156% since listing at P2 per unit, 94% by way of distributions and 62% from the increase in the unit price. This equates to a compound total annual return of 11.0%.

## BUSINESS REVIEW (continued)

for the year ended 31 July 2020

### PROPERTY PORTFOLIO

The property portfolio remains unchanged with 57 Botswana properties and 7 Namibian properties, amounting to 97% and 3% of the total value respectively. The portfolio composition is almost exclusively retail at 99% of total value.

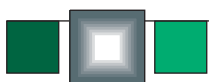


	Namibia Pm*	Botswana Pm*	Total Pm*	%
<b>Fair value by sector:</b>				
Retail	38	1 430	1 468	99%
Industrial	-	21	21	1%
<b>Total</b>	<b>38</b>	<b>1 451</b>	<b>1 489</b>	<b>100%</b>
%	3%	97%	100%	
Number of properties	7	57	64	
GLA (m <sup>2</sup> )	12 561	116 685	129 246	

\* Fair value before rent straight line adjustment.

An agreement was reached for the purchase of a well-located retail property for P20 million subsequent to year end. The centre has well established multinational tenants. The acquisition will be funded from existing cash resources, including by drawing down on the related party receivable, and is expected to be yield enhancing to investors in view of the initial yield being higher than the return on cash investments and the expected net rental income growth over time. The last remaining condition precedent is the Competition Authority approval.

The top 10 properties account for approximately 81% of the total portfolio valuation and are weighted towards Gaborone, with exposure to Molepolole, Kasane and Maun. The remaining properties are well located smaller properties across the footprint of Botswana and in the central and north of Namibia.

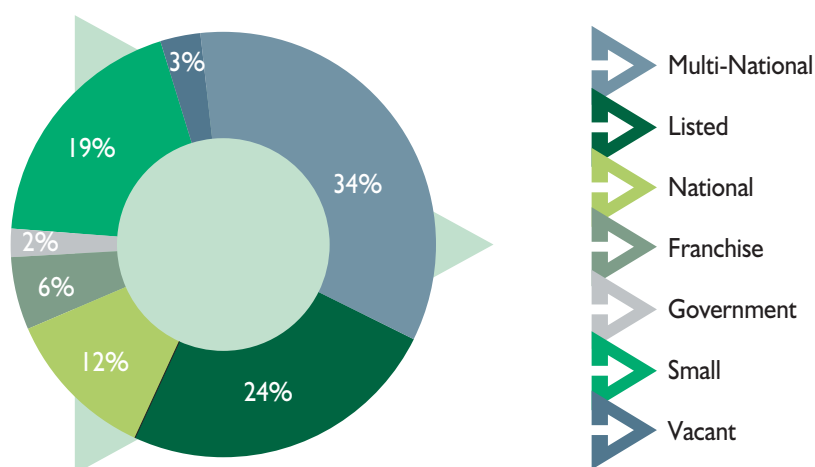


## BUSINESS REVIEW (continued)

for the year ended 31 July 2020

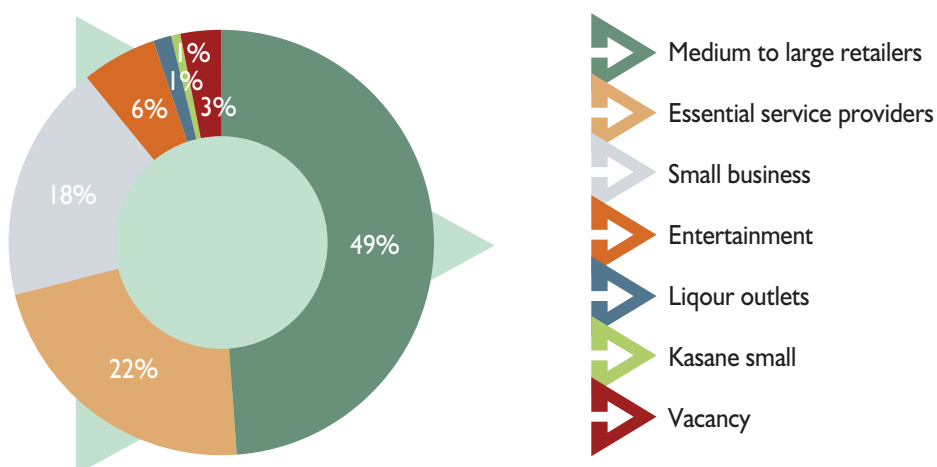
### PROPERTY PORTFOLIO (continued)

NAP has historically benefited from a strong diverse tenant base. At year end 95% (2019: 97%) of the gross lettable area was let to tenants in terms of 480 separate leases (2019: 478). The relative strength of the tenant profile can be demonstrated based on the categories of tenants, with 58% (2019: 58%) of rentals being received from listed and multinational companies, 12% (2019: 13%) from national companies and a further 6% and 2% (2019: 6% and 2%) from franchisees and government respectively at year end.



The impact of COVID-19 has demonstrated the resilience of the majority of our tenants. The categories of tenants most impacted by COVID-19 are those in the entertainment sector and those dependent on the tourism sector in Kasane, but these tenants comprise a relatively small portion of the portfolio, 6% and 1% of July 2020 rentals respectively.

A further analysis of tenants based on management's internal classification used during the lockdown period shows the weighting to medium to large retailers that don't fall into one of the more specific categories (49%). Essential service providers account for a further 22%.





## BUSINESS REVIEW (continued)

for the year ended 31 July 2020

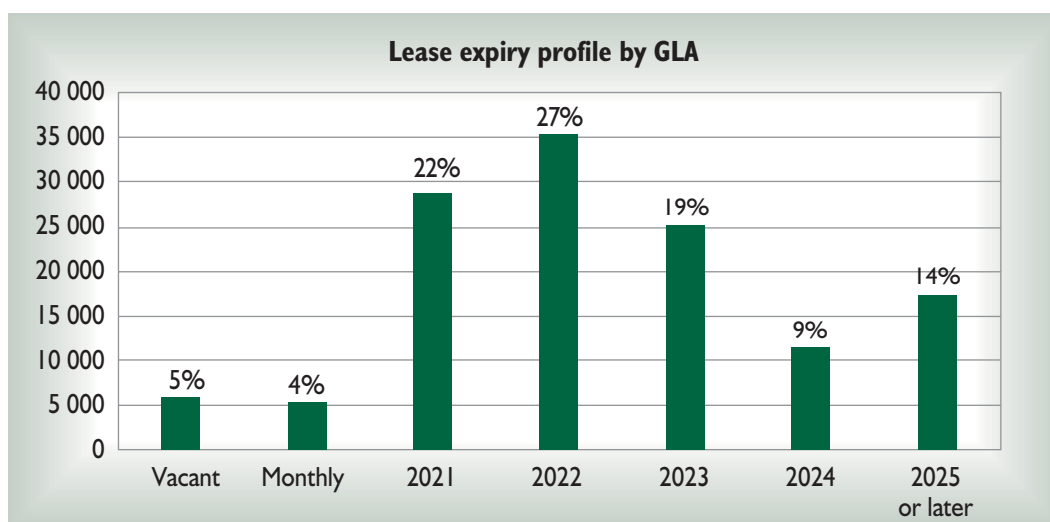
### PROPERTY PORTFOLIO (continued)

Management continues to proactively manage tenant composition in order to retain the quality of the tenant base.

Total unimpaired tenant arrears, net of VAT, at the year end amounts to P5.4 million (2019: P0.2 million), which equates to 31% of the average monthly turnover for the year. These amounts are primarily attributable to outstanding lockdown rentals on which we continue to engage with tenants.

The vacancy level and monthly leases have increased from last year, from 3% to 5% and 2% to 4% of gross lettable area. Tenants occupying 15% of leases that expired during the 2020 financial year vacated, with the majority of this relet before year end, but the balance contributed to the overall increase in vacancies.

Selebi Phikwe accounts for 30% of the total vacant area at year end and a further 20% relates to two vacancies in small industrial properties in Francistown. Of the remaining 50% there is a weighting to Madirelo (14%) as a result of the liquidation of Payless, and the balance is spread across a number of properties and is mainly transitional in nature. The majority of the monthly tenancies are due to delays in finalising negotiations but where the tenant has indicated that they will renew.



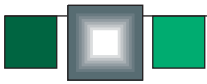
Cyclical lease periods impact on the expiry profile of leases and Management endeavours to achieve a fairly even lease expiry profile. The expiry profile over the next three years has remained fairly consistent with last year.

Properties with more notable expiries in the next financial year, comprising a third of the total, are Kagiso Centre, Riverwalk, Mokoro, Mochudi and SC Industries. All of these other than SC Industries are retail in nature.

### CONCLUSION

There is still uncertainty over the duration and extent of the impact of COVID-19 globally and in Botswana. Therefore, the potential impact of this on NAP is uncertain.

NAP's balance sheet is sound and the Group is able to meet its commitments as they become due. With a low gearing level NAP remains well positioned to acquire properties where they become available.



## DIRECTORS ►

as at 31 July 2020



### **John Tobias Mynhardt**

*Non-Executive Chairman*

*B.Comm (UCT)*

*Chairman of Board and Investment Committee  
(Motswana)*

After completing his Bachelor of Commerce degree at the University of Cape Town in 1968, Mr. Mynhardt started work in the family trading store in Francistown. He has remained involved in the Botswana retail industry ever since. During this time he has developed extensive business interests in Botswana and he is chairman of all the companies in the CBH Group including Furnmart Limited and the companies in the group's Tourism and Hospitality Divisions. During his career he has served as a member on both the Francistown Town Council and the University of Botswana Council. Mr. Mynhardt has also served as a Board member of the Botswana Housing Corporation and First National Bank of Botswana.



### **Tobias Louis John Mynhardt**

*Managing Director*

*Executive Director*

*B.Comm (Hons - UCT), MSc Econ (LSE)*

*Member of the Investment Committee*

*Attends Risk, Audit & Compliance Committee meeting by invitation  
(Motswana)*

Mr. Mynhardt is the Deputy Chairman of the CBH Group, having served on the Board since his appointment as a director in 2003. He has assumed leadership of various divisions of the CBH Group which has investments in a number of industries including property, retail, tourism, hospitality, manufacturing, construction and financial services. He led the 2011 listing of NAP which represented the consolidation of the CBH Group's property interests. He was Managing Director of an associate company, the then BSE-listed Furnmart Limited, from 2009 until his appointment as Deputy Chairman in 2016. Mr. Mynhardt's early career encompassed exposure to the investment industry through a hedge fund firm in London.



### **Lauren Carole Tapping**

*Financial Director*

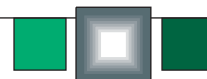
*Executive Director*

*B.Compt (Hons), CTA (UNISA), C.A.(S.A.), FCPA*

*Member of the Investment Committee*

*Attends Risk, Audit & Compliance Committee meetings by invitation  
(South African)*

Ms. Tapping has over 30 years financial experience, with a significant focus on the property industry and specifically the listed real estate sector in South Africa, Namibia and Botswana. She joined CBH Group as NAP's Chief Financial Officer in March 2012 and was appointed as a director in July 2014. She is also the CBH Group Chief Financial Officer. Prior to joining CBH Group she served as Finance Director of Marriott Property Services (Proprietary) Limited, JSE listed SA Corporate, director of Namibian listed Oryx Properties Limited and Head of Finance for the Listed Real Estate Division at Old Mutual Property Investments. In these capacities she gained experience with the various facets of property from a listed company and broad property services company perspective, was involved in a number of listings and corporate transactions, including a delisting, and served on various listed company committees including as chairman of Oryx's Remuneration & Nomination Committee. Prior to her commercial experience she spent 6 years in the audit environment.



## DIRECTORS ► (continued)

as at 31 July 2020



### **Fact Badzile Lebala**

*Executive Director*

*(Motswana)*

Mr. Lebala left the Botswana Police Force after 28 years of service with the rank of Superintendent of Police and was awarded the Police Medal for Good Conduct. During this career he was Commanding Officer for many Police Districts in Botswana. He was for many years responsible for identifying sites and their owners as well as conducting negotiations for their acquisition. He also liaised with all the district councils, licensing and land boards to facilitate the development and commissioning of the various developmental properties. He has retired from the CBH Group after serving as a director in the Group for over 27 years. He continues to be a board member of Furnmart Ltd and NAP and serves the Group on an ad hoc project basis.



### **Jerome Patrick McLoughlin**

*Lead Independent Director*

*Independent, Non-Executive Director*

*B.Comm, Dip Acc (Natal), C.A.(S.A.)*

*Chairman of Risk, Audit & Compliance Committee*

*(South African)*

After completing articles with Deloitte (Durban) in 1993 and qualifying as a chartered accountant, Mr. McLoughlin started a career in public audit practice and currently serves as a director of a firm of registered auditors known as Hodkinson Inc. He also serves as a non-executive director to companies and serves as trustee on a number of trusts. He has substantial experience in an advisory capacity and in property investment.



### **Seshadri Venkatakrishnan**

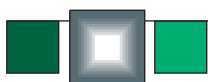
*Independent, Non-Executive Director*

*C.A. (India)*

*Member of the Risk, Audit & Compliance Committee*

*(Indian)*

Mr. Venkatakrishnan is a Chartered Accountant from India with about 37 years of wide experience in Finance and General Management, of which about 20 years was in Botswana. He has held senior roles in different capacities in varied business sectors like Retail, Manufacturing, Property holdings and Property development, IT, Healthcare sector and Education. He is currently a Management Consultant and holds directorships in companies in India.



## MANAGEMENT ►

as at 31 July 2020

### **Louis Mynhardt - CBH Group Executive, CA, BA (Hons) Economics**

Louis Mynhardt qualified as a Chartered Accountant and is a member of the CBH Executive. Louis joined CBH in 2017 with a focus on corporate development. Previously, Louis was part of the Actis Real Estate team which develops, finances, and manages real estate assets of over \$1bn across sub-Saharan Africa, including some of the continent's first A-grade shopping centres. He has worked across multiple asset classes and transaction types including LBO's, growth capital, restructuring/turnarounds, and green and brown field developments. Louis has previously served on the Boards and associated subcommittees of various Actis investment companies. Prior to Actis, Louis completed his articles in Ernst and Young's private equity transaction support group in London and Johannesburg.

### **Odirile Merafhe - CBH Group Executive, B.Sc (Embry Riddle, USA)**

Mr. Merafhe is a member of the Executive Management team of the CBH Group, responsible for business development and special projects. Prior to this he was head of Business Development for Momentum Africa responsible for the growth of Momentum Africa subsidiaries in 10 countries and new opportunities in Africa and emerging markets. Before that he was General Manager of Momentum Botswana, the administrator of Botsogo Health plan, since the inception of the company. He oversaw the growth of the Botswana business to a well-respected and successful medical aid company with over 20,000 lives under administration. Before joining Momentum he was Chief Executive Officer of the Hospitality and Tourism Association of Botswana after spending 12 years in the Airline industry in Botswana and South Africa. Mr. Merafhe is Chairman of Metropolitan Health Botswana and a former Chairman of Junior Achievement Botswana, director of Botswana Development Corporation, MRI Botswana Limited, Botswana Tourism Board, Botswana Business Coalition on HIV AIDS. He is a Board member of Business Botswana.

### **Colin Stewart - CBH Group Financial Manager, B.Compt (Hons), CTA (UNISA), C.A.(S.A.), ACPA**

Mr. Stewart joined the CBH Group in early 2014. Prior to this he served as Group Financial Controller at Celerant Consulting, a multinational management consulting firm based in London. Before that his experience includes a number of financial roles in both the UK and South Africa in the manufacturing, telecommunications and banking sectors. Mr. Stewart completed his articles with Deloitte in South Africa having spent 6 years with the firm.

### **Willie Kruger - Nafprop Chief Executive Officer**

Mr. Kruger's experience in property commenced in 1987 with Sanlam Properties as a Leasing Consultant and assistant Property Manager. From there he moved to Old Mutual Properties in 1989 where he was trained as Property Manager and Property Portfolio Manager. Here he gained experience in dealing with aspects such as Property Management, Marketing, Facilities Management, Lease Audits and Staff Training. He accepted a position with RMB Properties in 1995 where he was exposed to Property Asset Management. During 1995 he was appointed by Broll Property Group as Property Portfolio Manager. He was appointed as Director to their Board in 1996 and to the Board of Broll Namibia shortly thereafter. After spending 10 years with Broll he established BBA Property Group of which he was appointed Managing Director in 2007. The Property Portfolio under his direct supervision was valued at R2.3 billion in 2012. He joined Nafprop in 2012 as Chief Executive Officer which position he still holds. Mr. Kruger has recently been elected as a professional member of the Royal Institution of Chartered Surveyors (RICS).

### **Collin van Wyk - Nafprop Financial Manager, B.Compt (Hons), CTA (UNISA), C.A.(S.A.), ACPA**

Mr. van Wyk joined Nafprop in early 2017, having served as the Financial Manager at Generator Logic (Proprietary) Ltd in South Africa. Prior to that he was based in Uganda where he served as the Regional Financial Manager at The New Forests Company. Mr. van Wyk has also fulfilled managerial roles in the retail sector with a particular focus on high end retail. Preceding his move to commerce he spent five years in the audit environment.



## MANAGEMENT ► (continued)

as at 31 July 2020

### **Jaco Marius Burger - Nafprop General Manager: Property Management, B.A. (Hons) Industrial Psychology (Armstrong State University, Savannah, Georgia, USA)**

Mr. Burger commenced working in the property management industry on completion of his studies in the USA. His first management position was at Old Mutual Properties. He furthered his career thereafter at Shoprite Checkers Properties, Murray & Roberts, Broll Property Group, JHlsaacs and Homenet Commercial Properties. Mr. Burger left the industry after approximately eight years and ventured into the restaurant industry where he was a manager and franchisee for roughly thirteen years. He has subsequently returned to the property management field, and has been with Nafprop approaching seven years. Mr. Burger is a professional member of the Royal Institution of Chartered Surveyors (RICS), as well as the South African Property Owners Association (SAPOA) and South African Council of Shopping Centres (SACSA).

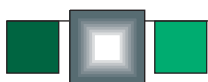
### **Obed Morebodi - Nafprop Facilities Manager, MSc (Leeds Metropolitan University, UK): Property Management.**

Mr. Morebodi has experience in several industries. He worked for Bamangwato Concessions Limited (BCL) for 11 years and assumed his first management position in 2003 when he joined Wurth Solergy, a German based company. In this position he worked as Regional Technical and Sales Manager responsible for marketing and business growth. He later joined Pioneer Products where he was responsible for manufacturing and sales of concrete products to supply the construction industry. He joined Nafprop as Facilities Manager during 2007 and is responsible for facilities management, overseeing the technical and service provider management of the NAP portfolio.



*Shopping Centres adjacent to Gaborone Station*





## CORPORATE GOVERNANCE ►

The directors recognise the need to conduct the business with integrity and in accordance with sound corporate practices based on an ethical foundation.

The Board has accordingly established mechanisms and policies appropriate to the operations, which include a Board Charter, Approval Framework, Public Information and Trading Policy as well as two sub-committees as detailed below.

While NAP has no employees, the Property and Asset Management Company, Nafprop, its employees and the executive directors are subject to a code of conduct.

### BOARD AND ITS SUB-COMMITTEES

The Board consists of 6 directors, 50% of whom are non-executive and 33% independent non-executive and half of the Board are Batswana. The Board members bring significant experience in the Group's primary business sectors of property and retail, together with significant financial skills and experience with listed companies and in the Group's operating countries of Botswana and Namibia. Non-executive directors are chosen for their business acumen and skills pertinent to the Group's business. The Board considers that it is adequately constituted to enable it to carry out its duties, that there is an appropriate balance of power and balance of skills. The roles of the Managing Director and Chairman are not filled by the same person. In view of the Chairman not being an independent director the board has appointed a Lead Independent Director, Mr. J. McLoughlin.

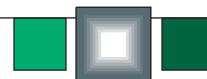
One third of directors are required to retire annually at the annual general meeting, based on those longest in office. If, at the date of any ordinary meeting, any Director has held office for three years since their last election or appointment they shall retire at such meeting, either as one of the one third normal rotation or in addition thereto. Retiring members are eligible for re-election with all motions for appointment or re-election being considered individually. During the year Mr. J.T. Mynhardt and Ms. L.C. Tapping retired and were re-elected at the annual general meeting held on 17 January 2020. Messrs. J.P. McLoughlin and S. Venkatakrishnan are due to retire at the next annual general meeting and offer themselves for re-election.

The Board is scheduled to meet at least three times per annum. In view of COVID the Board only met formally twice during the current year and dealt with other issues on a round robin basis as required. While the Board strives to have full attendance at meetings, the quorum is any four directors and board papers are distributed timeously to enable members to be properly briefed prior to meetings. Directors who are unable to attend a meeting receive the relevant documents and are able to communicate with the Chairman and Company executives on any issue. Mr. T.L.J. Mynhardt was absent from one meeting due to illness and Mr. S. Venkatakrishnan was absent from one meeting due to a family emergency. All other directors attended all meetings.

Decisions required to be taken between meetings are attended to by the passing of a resolution signed by all directors. These round robin resolutions are subsequently ratified at the following Board meeting.

#### The primary responsibilities of the Board are:

- Leadership: To exercise ethical leadership, enterprise, integrity, judgment and good corporate citizenship in directing the Group so as to achieve its strategic goals and objectives, in a manner based on accountability and responsibility.
- Strategy: To approve the strategic direction and budgets of the Group and ensure that the goals and objectives are aligned to those set out in the Trust Deed, appreciating that strategy, risk and sustainability are inseparable.



## CORPORATE GOVERNANCE ► (continued)

### The primary responsibilities of the Board are: (continued)

- **Control:** To retain full and effective control of the Group, its management and key service providers, reserving specific powers for the Board itself and delegating other matters with the appropriate written authority and terms of reference to Sub-Committees, Management and key service providers; and to ensure that the Group is a going concern with responsibility for all decisions that are material to this purpose.
- **Governance of Risk:** To manage risk, including related to information technology, with the assistance of the Risk, Audit and Compliance Committee, to ensure that the risk philosophy is appropriate to the business and that there is compliance with the policies, procedures and standards.
- **Compliance:** To oversee governance and compliance, with the assistance of the Risk, Audit and Compliance Committee, to strike an appropriate balance between performance and conformance.
- **Stakeholder relationships:** To strive for an appropriate balance between various stakeholders and that dealings with stakeholders are appropriate.
- **Reporting:** To formally report to linked unitholders through the annual report and announcements, with the assistance of the Risk, Audit and Compliance Committee.

The Board has established two sub-committees, being the Risk, Audit & Compliance Committee (RACC) and the Investment Committee (IC) whose terms of reference and authorities are clearly defined.

The RACC is a formal committee, comprising only independent non-executive directors, and there is a separate report from this Committee.

The Investment Committee comprises the Chairman, Managing Director and Financial Director, who meet periodically on an informal and formal basis as required, to consider and make decisions and / or recommendations to the Board on matters delegated by the approved investment policy and authority limits.

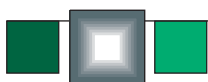
The Company has no employees and there is therefore no need for a Remuneration Committee. The Board, excluding the independent directors, approves remuneration payable to independent directors, which will then be ratified by unitholders at each annual general meeting. Independent directors receive no compensation other than fees approved and disclosed in this manner and fees are based solely on attendance at meetings.

The Board as a whole considers Board composition and has not formed a separate Nomination Committee. There have been no changes to the Board during the year.

### BOARD STATEMENT

#### In as far as the Board is aware:

- The Company and its representatives have acted in an ethical manner;
- The Company has not engaged in any activities which contravene laws and regulations;
- The Directors have declared all material interests in contracts, if any, involving the Company;
- The Company has made all endeavours to ensure equitable treatment of unitholders;
- The RACC has conducted a review of the key internal controls which cover financial, operational, technology, compliance and risk management and reported their findings to the Board;
- The Board has considered the Company's ability to continue as a going concern and concluded that it is able to; and
- The Company Secretary has the appropriate competence and experience to fulfil this role and that the relationship between the Board and the Company Secretary is an arms-length relationship.



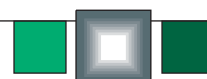
## KING CODE OF CORPORATE GOVERNANCE ►

The following abridged checklist has been prepared in terms of the King Report on Governance (King III). This table includes NAP's application of the King III principles highlighting areas of compliance, partial compliance, compliance in progress and non-compliance. Where compliance is not fulfilled entirely explanatory notes are included.

The following key is applicable to the checklist:

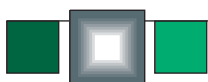
- ✓ = Compliance
- ▲ = Partial compliance
- x = Non-compliance
- N/A = Not applicable

Ethical leadership and corporate citizenship		
Effective leadership based on an ethical foundation	✓	
Group is seen as a responsible corporate citizen	✓	
Effective management of company's ethics	✓	
Assurance statement on ethics in integrated report	✓	
Board and directors		
The board is the focal point for and the custodian of corporate governance	✓	
The chairman of the board is an independent non-executive director	▲	Note 1
CEO has been appointed (MD)	✓	
Framework for the delegation of authority has been established	✓	
The board comprises a balance of power, with a majority of non-executive directors the majority of whom are independent	▲	Note 2
Directors are appointed through a formal process	✓	
Formal induction and ongoing training of directors is conducted	x	Note 3
The board is assisted by a competent, suitable qualified and experienced company secretary	✓	
Regular performance evaluation of the board, its committees and the individual directors	▲	Note 4
A governance framework has been agreed between the Group and the subsidiary boards	✓	
Risk, remuneration and nomination committees appointed as standing committees	▲	Note 5
Appointment of well-structured committees and an oversight of key functions	✓	
Directors and executives are remunerated fairly and responsibly	✓	
Remuneration of directors and certain senior executives is disclosed	✓	
The company's remuneration policy is approved by its unitholders	▲	Note 6
Audit Committee		
Guided by terms of reference approved by the Board	✓	
Members are to be suitably skilled and experienced independent, non-executive directors	✓	



## KING CODE OF CORPORATE GOVERNANCE ► (continued)

Audit Committee (continued)		
Chaired by an independent non-executive director	✓	
Oversees integrated reporting	✓	
Ensure a combined assurance model is applied to optimise assurance activities.	✓	Note 7
Satisfies itself of the expertise, resources and experience of the company's finance function	✓	
Oversees internal audit	x	Note 8
Recommends the appointment of the external auditors	✓	
Integral to the risk management process	✓	
Oversees the external audit process	✓	
Reports to the board and unitholders on how it has discharged its duties	✓	
Governance of risk		
The board is responsible for the governance of risk and setting levels of risk tolerance	✓	
The RACC assists the board in carrying out its risk responsibilities	✓	
The board delegates the risk management plan to management (including design, implementation & monitoring)	✓	
The board ensures that risk assessments and monitoring is performed on a continual basis	✓	
Frameworks and methodologies are implemented to increase the probability of anticipating unpredictable risks	✓	
Ensure Management considers & implements appropriate risk responses	✓	
Ensure continual risk monitoring by Management	✓	
The board receives assurance on the effectiveness of the risk management process	✓	
Ensure sufficient, timeously risk disclosure to stakeholders	✓	
Governance of information technology ("IT")		
The board is responsible for IT governance	✓	
IT is aligned with the performance and sustainability objectives of the company	✓	
Management is responsible for the implementation of an IT governance framework	✓	
The board monitors and evaluates significant IT investments and expenditure	N/A	Note 9
IT is an integral part of the company's risk management	✓	
IT assets are managed effectively	N/A	Note 9
The Audit and Risk Committee assists the board in carrying out its IT responsibilities	✓	
Compliance with laws, codes, rules and standards		
The board ensures that the company complies with applicable laws	✓	
The board and directors have a working understanding of the relevance and implications of non-compliance	✓	



## KING CODE OF CORPORATE GOVERNANCE ► (continued)

Compliance with laws, codes, rules and standards (continued)		
Compliance risk forms an integral part of the company's risk management process	✓	
The board has delegated to management the implementation of an effective compliance framework and processes	✓	
Internal audit		
Ensure effective risk based internal audit	x	Note 8
Governing stakeholder relationships		
Appreciate that stakeholders' perceptions affect a company's reputation	✓	
Delegate Management to proactively deal with stakeholder relationships	✓	
Strive for an appropriate balance between the various stakeholder groupings	✓	
Ensure equitable treatment of shareholders	✓	
Transparent and effective communication with stakeholders	✓	
Ensure disputes are resolved effectively and timeously	✓	
Integrated reporting and disclosure		
Sustainability reporting and disclosure is integrated with the company's financial reporting	✓	
Board appreciated that strategy, risk, performance and sustainability are inseparable	✓	

### Notes

Note 1 = Mr. J.T. Mynhardt serves as non-executive Chairman. In terms of King III, he is not an independent director. Mr. Mynhardt however has vast experience in the property and retail sectors with skills and business acumen pertinent to NAP and Mr. J.P. Mc Loughlin has been appointed as Lead Independent Director.

Note 2 = The board consists of six members, three of whom are non-executive. The majority of non-executive directors are independent and Mr. J.P. Mc Loughlin has been appointed as lead independent director. Directors are appointed by unitholders, unaccompanied by formal appointment letters, at the AGM.

Note 3 = No new directors have been appointed in the current year. All current directors have served in executive roles for a number of years and bring a wide range of business relevant experience, and sound knowledge of their fiduciary and corporate responsibilities. While no formal training process is in place, non-executive directors are required to uphold regulatory and good governance criteria, all members have access to the advice of the Company secretary as required and executives and management update the Board and its Committee's on developments impacting NAP.

Note 4 = A formal evaluation of the board and RACC as a whole, the Financial Director and finance function, as well as the Company Secretary is done at the meetings where the year end results are approved.

Note 5 = NAP has a risk, audit and compliance committee. No remuneration and nomination committee has been formed as the NAP has no employees and nominations will be dealt with by the board. See Note 6 for directors' fees.

## KING CODE OF CORPORATE GOVERNANCE ► (continued)

### Notes (continued)

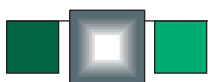
Note 6 = NAP has no employees and only pays directors fees to independent directors. These fees are disclosed in the Annual Financial Statements and ratified by unitholders at the AGM.

Note 7 = Assurance is based on key service provider confirmations to RACC, the oversight of the board and its committees and through independent assurance from parties such as the external auditors, valuers, and other professional service providers as required. Refer to Note 8 regarding internal audit.

Note 8 = While there is no formal internal audit function the RACC have identified key risk areas and have included these as standard agenda items for reporting by management and key service providers and review / monitoring by the Committee. In addition to the external audit, independent professionals are requested to review specific areas where considered appropriate. Furthermore, the management of day to day activities is outsourced to Nafprop who report to both RACC and the board. Executive directors review and provide input on key and subjective items. The nature of the business allows for strong budgetary and monitoring controls, primarily through the format of reporting to both RACC and board. This structure provides risk and governance oversight and manages key risks that would otherwise be identified through an internal audit function.

Note 9 = NAP's exposure to technology lies with Nafprop. Nafprop currently utilises MDA, which is a real-time integrated property management system. MDA is well supported and used extensively in the property industry. MDA has extensive reporting capabilities which allows for continuous and accurate management of tenancies, leases, income, expenditure, debt collection and financial reporting. NAP's key considerations are therefore the suitability of the system and the safeguarding of data which is considered by RACC.





## RISK, AUDIT & COMPLIANCE COMMITTEE REPORT ►

### Role of the Committee

The primary objective of the Committee is to provide the Board with additional assurance regarding the financial information used by the Board and to assist the Board in discharging its responsibilities.

### Composition, attendance and frequency of meetings:

The RACC to comprise only independent directors and to meet at least twice per annum. The Financial Director, Managing Director, Nafprop's Financial Manager and the auditors to be invited to attend but shall be excused as required by members of the Committee. The auditors to be given the opportunity to discuss any items considered necessary without the executives or management being present.

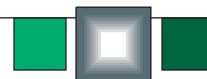
During the year three meetings were held and there was full attendance from committee members other than one absence by Mr. S. Venkatakrishnan in view of a family emergency. Neither the independent directors nor external auditors considered it necessary to meet without the Executive Directors or Management during the year under review.

### Scope and responsibilities:

The Board Charter was revised during the year and the scope and responsibilities of this Committee were revisited and include:

- **Financial results and reporting:**
  - o Consider indicators relevant to the going concern assumption.
  - o Oversee the integrated report and recommend approval to the board.
  - o Recommend approval of financial results to board.
  - o Recommend approval of BSE announcements to board.
  - o Agree and recommend accounting policies to board.
  - o Consider the appropriateness and disclosure of related party transactions.
  - o Reporting to board and unitholders on proceedings of the committee and how it has discharged its duties.
- **Compliance:**
  - o Monitoring that decisions taken by the board, that affect the RACC are followed through.
  - o Monitoring compliance with Trust Deed, BSE Listings Requirements, Companies Act, King Code on Corporate Governance and other applicable legislation.
- **Risk management and controls:**
  - o Monitor the corporate risk assessment philosophy, strategies and processes, assess management's design, implementation, responses and monitoring of risk and consider appropriateness to the business.
  - o Ensure a combined assurance model is applied to optimise assurance activities.
  - o Review of internal controls and systems.
- **External audit:**
  - o Recommend appointment of auditors.
  - o Be satisfied with auditor's independence especially where non-audit services are performed.
  - o Agree the principles with the external auditors without limiting their statutory obligations.
  - o Decide on the extent of external verification of non-financial information.
  - o Decide on the external review of interim results.
  - o Recommend letters of representation and other documentation for board approval.
  - o Review the audit management letter.





## RISK, AUDIT & COMPLIANCE COMMITTEE REPORT ► (continued)

### Scope and Responsibilities (continued)

- **Internal audit:**
  - o Consider the need for, extent of and oversee any internal audit.
- **Assessments:**
  - o Financial Director and finance function  
Assess the expertise, resources and experience of the financial director and the finance function on an annual basis and confirm that it has discharged this duty in the report to unitholders.
  - o Company Secretary  
Consider the competence, qualifications and experience of the Company Secretary and whether the relationship between the Board and the Company Secretary is an arms-length relationship, detailing reasons for the conclusions, on an annual basis to enable the Board to confirm it has executed this responsibility in the annual report. Where the Company Secretary is a juristic person this assessment to also consider the individuals who perform the role, the directors and shareholders.

The Committee addressed the items falling within its scope of responsibilities during the year, covering both holding and subsidiary company. As part of the Group's risk management processes certain items have been identified for regular reporting and review at each meeting and form part of the standard agenda.

### Going concern

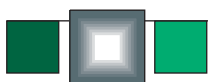
We have concluded that NAP will be able to continue as going concern for the ensuing year based on:

- Adequacy of cash as evidenced by the cash flow projections;
- Budgets for the year ending 31 July 2021;
- The fact that there are no circumstances that we are aware of that will materially change the cash flow projection and budgets;
- There are no capital commitments that require additional financing at this stage, and that any decision to incur capital expenditure will be approved together with the relevant funding;
- There are no legal issues pending which would impact the group's ability to continue as a going concern;
- There are no material abnormal items or other issues, other than potential Covid related issues that impact the quality of earnings as reported to date;
- All provisions considered necessary have been made for potentially unrecoverable debtors and assets; and
- A worst-case scenario has been prepared in view of Covid which indicates that NAP is able to meet its commitments as they become due over the next year.

### Assessments

- The Committee has reviewed the reporting to Board, RACC and unitholders as well as the external auditor's report to unitholders and feedback to RACC. We concluded that we are satisfied with the expertise and experience of the Financial Director, Lauren Tapping, the senior financial management staff and the finance function. This conclusion was reported to the Board as part of the formal evaluation process.
- The Committee considered the fact that the Financial Director fulfills this role on a part time basis and not as an employee. It was agreed that it would be preferable to retain the status quo and engaged with the BSE as required in this regard. The fact that the Company has no employees and outsources all functions to predominantly the Asset and Property Manager, Nafprop, has relevance. Nafprop employs a competent qualified chartered accountant who manages NAP's activities on a day to day basis and reports to the NAP Financial Director on the financial aspects of NAP. NAP benefits from the separation of duties at a senior level that it would otherwise not be able to achieve to the same extent, as well as benefiting from the incumbent Financial Director's previous experience with listed property companies in multiple jurisdictions.





## RISK, AUDIT & COMPLIANCE COMMITTEE REPORT (continued)

### **Assessments** *(continued)*

- The Committee has considered the competence, qualifications and experience of the Company Secretary by making enquiries about the qualifications and experience of the Company, its shareholders, directors and the individuals performing the company secretarial function as well as confirmation that they were performing the role of Company Secretary on an arms-length basis. We concluded that the relationship is arms-length and that, on the basis of the information received, the Company Secretary has the necessary competence, qualifications and experience to fulfil this responsibility. This conclusion was reported to the Board.

### **Income Tax Amendment Act**

The Commencement Date for the Income Tax (Amendment) Act 2019, which reintroduced the exemption on the limitation of the deductibility of interest for VRLS companies, was published on by way of Statutory Instrument No. 158 of 2019 on 6 December 2019 and confirmed the 1 July 2019 effective date. This is in line with what had been indicated by the Ministry of Finance and Economic development prior to the release of the 2019 annual report and it confirmed the treatment adopted and no further action is required in this regard.

### **COVID-19**

COVID-19 has had a significant impact on the operations of NAP during the year. The Committee considered the impact of COVID-19 on NAP's ability to continue as a going concern, including in a worst case scenario, as well as the various financial risks and the impact on the financial results.

The most significant impact of COVID-19 has been as a result of not all tenants paying full rentals for the lockdown periods and a few tenant failures, leading to a significant increase in tenant arrears and limited new vacancies. Management continues to engage tenants with regards to arrears and, in view of the ongoing nature of many of these interactions, certain judgements have had to be made in finalising these results for the year. Careful consideration was given to the circumstances impacting various categories of tenants and impairment provisions have been made, which have reduced distributable income and profit for the year. Actual recoveries may differ from the provisions and any variations from these provisions will impact future periods.

COVID-19 has not impacted on NAP's ability to meet financial commitments as they become due or the overall financial position of the Group. Asset values have however been impacted which has also impacted profit for the year.

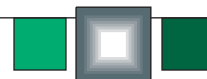
### **Integrated annual report**

Following the Committee's review of the 2020 annual financial statements, we are of the view that the financial statements comply in all material respects with the requirements of IFRS and fairly present the financial position of NAP at 31 July 2020 and results of operations and cash flows for the year then ended.



**JP Mc Loughlin**

*Chairman - Risk, Audit and Compliance Committee*



## RISK MANAGEMENT ►

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The primary objective of risk management is to find the balance between minimising risk to acceptable levels and the costs and practicalities in achieving this. This involves gaining an understanding of the risks the Group is exposed to, establishing acceptable tolerance levels and managing the risks to ensure they stay within the tolerable levels.

In the normal course of operations the Group is exposed to strategic and business risk, financial risk, regulatory and compliance risk.

The group's exposure to human resources risk is an indirect risk for the Group as it employs no staff in view of the asset and property management being outsourced. NAP's executives are consulted in all key employment decisions by the Asset and Property Manager and have direct access to the relevant managers as required.

The Group's exposure to technology risk is similarly outsourced and the Asset and Property Manager uses a reputable and well supported property management system, the MDA system, for managing the company and its properties. MDA is an interactive and adaptive system which allows Nafprop to generate real time reports for each of the properties and allows for the effective management of the properties. Nafprop can accurately manage and access instant data on the tenancies, leases, occupancies, rental income and expenses through this system. The RACC considers the appropriateness of reported back up procedures as advised by the Asset and Property Manager.

The key risks that the Group is exposed to, together with the key controls, are summarised below.

### **Financial risk**

Financial risk comprises market risk (incorporating interest, currency and other price risk), credit risk and liquidity risk. Notes 30.1 and 30.2 to the annual financial statements deal with the major elements of financial risk which arise from financial instruments to which the Group is exposed, during or at the end of the financial reporting period, and the capital risk management.

### **Strategic and business risk**

This is the risk that the Company does not achieve critical objectives such as meeting stakeholder expectations, does not have access to capital as required, as well as inherent business risks in the property sector.

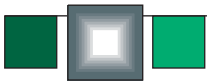
The review of investment strategy, regular budget and forecasting processes, approval framework and the routine presentation of reports to Board are the Board's primary method of managing strategic and business risks. The Company has also contracted with competent asset managers who are responsible for advising the Board on strategy and individual property investments.

### **Portfolio growth**

This is the risk that the Group is unable to grow its asset base in order to create new investment opportunities and realise its strategic objectives or, that it grows its asset base with a negative impact on returns to investors. The growth of the portfolio has been challenging in view of the demand for property investment opportunities and limited availability of sizeable assets at acceptable returns. Both the Board and Management continue to seek potential opportunities but will only consider acquisitions or developments that contribute positively to the long term growth in returns to unitholders.

### **Investment decision risk**

This is the risk that inappropriate investment decisions are made. These decisions are made in terms of the approval framework, which delegates limited decisions in this regard to the Investment Committee, while retaining decision making responsibility for all significant investment decisions at a Board level. The Board also relies on input from the Asset Manager in this regard.



## RISK MANAGEMENT ► (continued)

### *Capital risk management*

This is the risk that the Group will have inadequate access to capital to meet its needs and its ability to continue as a going concern. The gearing level, relative cost of debt and equity as well as the yield hurdle and breakeven point forms part of the investment strategy review and is a key part of any investment decision contemplated. The Board also reviews cash flow projections at each meeting. This risk is more fully dealt with in notes 30.1 and 30.2 to the annual financial statements.

### *Property performance risk*

The Asset and Property Manager is responsible for managing the properties on a day to day, and more strategic, basis. The key considerations are the market factors surrounding the property, the continued tenancy, rental levels, collection of rentals and management of operating costs to optimise spend. Nafprop has various systems, controls and procedures in place to manage these issues and report to RACC and Board in summarised form on all the relevant items at each meeting.

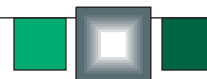
### **Regulatory and compliance risk**

This is the risk that the company does not comply with relevant legal requirements which may result in negative publicity and financial loss or that regulatory amendments impact on the sustainability and / or returns of NAP.

The risk is managed through the use of competent, skilled and experienced service providers who are required to provide their respective systems, controls and procedures to the RACC for review, as well as to confirm the adequacy of these and their compliance.

Executives and management take an active role in reviewing and commenting on relevant legislative and regulatory changes where appropriate.





## ASSET AND PROPERTY MANAGEMENT ►

The assets and properties of the Company are managed by Nafprop, a wholly owned subsidiary of CBH, in terms of separate property and asset management agreements. Nafprop and the wider CBH Group have been developing and managing retail property since 1965 and employs a range of diversely skilled managers, some of whose details and experience are set out elsewhere in the integrated report. The key responsibilities and remuneration in terms of these agreements are set out below.

### **Asset Management**

The manager is accountable to the Board of Directors of NAP, with the obligation to report regularly as required by the Board of NAP.

#### **Key responsibilities:**

- Manage the assets and securities owned by the NAP, from time to time;
- Carry out all treasury and asset management services;
- Investigate and prepare recommendations of strategy including potential acquisitions to or disposals from the portfolio;
- Negotiate for and conclude agreements for acquisitions and disposals to and from the portfolio;
- Manage cash surpluses and payment of distributions to linked unitholders;
- Procure valuations;
- Undertake the financial, administrative and secretarial management ;
- Prepare or cause to be prepared all financial statements, reports, returns and valuations of the property portfolio;
- Ensure compliance with applicable regulatory requirements; and
- Prepare budgets of income and expenditure at the commencement of each financial year.

#### **Remuneration:**

The manager is entitled to be reimbursed any expenditure or other amounts reasonably incurred and disbursed by it in respect of the management of the NAP's assets and is entitled to an annual fee equal to 0.50% (exclusive of VAT) of the value of the average market capitalisation in the month in question plus debt, paid monthly.

### **Property Management**

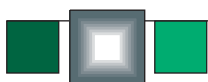
The manager is accountable to the Board of Directors of NAP, with the obligation to report regularly as required by the Board of NAP.

#### **Key responsibilities:**

- Let accommodation in the properties, prepare leases, collect rentals, enforce leases and other contractual arrangements;
- Manage the properties, paying all costs, disbursements and expenses related to and arrange and maintain insurance in respect of the properties;
- Recommend to the Board any replacement, repairs, refurbishment or maintenance necessary;
- Assist with the preparation of the half yearly and annual financial statements and reports to the Company;
- Maintain a separate bank account into which all rental income is paid and from which all expenses in respect of the properties is disbursed;
- Keep books and records in accordance with acceptable practices and standards, and report in terms of International Financial Reporting Standards (IFRS); and
- Prepare budgets for each financial year and present same for approval by the Board prior to the commencement of that year.

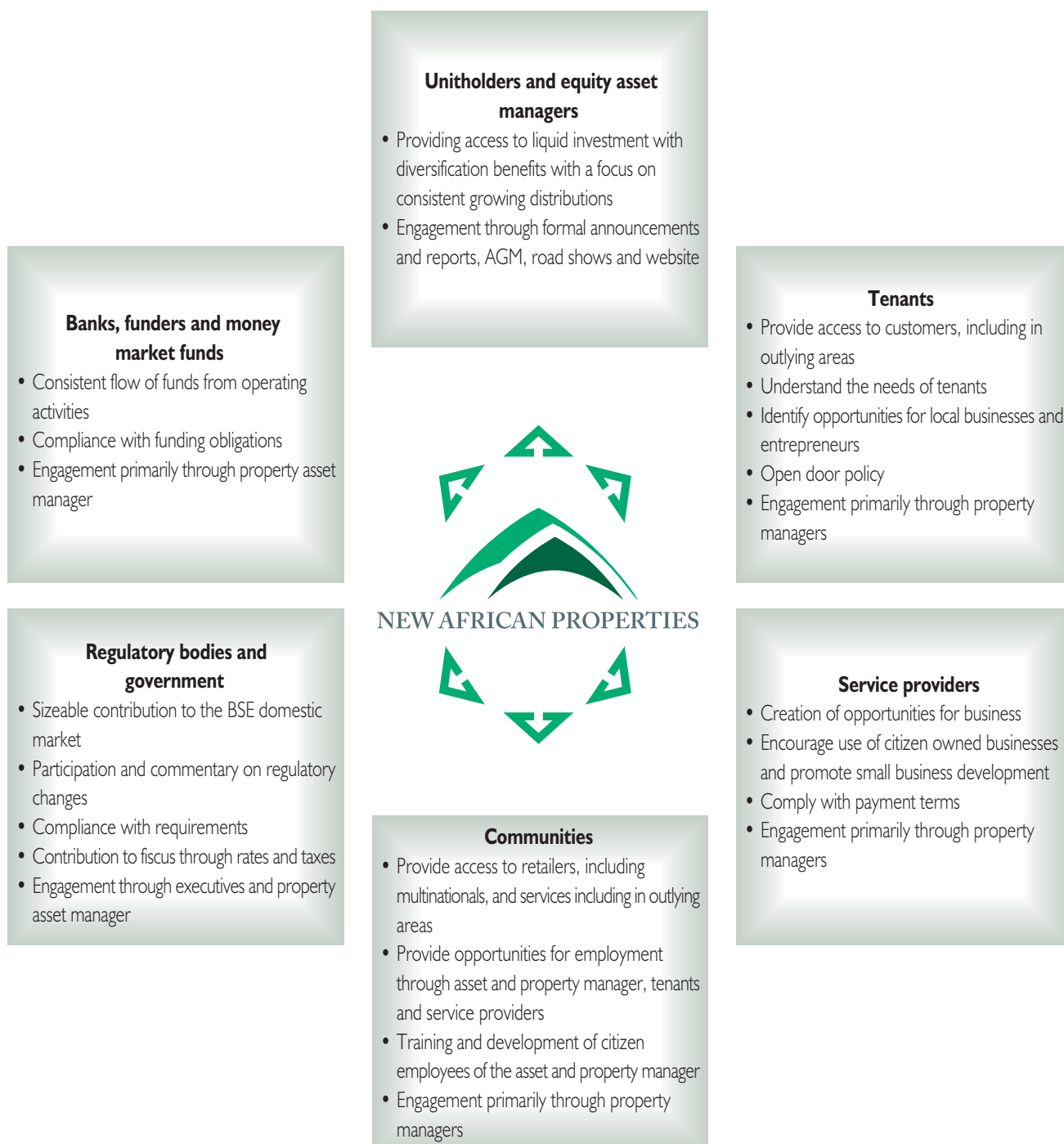
#### **Remuneration:**

The manager is entitled to be reimbursed all expenditure and other amounts reasonably incurred by and disbursed by it in respect of the properties, and a fee equal to 4.5% (exclusive of VAT) of the amount of total collections by it, and, in respect of letting, 100% of the first month's gross rental for leases that run up to five years and 150% of the first month's gross rental for leases that run in excess of five years, and in respect of renewals of such leases procured by the manager itself 50% of the aforesaid fees based on the period of renewal.



## KEY STAKEHOLDERS ►

NAP has a number of key stakeholders and is committed to ethical dealings and open communication with all categories of stakeholders. The Board recognises the necessity to balance the needs of the various stakeholders to enable NAP to continue as a going concern to the ultimate benefit of NAP and the wider community.

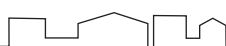




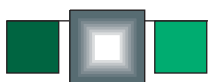
## KEY CAPITAL ANALYSIS ►

NAP has adopted an integrated approach to its business model. An integrated approach not only allows NAP to operate within a dynamic business environment, but also to develop a clear understanding of the wider impact of its activities. This business model is underpinned by ethical and responsible corporate citizenship which means that NAP is able to fulfil its strategic aspirations while serving those of its stakeholders. Core to this is the six capitals as identified below. These have been assessed in terms of inputs, activities, outputs and outcomes.

	Inputs	Activities	Outputs	Outcomes
Financial capital	<ul style="list-style-type: none"><li>• Equity (linked units)</li><li>• Debt</li></ul>	<ul style="list-style-type: none"><li>• Providing a liquid instrument that is easily tradable on the BSE</li><li>• Assessment and maintenance of sound debt management principles</li></ul>	<ul style="list-style-type: none"><li>• Real growth in distributions per linked unit</li><li>• Cashflow to meet investment requirements</li></ul>	<ul style="list-style-type: none"><li>• Asset for long-term investors</li><li>• Alternative to fixed income investments</li><li>• Inflationary hedge</li><li>• Sustainable distributions</li></ul>
Manufactured capital	<ul style="list-style-type: none"><li>• Established property assets with a wide geographical footprint</li><li>• Predominately retail based GLA</li><li>• Yield enhancing assets</li></ul>	<ul style="list-style-type: none"><li>• Maintaining a strong and diversified tenant base</li><li>• Leasing of GLA</li><li>• Collection of rentals</li><li>• Recovery of operating costs</li><li>• Maintenance of premises</li><li>• Identifying acquisition and expansion opportunities</li></ul>	<ul style="list-style-type: none"><li>• Diversified investment property portfolio</li><li>• Growth in contractual rentals</li><li>• Net rental income growth</li><li>• Consistent return on assets</li></ul>	<ul style="list-style-type: none"><li>• Provides a platform for retailers to access to their final markets</li><li>• Marketable GLA</li><li>• Year on year growth in distributable income</li><li>• Growth in NAV</li></ul>
Human capital	<ul style="list-style-type: none"><li>• Board members with relevant skills and experience</li><li>• Appropriate Board composition</li><li>• Property and asset manager with an established track record</li></ul>	<ul style="list-style-type: none"><li>• Board and subcommittee meetings</li><li>• Board assessments</li><li>• Consideration of Board composition</li><li>• Remuneration of non-executive Board members</li><li>• Key performance measures</li><li>• Communication between NAP and the property and asset manager</li><li>• Assessment of the property and asset manager</li></ul>	<ul style="list-style-type: none"><li>• Structured and effective Board</li><li>• Informed decision making</li><li>• Synergy between NAP and property and asset manager</li><li>• An environment conducive to achieving results</li><li>• Motivated property and asset management team</li></ul>	<ul style="list-style-type: none"><li>• Exercise of leadership, enterprise, integrity and judgement</li><li>• Clearly defined objectives</li><li>• Goal congruence between Board and the property and asset manager</li><li>• Diligent performance</li><li>• Efficient reporting relationships</li></ul>

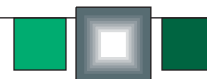






## KEY CAPITAL ANALYSIS ► (continued)

	Inputs	Activities	Outputs	Outcomes
Social and relationship capital	<ul style="list-style-type: none"> <li>• Community</li> <li>• Tenants</li> <li>• Property and asset manager staff</li> <li>• Service providers</li> <li>• Ethical business practices</li> </ul>	<ul style="list-style-type: none"> <li>• Acquiring an understanding of the environment in which NAP operates</li> <li>• Ongoing tenant dialogue</li> <li>• Engagement with local communities</li> <li>• Engagement with service providers</li> <li>• Conscious drive towards promoting local entrepreneurship</li> </ul>	<ul style="list-style-type: none"> <li>• Sustainable relationships</li> <li>• Employment opportunities</li> <li>• Facilitation of services to the broader community</li> </ul>	<ul style="list-style-type: none"> <li>• Improvement of livelihoods within the community</li> <li>• Wealth creation</li> <li>• Sustainable business practices</li> </ul>
Natural capital	<ul style="list-style-type: none"> <li>• Water</li> <li>• Electricity</li> <li>• Land usage</li> <li>• Environmental footprint</li> </ul>	<ul style="list-style-type: none"> <li>• Optimisation of energy and water consumption</li> <li>• Review consumption trends</li> <li>• Sound refuse and waste disposal methods from site</li> </ul>	<ul style="list-style-type: none"> <li>• Minimising impact on the broader environment</li> <li>• Sustainable use of natural resources</li> </ul>	<ul style="list-style-type: none"> <li>• Increase sustainability of natural resources</li> <li>• Aim to reduce the demand on non-renewable energy supplies.</li> </ul>
Intellectual capital	<ul style="list-style-type: none"> <li>• Corporate governance structures</li> <li>• Risk management processes</li> <li>• Industry and market knowledge</li> <li>• Business processes and information technology</li> </ul>	<ul style="list-style-type: none"> <li>• Remain abreast of regulatory and legislative changes</li> <li>• Actively participate in industry related matters</li> <li>• Regular and consistent reporting procedures</li> <li>• Assessment of risks and control environment</li> <li>• Asset and property management</li> </ul>	<ul style="list-style-type: none"> <li>• Improved business knowledge</li> <li>• Accurate information for decision making</li> <li>• Mitigating risk to acceptable levels</li> <li>• Optimal property performance</li> </ul>	<ul style="list-style-type: none"> <li>• Sustainable business model based on ethical principles</li> <li>• Business conducive environment</li> <li>• Clear and concise governance framework</li> <li>• Relevant reporting to stakeholders</li> <li>• Effective business processes</li> </ul>



## DIRECTORS' ► RESPONSIBILITY AND APPROVAL OF THE ANNUAL FINANCIAL STATEMENTS

The directors are required in terms of the Companies Act (CAP 42:01) to maintain adequate accounting records and are responsible for the content and integrity of the consolidated and separate annual financial statements and related financial information included in this report. It is their responsibility to ensure that the consolidated and separate annual financial statements fairly present the state of affairs of the Group and the Company as at the end of the financial year and the results of their operations and cash flows for the period then ended, in conformity with International Financial Reporting Standards. The external auditors are engaged to express an independent opinion on the consolidated and separate annual financial statements.

The consolidated and separate annual financial statements are prepared in accordance with International Financial Reporting Standards and are based upon appropriate accounting policies consistently applied and supported by reasonable and prudent judgments and estimates.

The directors acknowledge that they are ultimately responsible for the system of internal financial control established by the Group and place considerable importance on maintaining a strong control environment. To enable the directors to meet these responsibilities, the board sets standards for internal control aimed at reducing the risk of error or loss in a cost effective manner. The standards include the proper delegation of responsibilities within a clearly defined framework, effective accounting procedures and adequate segregation of duties to ensure an acceptable level of risk. These controls are implemented by trained and appropriately skilled personnel and are reported to the Risk, Audit & Compliance Committee. The Board requires adherence to the highest ethical standards in ensuring that the Group's business is conducted in a manner that in all reasonable circumstances is above reproach. The focus of risk management in the Group is on identifying, assessing, managing and monitoring all known forms of risk across the Group. While risk cannot be fully eliminated, the Group endeavours to minimise it by ensuring that appropriate infrastructure, controls, systems and ethical behaviour are applied and managed within predetermined procedures and constraints.

The directors are of the opinion that based on the information and explanations given by management, the system of internal control provides reasonable assurance that the financial records may be relied on for the preparation of the consolidated and separate annual financial statements. However, any system of internal financial control can provide only reasonable, and not absolute, assurance against material misstatement or loss.

The directors have reviewed the Group's cash flow forecast for the year to 31 July 2021 and, in the light of this review and the current financial position, they are satisfied that the Group has access to adequate resources to continue in operational existence for the foreseeable future.

The external auditors are responsible for independently reviewing and reporting on the consolidated and separate annual financial statements. The consolidated and separate annual financial statements have been examined by the external auditors and their report is presented on pages 31 to 35.

The consolidated and separate annual financial statements set out on pages 36 to 77, which have been prepared on the going concern basis, were approved by the board on 28 October 2020 and were signed on its behalf by:

**JT Mynhardt**

Chairman

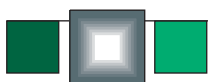
28 October 2020

**TLJ Mynhardt**

Managing Director

28 October 2020





## INDEPENDENT AUDITOR'S REPORT ►

to the Unitholders of New African Properties Limited

### OUR OPINION

In our opinion, the consolidated and separate financial statements give a true and fair view of the consolidated and separate financial position of New African Properties Limited (the "Company") and its subsidiary (together the "Group") as at 31 July 2020, and of its consolidated and separate financial performance and its consolidated and separate cash flows for the year then ended in accordance with International Financial Reporting Standards ("IFRS").

### What we have audited

New African Properties Limited's consolidated and separate financial statements set out on pages 38 to 77 comprise:

- the consolidated and separate statements of financial position as at 31 July 2020;
- the consolidated and separate statements of comprehensive income for the year then ended;
- the consolidated and separate statements of changes in equity for the year then ended;
- the consolidated and separate statements of cash flows for the year then ended; and
- the notes to the consolidated and separate financial statements, which include a summary of significant accounting policies.

### BASIS FOR OPINION

We conducted our audit in accordance with International Standards on Auditing (ISAs). Our responsibilities under those standards are further described in the *Auditor's responsibilities for the audit of the consolidated and separate financial statements* section of our report.

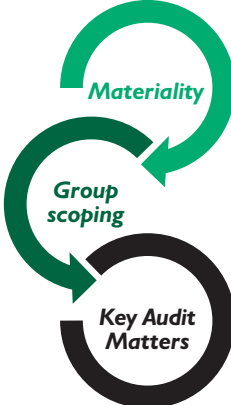
We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

### Independence

We are independent of the Group in accordance with the *International Code of Ethics for Professional Accountants (including International Independence Standards)* (IESBA Code) issued by the International Ethics Standards Board for Accountants and other independence requirements applicable to performing audits of financial statements in Botswana. We have fulfilled our other ethical responsibilities in accordance with the IESBA Code and other ethical requirements applicable to performing audits of financial statements in Botswana.

### OUR AUDIT APPROACH

#### Overview

	<b>Overall group materiality</b> <ul style="list-style-type: none"><li>• P 14,332,830, which represents 1% of consolidated net assets.</li></ul>
	<b>Group audit scope</b> <ul style="list-style-type: none"><li>• Group audit scope has been determined based on indicators such as contribution to the consolidated net assets by each component. The Group consists of two components being the Company, and one wholly-owned subsidiary in Namibia. We performed a full scope audit on the Company, which we considered to be the only financially significant component.</li></ul>
	<b>Key Audit Matter</b> <ul style="list-style-type: none"><li>• Valuation of investment property.</li></ul>

As part of designing our audit, we determined materiality and assessed the risks of material misstatement in the consolidated and separate financial statements. In particular, we considered where the directors made subjective judgements; for example, in respect of significant accounting estimates that involved making assumptions and considering future events that are inherently uncertain. As in all of our audits, we also addressed the risk of management override of internal controls, including among other matters, consideration of whether there was evidence of bias that represented a risk of material misstatement due to fraud.



# INDEPENDENT AUDITOR'S REPORT (continued)

to the Unitholders of New African Properties Limited

## OUR AUDIT APPROACH (continued)

### Materiality

The scope of our audit was influenced by our application of materiality. An audit is designed to obtain reasonable assurance whether the financial statements are free from material misstatement. Misstatements may arise due to fraud or error. They are considered material if individually or in aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of the consolidated financial statements.

Based on our professional judgement, we determined certain quantitative thresholds for materiality, including the overall group materiality for the consolidated financial statements as a whole as set out in the table below. These, together with qualitative considerations, helped us to determine the scope of our audit and the nature, timing and extent of our audit procedures and to evaluate the effect of misstatements, both individually and in aggregate on the financial statements as a whole.

<i>Overall group materiality</i>	P 14,332,830.
<i>How we determined it</i>	1 % of consolidated net assets.
<i>Rationale for the materiality benchmark applied</i>	<p>We chose consolidated net assets as the benchmark because, in our view, the net asset value is the benchmark against which the performance of the Group is most commonly measured by users. Although the entity is profit-orientated, its strategic focus is to deliver long term unitholder returns. Net assets are one of the main elements of the consolidated financial statements and the users are likely to be more concerned with the net assets underlying the Group with a focus on long term returns rather than short term profits.</p> <p>We chose 1 % based on our professional judgement and after consideration of the range of quantitative materiality thresholds that we would typically apply when using net assets to compute materiality.</p>

### How we tailored our group audit scope

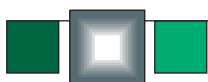
We tailored the scope of our audit in order to perform sufficient work to enable us to provide an opinion on the consolidated financial statements as a whole, taking into account the structure of the Group, the accounting processes and controls, and the industry in which the Group operates.

The Group consists of the Company and one wholly owned subsidiary, both of which were considered to be individual components for purposes of our group audit. Our scoping assessment included consideration of the financial significance of each component, as well as taking into consideration the sufficiency of work planned to be performed over material line items in the consolidated financial statements. We identified the Company to be the only financially significant component in the Group based on its contribution to the consolidated net assets. The Namibian subsidiary was considered to be financially insignificant to the Group.

For the financially significant component, we performed a full scope audit. Analytical review procedures were performed on the financially insignificant component. All audit work was performed by the Group engagement team and did not require involvement of component auditors. This, together with additional procedures performed at the Group level, including testing of consolidation journals and intercompany eliminations, provided us the audit evidence we needed for our opinion on the consolidated financial statements as a whole.

### KEY AUDIT MATTERS

Key audit matters are those matters that, in our professional judgement, were of most significance in our audit of the consolidated and separate financial statements of the current period. These matters were addressed in the context of our audit of the consolidated and separate financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

**INDEPENDENT AUDITOR'S REPORT** (continued)

to the Unitholders of New African Properties Limited

**KEY AUDIT MATTERS** (continued)

Key audit matter	How our audit addressed the key audit matter
<p><b>Valuation of investment property</b></p> <p><b>(This key audit matter refers to both the consolidated and separate financial statements)</b></p> <p>(All figures are in P '000)</p> <p>The Group accounts for investment properties at fair value in both its consolidated and separate financial statements. The carrying values of investment properties for the Group and Company at 31 July 2020 were P1,453,820 and P1,416,442, respectively. In the current year, the fair value adjustment recorded in the statement of comprehensive income in respect of investment properties for the Group and Company amounted to P13,266 and P8,601 respectively. Refer to Note 5, <i>Investment Property</i>, to the consolidated and separate financial statements for details.</p> <p>At 31 July 2020, the Group's valuation of the portfolio of properties was based on valuations carried out by an independent valuer using the investment method. For the Riverwalk property, the independent valuation assumes that standard terms and conditions with respect to title will apply to the property as a whole. Given the specific ownership structure and related contractual arrangements of the Group, the Group reduced the value determined by the independent valuer to take account of the specific ownership structure and contractual arrangements. Refer to Note 4.1, <i>Critical accounting estimates and judgements, Investment property</i>, to the consolidated and separate financial statements for details.</p> <p>Significant judgement is required to determine the fair value of investment properties, especially with respect to the determination of appropriate capitalisation and discount rates, and net cash flows.</p> <p>We considered the valuation of investment property to be a matter of most significance to the current year audit due to the significant assumptions applied by management in determining the fair values, as well as the magnitude of the balances.</p>	<p>In respect of the Group's independent valuer (the "Valuer"), we performed the following procedures:</p> <ul style="list-style-type: none"> <li>Inspected the Valuer's valuation reports for statements of independence and compliance with generally accepted valuation standards, as well as for confirmation of the Valuer's affiliation with the relevant professional body;</li> <li>Inspected underlying documents relating to the Valuer's professional certifications, experience in the industry and reputation in the field, and considered our previous experience with the expert;</li> <li>Evaluated whether there are any matters that might have affected the Valuer's objectivity or may have imposed scope limitations upon the work performed by the Valuer by obtaining written confirmation from the Valuer that: <ul style="list-style-type: none"> <li>all professional staff involved in the valuation process are in good standing with relevant professional bodies;</li> <li>they are free from any direct or indirect shareholding or financial interest in the Group;</li> <li>the Group did not place any restrictions on the valuation process; and</li> <li>they are not aware of any information relevant to the valuation which had been withheld by the Group.</li> </ul> </li> </ul> <p>Based on our procedures performed, we noted no matters requiring further consideration.</p> <p>We assessed the appropriateness of the valuation methodologies used by the Valuer against the requirements of IFRS 13 - <i>Fair value measurement</i> and industry practice. Based on our procedures performed, we accepted the valuation methodologies used by the Valuer.</p> <p>We compared a sample of data inputs used in the independent valuations, including net cash flows, to relevant documentation (such as tenancy schedules, rental agreements, business plans and historical performance). The data inputs used in the independent valuations were found to be consistent.</p> <p>We compared the capitalisation rates utilised in the valuation to those generally used in the market for similar properties, rates used in historical valuations, general market factors (such as comparable long-bond yield rates) and property specific risk factors. Variances identified were discussed with management. Based on our procedures performed, we accepted the capitalisation rates used by management.</p>



# INDEPENDENT AUDITOR'S REPORT (continued)

to the Unitholders of New African Properties Limited

## KEY AUDIT MATTERS (continued)

Key audit matter	How our audit addressed the key audit matter
	<p>With respect to the Riverwalk property, we tested the Group's calculation of the downward adjustment to the fair value calculated by the Valuer, as follows:</p> <ul style="list-style-type: none"><li>• we assessed the calculations with reference to the specific ownership structure and related contractual arrangements, which had not been taken into account by the independent valuer. We noted no matters requiring further consideration;</li><li>• we agreed the data inputs used in the calculation, including future cash flows from net rental income to underlying documentation (such as rental agreements, business plans and historical performance), taking into account the lettable area and attributable cash flows; and</li><li>• we assessed the appropriateness of the discount rate used to calculate present value of future cash flows, by computing the discount rate implied by the Valuer in their independent valuation of the Riverwalk property. We compared the implied rate to the rate used by management and did not identify any exceptions.</li></ul>

## OTHER INFORMATION

The directors are responsible for the other information. The other information comprises the information included in the document titled "New African Properties Integrated Annual Report 2020". The other information does not include the consolidated or the separate financial statements and our auditor's report thereon.

Our opinion on the consolidated and separate financial statements does not cover the other information and we do not express an audit opinion or any form of assurance conclusion thereon.

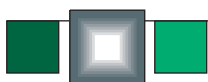
In connection with our audit of the consolidated and separate financial statements, our responsibility is to read the other information identified above and, in doing so, consider whether the other information is materially inconsistent with the consolidated and separate financial statements or our knowledge obtained in the audit, or otherwise appears to be materially misstated.

If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

## RESPONSIBILITIES OF THE DIRECTORS FOR THE CONSOLIDATED AND SEPARATE FINANCIAL STATEMENTS

The directors are responsible for the preparation of the consolidated and separate financial statements that give a true and fair view in accordance with International Financial Reporting Standards and for such internal control as the directors determine is necessary to enable the preparation of consolidated and separate financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated and separate financial statements, the directors are responsible for assessing the Group and the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the Group and/or the Company or to cease operations, or have no realistic alternative but to do so.



NEW AFRICAN PROPERTIES



## INDEPENDENT AUDITOR'S REPORT (continued)

to the Unitholders of New African Properties Limited

### AUDITOR'S RESPONSIBILITIES FOR THE AUDIT OF THE CONSOLIDATED AND SEPARATE FINANCIAL STATEMENTS

Our objectives are to obtain reasonable assurance about whether the consolidated and separate financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not a guarantee that an audit conducted in accordance with ISAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated and separate financial statements.

As part of an audit in accordance with ISAs, we exercise professional judgement and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the consolidated and separate financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Group's and the Company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the directors.
- Conclude on the appropriateness of the directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Group's and the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the consolidated and separate financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Group and/or Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the consolidated and separate financial statements, including the disclosures, and whether the consolidated and separate financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the consolidated financial statements. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our audit opinion.

We communicate with the directors regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide the directors with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, actions taken to eliminate threats or safeguards applied.

From the matters communicated with the directors, we determine those matters that were of most significance in the audit of the consolidated and separate financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.



Individual practicing member: **Lalithkumar Mahesan**  
Registration number: 20030046

Gaborone  
28 October 2020



## DIRECTORS' REPORT ►

The Directors have pleasure in submitting their report for the year ended 31 July 2020.

### NATURE OF BUSINESS

New African Properties Limited is a property investment company listed on the Botswana Stock Exchange and is classified as a public variable rate loan stock company. The Group derives its income from rental income from a portfolio of predominantly Botswana based retail properties.

### STATED CAPITAL

As a loan stock company the equity of the company comprises linked units, where every one ordinary share is indivisibly linked to one variable rate debenture.

At 31 July 2020 there were 604 397 124 (2019: 604 397 124) linked units in issue with no changes during the year:

### Balance at beginning and end of year

2020	2019
604 397 124	604 397 124

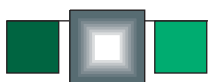
### DISTRIBUTION

Distributions to linked unitholders comprise dividends on the ordinary shares and interest on debentures. The following distributions were declared for the year:

	2020		2019	
	P'000	thebe per linked unit	P'000	thebe per linked unit
<b>2020: Number 17 - declared 28 April 2020, paid 3 June 2020</b> (2019: Number 15 - declared 11 April 2019, paid 17 May 2019)				
Interest	72 769	12.04	69 989	11.58
Dividends	-	-	5 923	0.98
	<b>72 769</b>	<b>12.04</b>	<b>75 912</b>	<b>12.56</b>
<b>2020: Number 18 - declared 28 July 2020, paid 9 September 2020</b> (2019: Number 16 - declared 25 July 2019, paid 30 August 2019)				
Interest	81 473	13.48	74 039	12.25
Dividends	-	-	5 983	0.99
	<b>81 473</b>	<b>13.48</b>	<b>80 022</b>	<b>13.24</b>
<b>Total for the year</b>	<b>154 242</b>	<b>25.52</b>	<b>155 934</b>	<b>25.80</b>

### SUBSIDIARY COMPANIES

Details of the Group's subsidiary company are set out in note 6 to the financial statements.



## DIRECTORS' REPORT ► (continued)

### DIRECTORS

The following directors served on the Board during the year:

Name	Date of appointment	Last reappointed/ ratification
JT Mynhardt (Chairman)	22/02/2008	17/01/2020
FB Lebala	22/02/2008	17/01/2019
JP McLoughlin (Lead Independent Director)	12/08/2011	18/01/2018
TLJ Mynhardt (Managing Director)	22/02/2008	17/01/2019
LC Tapping (Financial Director)	15/07/2014	17/01/2020
S Venkatakrishnan	12/08/2011	18/01/2018

There have been no changes to the Board up to the date of this report.

### DIRECTORS' FEES

Independent directors are paid fees for meetings attended and these fees amounted to P 212 750 for the year (2019: P274 500). No other executive or non-executive directors are paid fees by the Company and the Company pays no other compensation to any director.

### DIRECTORS' INTERESTS

The aggregate number of linked units held directly by directors at 31 July 2020 was 340 332 (2019: 340 332) linked units. Indirectly, 96 747 707 (2019: 96 747 707) linked units were held.

### BORROWINGS

The company's borrowing capacity is limited to 70% of the value of the assets of the Company or such other sum as the Company may, by ordinary resolution, in general meeting determine. Directors are authorised to secure the repayment of or raise any such sum by mortgage or charge upon the whole or any part of the property and assets of the Company.

Borrowings amount to P15.4 million at 31 July 2020 (2019: P18.7 million).

### COMPANY SECRETARY

The company secretary is DPS Consulting Services (Proprietary) Limited.

### POST BALANCE SHEET EVENTS

Subsequent to the year end the company entered into an agreement to purchase a property as more fully disclosed in note 28 to the financial statements.



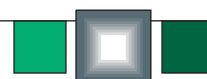
**JT Mynhardt**  
Chairman

28 October 2020



**TLJ Mynhardt**  
Managing Director

28 October 2020

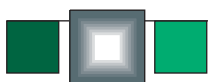


# STATEMENTS OF FINANCIAL POSITION ►

at 31 July 2020

		Group		Company	
	Notes	2020 P'000	2019 P'000	2020 P'000	2019 P'000
<b>ASSETS</b>					
<b>Non-current assets</b>					
Investment property	5	1 453 820	1 469 317	1 416 442	1 422 962
At fair value		1 489 026	1 503 037	1 450 603	1 455 637
Rent straight line adjustment		(35 428)	(33 720)	(34 383)	(32 675)
Lease accounting adjustment		222	-	222	-
Investment in subsidiary	6	-	-	35 373	36 650
Investment in associate	7	49 577	45 794	4 951	4 951
Financial asset receivable	8	24 506	24 727	24 506	24 727
Intangible asset	9	5 145	6 026	5 145	6 026
Rent straight line adjustment		28 829	27 395	28 020	26 521
<b>Total non-current assets</b>		<b>1 561 877</b>	<b>1 573 259</b>	<b>1 514 437</b>	<b>1 521 837</b>
<b>Current assets</b>					
Trade and other receivables	10	112 321	99 943	114 347	102 496
Rent straight line adjustment - current portion		6 599	6 325	6 363	6 154
Tax receivable	25	2 029	1 762	1 978	1 721
Cash and cash equivalents	11	31 581	43 298	26 979	38 064
<b>Total current assets</b>		<b>152 530</b>	<b>151 328</b>	<b>149 667</b>	<b>148 435</b>
<b>TOTAL ASSETS</b>		<b>1 714 407</b>	<b>1 724 587</b>	<b>1 664 104</b>	<b>1 670 272</b>
<b>EQUITY AND LIABILITIES</b>					
<b>Equity</b>					
Linked units	12	871 824	871 824	871 824	871 824
Foreign currency translation reserve		(16 368)	(12 183)	-	-
Retained income		577 827	582 746	520 180	525 562
<b>Total equity</b>		<b>1 433 283</b>	<b>1 442 387</b>	<b>1 392 004</b>	<b>1 397 386</b>
<b>Non-current liabilities</b>					
Borrowings	13	11 839	15 487	11 839	15 487
Deferred tax liability	14	158 710	162 860	152 116	156 201
<b>Total non-current liabilities</b>		<b>170 549</b>	<b>178 347</b>	<b>163 955</b>	<b>171 688</b>
<b>Current liabilities</b>					
Trade and other payables	15	25 295	20 400	22 865	17 745
Distributions payable	24	81 761	80 247	81 761	80 247
Borrowings - current portion	13	3 519	3 206	3 519	3 206
<b>Total current liabilities</b>		<b>110 575</b>	<b>103 853</b>	<b>108 145</b>	<b>101 198</b>
<b>TOTAL EQUITY AND LIABILITIES</b>		<b>1 714 407</b>	<b>1 724 587</b>	<b>1 664 104</b>	<b>1 670 272</b>

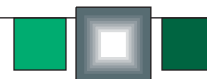




# STATEMENTS OF COMPREHENSIVE INCOME ►

for the year ended 31 July 2020

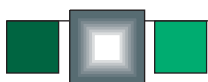
		Group		Company	
	Notes	2020 P'000	2019 P'000	2020 P'000	2019 P'000
<b>Revenue</b>	16	208 916	202 013	199 985	192 840
Contractual rental and recoveries		207 111	196 759	198 277	187 950
Rent straight line adjustment		1 805	5 254	1 708	4 890
Other income	17	1 911	2 167	7 084	7 935
Property costs	18	(44 064)	(32 265)	(43 095)	(31 765)
<b>Net rental income</b>		166 763	171 915	163 974	169 010
Other expenses	19	(12 260)	(12 292)	(12 193)	(12 226)
<b>Operating profit</b>		154 503	159 623	151 781	156 784
Net finance income		4 886	5 282	4 751	5 020
Finance income	20	5 884	6 309	5 744	6 042
Finance expense	21	(998)	(1 027)	(993)	(1 022)
		159 389	164 905	156 532	161 804
Investment property fair value adjustment	5	(13 266)	39 582	(8 601)	38 386
At fair value		(11 683)	44 836	(7 115)	43 276
Rent straight line adjustment		(1 805)	(5 254)	(1 708)	(4 890)
Lease accounting adjustment		222	-	222	-
Investment in subsidiary impairment	6	-	-	(1 277)	-
Financial asset receivable fair value adjustment	8	(221)	(909)	(221)	(909)
Intangible asset amortisation	9	(881)	(881)	(881)	(881)
		145 021	202 697	145 552	198 400
Share of associate's profit	7	3 783	6 324	-	-
<b>Profit before taxation</b>		148 804	209 021	145 552	198 400
Taxation	22	519	(10 291)	3 308	(6 975)
<b>Profit for the year attributable to linked unitholders</b>		149 323	198 730	148 860	191 425
Other comprehensive income					
Items that may subsequently be reclassified to profit or loss					
Currency translation differences		(4 185)	(1 321)	-	-
<b>Comprehensive income for the year attributable to linked unitholders</b>		145 138	197 409	148 860	191 425
Units in issue at end of year		604 397 124	604 397 124	604 397 124	604 397 124
		Thebe	Thebe	Thebe	Thebe
Basic and diluted headline earnings per unit attributable to linked unitholders	23	24.71	32.88	24.63	31.67



# STATEMENTS OF CHANGES IN EQUITY ►

for the year ended 31 July 2020

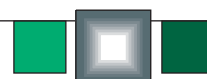
	Stated capital P'000	Debentures P'000	Total linked units P'000	Foreign currency translation reserve P'000	Non distributable retained income P'000	Distributable retained income P'000	Total P'000
<b>Group</b>							
<b>2019</b>							
<b>Balance at beginning of year</b>	8 719	863 105	871 824	(10 862)	538 429	1 521	1 400 912
<b>Transactions with owners</b>							
Distributions declared (note 24)							
Number 15 - declared 11 April 2019	-	-	-	-	-	(75 912)	(75 912)
Number 16 - declared 25 July 2019	-	-	-	-	-	(80 022)	(80 022)
Total transactions with owners	-	-	-	-	-	(155 934)	(155 934)
<b>Comprehensive income</b>							
Profit for the year	-	-	-	-	-	198 730	198 730
Transfer of revaluation gains net of related taxes	-	-	-	-	42 690	(42 690)	-
Other comprehensive loss	-	-	-	(1 321)	-	-	(1 321)
Total comprehensive income	-	-	-	(1 321)	42 690	156 040	197 409
<b>Balance at end of year</b>	8 719	863 105	871 824	(12 183)	581 119	1 627	1 442 387
<b>2020</b>							
<b>Balance at beginning of year</b>	8 719	863 105	871 824	(12 183)	581 119	1 627	1 442 387
<b>Transactions with owners</b>							
Distributions declared (note 24)							
Number 17 - declared 28 April 2020	-	-	-	-	-	(72 769)	(72 769)
Number 18 - declared 28 July 2020	-	-	-	-	-	(81 473)	(81 473)
Total transactions with owners	-	-	-	-	-	(154 242)	(154 242)
<b>Comprehensive income</b>							
Profit for the year	-	-	-	-	-	149 323	149 323
Transfer of revaluation gains net of related taxes	-	-	-	-	(5 175)	5 175	-
Other comprehensive loss	-	-	-	(4 185)	-	-	(4 185)
Total comprehensive income	-	-	-	(4 185)	(5 175)	154 498	145 138
<b>Balance at end of year</b>	8 719	863 105	871 824	(16 368)	575 944	1 883	1 433 283



## STATEMENTS OF CHANGES IN EQUITY ▶ (continued)

for the year ended 31 July 2020

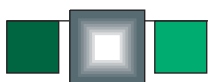
	Stated capital P'000	Debentures P'000	Total linked units P'000	Foreign currency translation reserve P'000	Non distributable retained income P'000	Distributable retained income P'000	Total P'000
<b>Company</b>							
<b>2019</b>							
<b>Balance at beginning of year</b>	8 719	863 105	871 824	-	488 829	1 242	1 361 895
<b>Transactions with owners</b>							
Distributions declared (note 24)							
Number 15 - declared 11 April 2019	-	-	-	-	-	(75 912)	(75 912)
Number 16 - declared 25 July 2019	-	-	-	-	-	(80 022)	(80 022)
Total transactions with owners	-	-	-	-	-	(155 934)	(155 934)
<b>Comprehensive income</b>							
Profit for the year	-	-	-	-	-	191 425	191 425
Transfer of revaluation gains net of related taxes	-	-	-	-	35 396	(35 396)	-
Total comprehensive income	-	-	-	-	35 396	156 029	191 425
<b>Balance at end of year</b>	8 719	863 105	871 824	-	524 225	1 337	1 397 386
<b>2020</b>							
<b>Balance at beginning of year</b>	8 719	863 105	871 824	-	524 225	1 337	1 397 386
<b>Transactions with owners</b>							
Distributions declared (note 24)							
Number 17 - declared 28 April 2020	-	-	-	-	-	(72 769)	(72 769)
Number 18 - declared 28 July 2020	-	-	-	-	-	(81 473)	(81 473)
Total transactions with owners	-	-	-	-	-	(154 242)	(154 242)
<b>Comprehensive income</b>							
Profit for the year	-	-	-	-	-	148 860	148 860
Transfer of revaluation gains net of related taxes	-	-	-	-	(5 465)	5 465	-
Total comprehensive income	-	-	-	-	(5 465)	154 325	148 860
<b>Balance at end of year</b>	8 719	863 105	871 824	-	518 760	1 420	1 392 004



# STATEMENTS OF CASH FLOWS ►

for the year ended 31 July 2020

		Group		Company	
	Notes	2020 P'000	2019 P'000	2020 P'000	2019 P'000
<b>Cash flows from operating activities</b>					
Profit before taxation		148 804	209 021	145 552	198 400
Adjustments for:					
Net finance income		(4 886)	(5 282)	(4 751)	(5 020)
Dividend income	17	-	-	(5 173)	(5 771)
Fair value and amortisation adjustments		14 368	(37 792)	9 703	(36 596)
Impairment of investment in subsidiary		-	-	1 277	-
Share of associate's profit		(3 783)	(6 324)	-	-
Rent straight line adjustment		(1 805)	(5 254)	(1 708)	(4 890)
Changes in working capital					
Trade and other receivables		(9 397)	(426)	(9 157)	(400)
Trade and other payables		4 895	84	5 120	323
Currency translation difference		(110)	(41)	-	-
<b>Cash generated from operations</b>		<b>148 086</b>	<b>153 986</b>	<b>140 863</b>	<b>146 046</b>
Finance expense		(998)	(1 027)	(993)	(1 022)
Finance income		5 884	6 309	5 744	6 042
Dividends received		-	-	5 459	5 714
Distributions paid to linked unitholders	24	(152 728)	(150 022)	(152 728)	(150 022)
Taxation paid	25	(3 564)	(4 183)	(1 033)	(1 143)
<b>Net cash flows from operating activities</b>		<b>(3 320)</b>	<b>5 063</b>	<b>(2 688)</b>	<b>5 615</b>
<b>Cash flows from investing activities</b>					
Investment property acquired / improved	5	(2 081)	(239)	(2 081)	(239)
Movement in related party receivable	10	(2 981)	2 065	(2 981)	2 065
Deposits		(54 415)	(40 896)	(54 415)	(40 896)
Withdrawals		51 434	42 961	51 434	42 961
<b>Net cash flows from investing activities</b>		<b>(5 062)</b>	<b>1 826</b>	<b>(5 062)</b>	<b>1 826</b>
<b>Cash flows from financing activities</b>					
Borrowings decreased	13	(3 335)	(3 152)	(3 335)	(3 152)
<b>Net cash flows from financing activities</b>		<b>(3 335)</b>	<b>(3 152)</b>	<b>(3 335)</b>	<b>(3 152)</b>
<b>Net change in cash and cash equivalents</b>		<b>(11 717)</b>	<b>3 737</b>	<b>(11 085)</b>	<b>4 289</b>
Cash and cash equivalents at beginning of year		43 298	39 561	38 064	33 775
<b>Cash and cash equivalents at end of year</b>	11	<b>31 581</b>	<b>43 298</b>	<b>26 979</b>	<b>38 064</b>



# NOTES TO THE ANNUAL FINANCIAL STATEMENTS ►

31 July 2020

## 1. GENERAL INFORMATION

New African Properties Limited and its subsidiary (together the Group) own a portfolio of investment property located primarily in Botswana. The company is listed on the Botswana Stock Exchange.

These financial statements have been approved by the Board of Directors on 28 October 2020.

## 2. PRINCIPAL ACCOUNTING POLICIES

The principal accounting policies applied in the preparation of these Group and Separate annual financial statements are set out below and are consistent in all material respects with those applied in the previous year unless otherwise stated and as explained under notes 2.13 and 3.1.

### 2.1 Basis of preparation

These annual financial statements have been prepared on a going concern basis are prepared in accordance with International Financial Reporting Standards ("IFRS") and IFRIC interpretations and have been prepared under the historical cost convention as modified by the measurement of investment properties and certain financial assets at fair value. Fair value adjustments do not affect the calculation of distributable income but do impact the net asset value per linked unit to the extent that adjustments are made to the carrying value of assets and liabilities.

### 2.2 Basis of consolidation

Subsidiaries are all entities (including structured entities) over which the Group has control. The Group controls an entity when the Group is exposed to or has rights to variable returns from its involvement with the entity and has the ability to affect those returns through its power over the entity. Subsidiaries are fully consolidated from the date on which control is transferred to the Group. They are deconsolidated from the date that control ceases.

The Group annual financial statements incorporate the results and financial position of the Company and all subsidiaries currently only New African Properties (Namibia) (Proprietary) Limited. The results of subsidiaries are included from the effective dates of gaining control and up to the effective dates of relinquishing control.

All Group companies have a 31 July year end and apply uniform accounting policies for like transactions.

All intercompany transactions and balances between Group entities are eliminated with the exception of intercompany interest capitalised to the cost of investment property during construction.

The Company carries its investment in subsidiaries in its separate financial statements at cost less any accumulated impairment.

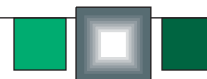
### 2.3 Common control transactions

Business combinations which result from transactions between the holding company and its subsidiaries or between subsidiaries of the Company are defined as common control transactions and are accounted for using the predecessor method of accounting.

Under the predecessor method of accounting the results of the entities or businesses under common control are presented as if the business combination had been effected from the effective date. The assets and liabilities combined are accounted for prospectively based on the carrying amounts applying the Company's accounting policies at the date of transfer. On consolidation the cost of the business combination is cancelled with the values of the net assets received. Any resulting differences are classified as equity.

### 2.4 Business combinations

The Group may invest in subsidiaries that hold properties but do not constitute a business. These transactions are therefore treated as asset acquisitions rather than business combinations.



# NOTES TO THE ANNUAL FINANCIAL STATEMENTS ► (continued)

31 July 2020

## 2. PRINCIPAL ACCOUNTING POLICIES (continued)

### 2.4 Business combinations (continued)

For acquisitions meeting the definition of a business combination the acquisition method of accounting is used. The cost of an acquisition is measured as the aggregate of the fair value of the underlying assets transferred, equity instruments issued and liabilities incurred or assumed at the date of exchange. Costs directly attributable to the acquisition are expensed as incurred. Identifiable assets acquired and liabilities and contingent liabilities assumed in a business combination are measured initially at their fair values at the acquisition date.

The excess of the cost of the acquisition over the fair value of the Group's share of the identifiable net assets acquired is recorded as goodwill. Goodwill is not amortised but is tested for impairment on an annual basis. An impairment loss recognised for goodwill is not reversed in a subsequent period. On disposal of a subsidiary attributable goodwill is included in the determination of the profit or loss on disposal. If the cost of acquisition is less than the fair value of the net assets acquired the difference is recognised directly in profit or loss.

### 2.5 Investment in associate

An associate is an entity over which the Group has significant influence and which is neither a subsidiary nor a joint arrangement. Significant influence is the power to participate in the financial and operating policy decisions of the investee but is not control or joint control over those policies. Currently the only associate is Edco (Proprietary) Limited and the Group's interests are protected in terms of a shareholders agreement, which includes a pre-emptive right.

An investment in associate is accounted for using the equity method in the consolidated financial statements and at cost in the separate company financial statements except when the investment is classified as held-for-sale in accordance with IFRS 5 Non-current assets held-for-sale and discontinued operations. Under the equity method, investments in associates are carried in the consolidated statement of financial position at cost adjusted for post-acquisition changes in the Group's share of net assets of the associate, less any impairment losses.

The Group's share of post-acquisition profit or loss is recognised in profit or loss, and its share of post-acquisition movements in other comprehensive income is recognised in other comprehensive income with a corresponding adjustment to the carrying amount of the investment.

Losses in an associate in excess of the Group's interest in that associate are recognised only to the extent that the Group has incurred a legal or constructive obligation to make payments on behalf of the associate.

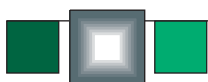
Any goodwill on acquisition of an associate is included in the carrying amount of the investment, however, a gain on acquisition is recognised immediately in profit or loss.

At each reporting date the group determines whether there is any objective evidence that the investment in the associate is impaired. If this is the case, the group calculates the amount of impairment as the difference between the recoverable amount of the associate and its carrying value and recognises the amount adjacent to "share of profit/(loss) of associates" in profit or loss.

Profits or losses on transactions between the Group and an associate are eliminated to the extent of the Group's interest therein. When the Group reduces its level of significant influence or loses significant influence, the Group proportionately reclassifies the related items which were previously accumulated in equity through other comprehensive income to profit or loss as a reclassification adjustment. In such cases, if an investment remains, that investment is measured to fair value with the fair value adjustment being recognised in profit or loss as part of the gain or loss on disposal.

### 2.6 Investment properties

Investment properties are those properties either owned by the Group or where the Group is a lessee under a finance lease that are held either to earn rental income or for capital appreciation, or both, and that is not occupied by companies in the consolidated Group. In addition, properties held under operating leases are accounted for as investment properties when the rest of the definition of an investment property is met.



# NOTES TO THE ANNUAL FINANCIAL STATEMENTS ► (continued)

31 July 2020

## 2. PRINCIPAL ACCOUNTING POLICIES (continued)

### 2.6 Investment properties (continued)

Investment property is measured initially at its cost, including related transaction costs and where applicable borrowing costs.

After initial recognition, investment property is carried at fair value which includes accrued operating lease income and other assets that are also supported by the same cash flows used in determining the value of investment property. Fair value is based on active market prices, adjusted, if necessary, for any difference in the nature, location or condition of the specific asset. These valuations are assessed at every reporting date. Investment property that is being redeveloped for continuing use as investment property or for which the market has become less active continues to be measured at fair value. The fair value of investment property reflects, among other things, rental income from current leases and assumptions about rental income from future leases in the light of current market conditions.

Subsequent expenditure is charged to the asset's carrying amount only when it is probable that future economic benefits associated with the item will flow to the Group and the cost of the item can be measured reliably. Direct costs relating to major capital projects are capitalised and are incurred to maintain, upgrade or refurbish properties to preserve or improve capital value. All other repairs and maintenance costs are charged to the statement of comprehensive income during the financial period in which they are incurred.

Changes in fair values, as well as gains or losses on disposal are recorded in the statement of comprehensive income in the period in which they occur. Such gains, losses or fair value adjustments are excluded from the calculation of distributable income and are transferred to non-distributable retained income.

### 2.7 Intangible assets

Intangible assets other than goodwill are recognised where the entity has acquired or developed identifiable, non-monetary assets that are expected to generate future economic benefits for the entity and where the cost can be reliably measured. These assets are initially recognised at cost and subsequently carried at cost less accumulated impairment losses and where the assets have a finite useful life any accumulated amortisation.

Land lease rights have a finite useful life, 2026, based on the underlying contractual agreement and are carried at cost less accumulated amortisation. Amortisation is calculated using the straight line method to allocate the cost of the lease rights over their estimated useful lives based on the underlying lease period.

### 2.8 Impairment of non-financial assets

Assets that are subject to amortisation are reviewed for impairment whenever events or changes in circumstances indicate that the carrying value may not be recoverable.

The Group determines whether there is objective evidence that the investment in subsidiaries or associates is impaired at each reporting date. If this is the case the Group calculates the amount of any impairment and recognises the loss in profit and loss.

An impairment loss is recognised for the amount by which the asset's carrying value exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs to sell and value in use. For the purposes of assessing impairment assets are grouped at the lowest levels for which there are separately identifiable cash flows.

Non-financial assets other than goodwill that suffered impairment are reviewed for possible reversal of the impairment at each reporting date. Impairment losses on goodwill are not reversed.

Such impairments and reversals are excluded from the calculation of distributable income and are transferred to non-distributable retained income.



# NOTES TO THE ANNUAL FINANCIAL STATEMENTS ► (continued)

31 July 2020

## 2. PRINCIPAL ACCOUNTING POLICIES (continued)

### 2.9 Financial instruments

#### 2.9.1 Investments and other financial assets

##### 2.9.1.1 Classification

Since 1 August 2018 the Group classifies its financial assets in the following measurement categories:

- those to be measured subsequently at fair value (either through Other Comprehensive Income (OCI) or through profit or loss); and
- those to be measured at amortised cost.

The classification depends on the Group's business model for managing the financial assets and the contractual terms of the cash flows. For assets measured at fair value, gains and losses will either be recorded in profit or loss or OCI. For investments in equity instruments, other than investments in associates and subsidiaries, that are not held for trading, this will depend on whether the Group has made an irrevocable election at the time of initial recognition to account for the equity investment at fair value through other comprehensive income (FVOCI). The Group reclassifies debt investments when and only when its business model for managing those assets changes.

##### 2.9.1.2 Recognition and derecognition

Financial assets are recognised on the trade date the date on which the Group irrevocably commits to purchase the asset. Financial assets are derecognised when the rights to receive cash flows from the financial assets have expired or have been transferred and the Group has transferred substantially all the risks and rewards of ownership.

##### 2.9.1.3 Measurement

At initial recognition, the Group measures a financial asset at its fair value plus in the case of a financial asset not at fair value through profit or loss (FVPL) transaction costs that are directly attributable to the acquisition of the financial asset. Transaction costs of financial assets carried at FVPL are expensed in profit or loss. Financial assets with embedded derivatives are considered in their entirety when determining whether their cash flows are solely payment of principal and interest.

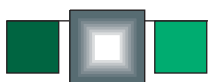
Subsequent measurement of debt instruments depends on the Group's business model for the cash flow characteristics of the asset. There are three measurement categories into which the Group classifies its debt instruments:

2.9.1.3.1 Amortised cost: Assets that are held for collection of contractual cash flows where those cash flows represent solely payments of principal and interest are measured at amortised cost. Interest income from these financial assets is included in finance income using the effective interest rate method. Any gain or loss arising on derecognition is recognised directly in profit or loss. Impairment losses are presented as a separate line item in the notes to the statements of profit or loss. At present all receivables other than the Financial Asset Receivable reflected on the statements of financial position fall into this category.

2.9.1.3.2 FVOCI: Assets that are held for collection of contractual cash flows and for selling the financial assets, where the assets' cash flows represent solely payments of principal and interest, are measured at FVOCI. Movements in the carrying amount are taken through OCI except for the recognition of impairment gains or losses, interest income and foreign exchange gains and losses, which are recognised in profit or loss. When the financial asset is derecognised, the cumulative gain or loss previously recognised in OCI is reclassified from equity to profit or loss and recognised in other gains (losses). Interest income from these financial assets is included in finance income using the effective interest rate method. Foreign exchange gains and losses are presented in other gains (losses) and impairment expenses are presented as a separate line item in the consolidated statement of profit or loss. The Group currently has no assets falling in to this category.

2.9.1.3.3 FVPL: Assets that do not meet the criteria for amortised cost or FVOCI are measured at FVPL. A gain or loss on a debt investment that is subsequently measured at FVPL is recognised in profit or loss in the period in which it arises. The Financial Asset Receivable reflected on the statements of financial position falls into this category.





# NOTES TO THE ANNUAL FINANCIAL STATEMENTS ► (continued)

31 July 2020

## 2. PRINCIPAL ACCOUNTING POLICIES (continued)

### 2.9 Financial instruments (continued)

#### 2.9.1 Investments and other financial assets (continued)

##### 2.9.1.3 Measurement (continued)

The Group subsequently measures all equity investments, other than the investment in subsidiaries and associates, at fair value. Where the Group's management has elected to present fair value gains and losses on equity investments in OCI, there is no subsequent reclassification of fair value gains and losses to profit or loss following the derecognition of the investment. Dividends from such investments continue to be recognised in profit or loss as other income when the Group's right to receive payments is established. Changes in the fair value of financial assets at FVPL are recognised in net change in fair value of financial instruments at fair value through profit or loss. Impairment losses (and reversal of impairment losses) on equity investments measured at FVOCI are not reported separately from other changes in fair value. The Group presently has no assets falling into this category.

##### 2.9.1.4 Impairment

Since 1 August 2018, the Group assesses the expected credit losses for assets carried at amortised cost and FVOCI on a forward-looking basis. The impairment methodology applied depends on whether there has been a significant increase in credit risk.

The Group's financial assets are subject to the expected credit loss model.

For trade receivables, the Group applies the simplified approach permitted by IFRS 9 which requires expected lifetime losses to be recognised from initial recognition of the receivables. Trade receivables primarily comprise rentals payable monthly in advance. Any rentals not paid by the beginning of the month are considered to be in default. The Group makes use of a provision matrix as a practical expedient to the determination of expected credit losses on trade receivables. The provision matrix is based on historic credit loss experience, adjusted for factors that are specific to the debtors, general economic conditions and an assessment of both the current and forecast direction of conditions at the reporting date, including the time value of money, where appropriate.

Trade receivables are written off when there is no reasonable expectation of recovery. Indicators that there is no reasonable expectation of recovery include, among others, the probability of insolvency or significant financial difficulties of the debtor. Impaired debts are derecognised when they are assessed as uncollectible. Subsequent recoveries of amounts previously written off are credited as other income in the statement of comprehensive income.

Debt investments and other instruments are considered to be low credit risk when they have a low risk of default and the issuer has a strong capacity to meet its contractual cash flow obligations in the near term.

The impairment charge for debt investments at FVOCI is recognised in profit or loss and reduces the fair value loss otherwise recognised in OCI.

##### 2.9.1.5 Trade receivables

Trade receivables are recognised initially at fair value and subsequently are measured at amortised cost using the effective interest method, less impairment provision. The Group holds the trade receivables with the objective to collect the contractual cash flows.

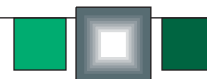
##### 2.9.1.6 Cash and cash equivalents

Cash and cash equivalents include cash on hand, deposits held at call with financial institutions, other short-term, highly liquid investments with original maturities of three months or less that are readily convertible into known amounts of cash and which are subject to an insignificant risk of change in value and bank overdrafts. Bank overdrafts are shown within borrowings in current liabilities in the consolidated statement of financial position.

#### 2.9.2 Financial liabilities

The Group recognises a financial liability when it first becomes a party to the contractual rights and obligations in the contract.

All financial liabilities are initially recognised at fair value, minus (in the case of a financial liability that is not at FVPL) transaction costs that are directly attributable to issuing the financial liability. Financial liabilities are measured at amortised cost, unless the Group opted to measure a liability at FVPL. At present Group has not elected to measure any liability at FVPL.



# NOTES TO THE ANNUAL FINANCIAL STATEMENTS ► (continued)

31 July 2020

## 2. PRINCIPAL ACCOUNTING POLICIES (continued)

### 2.9 Financial instruments (continued)

#### 2.9.2 Financial liabilities (continued)

A financial liability is derecognised when the obligation under the liability is discharged or cancelled or expires.

After initial recognition, interest bearing loans and borrowings and financial liabilities included in trade and other payables, are subsequently measured at amortised cost using the effective interest method.

The fair value of a non-interest bearing liability is its discounted repayment amount. If the due date of the liability is less than one year, discounting is omitted.

#### 2.9.3 Derivatives

The Group currently has no derivative financial instruments.

### 2.10 Provisions

Provisions are recognised when the Group has a present legal or constructive obligation as a result of past events for which it is probable that an outflow of resources will be required to settle the obligation, and a reliable estimate of the amount can be made. The Group recognises a provision for onerous contracts when the expected benefits to be derived from a contract are less than the unavoidable costs of meeting the obligations under the contract.

### 2.11 Revenue recognition

Revenue includes rental income from properties and operating cost recoveries.

Rental income from operating leases is recognised in income on a straight-line basis over the lease term. Operating cost recoveries are recognised in the period in which the services are rendered based on individual lease terms.

### 2.12 Interest income

Interest income is recognised on a time proportion basis, taking account of the principal outstanding amount and the effective rate over the period to maturity when it is determined that such income will accrue to the Group.

### 2.13 Leases

#### 2.13.1 As lessor

Leases in which a significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases.

When properties are leased out under an operating lease, the properties are included in the statement of financial position as investment properties. Lease income is recognised over the term of the lease on a straight-line basis and the adjustments between this and the contractual rentals are transferred to non-distributable retained income.

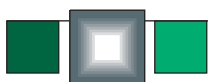
#### 2.13.2 As lessee

##### 2.13.2.1 Accounting Policy applied from 1 August 2019

Liabilities arising from a lease are initially measured on a net present value basis calculated by discounting the expected future payments, net of any incentives, at the Group's incremental borrowing rate. Lease payments are thereafter allocated between principal, which reduces the liability, and finance costs which are recognised within 'finance expense' in the statement of comprehensive income.

A right of use asset is recognised based on the initial measurement of the lease liability together with any lease payments made, net of lease incentives received, before the commencement date and any initial direct costs and restoration costs. Right of use assets are amortised on a straight-line basis in the statement of comprehensive income over the lease term.

The lease liability is reassessed for any subsequent change in rentals or lease terms, with a corresponding adjustment to the right of use asset. Changes in the borrowing rate are not adjusted for after initial recognition.



# NOTES TO THE ANNUAL FINANCIAL STATEMENTS ► (continued)

31 July 2020

## 2. PRINCIPAL ACCOUNTING POLICIES (continued)

### 2.13 Leases (continued)

#### 2.13.2 As lessee (continued)

##### 2.13.2.1 Accounting Policy applied from 1 August 2019 (continued)

The adjustments between the contractual rentals, the finance expense on the lease liability and the amortisation of the right of use asset are transferred to non-distributable retained income.

The Group has elected to exclude immaterial leases from the above treatment.

##### 2.13.2.2 Accounting Policy applied up to 31 July 2019

Rentals are recognised on a straight line basis over the period of the lease and reflected under property costs in the statement of comprehensive income.

### 2.14 Interest expense

Where the Group undertakes a major development or refurbishment of its property, interest is capitalised to the cost of the property concerned during the construction period. All other interest expenses for borrowings are recognised within 'finance expense' in the statement of comprehensive income using the effective interest rate method.

### 2.15 Current and deferred income tax

The tax expense comprises current and deferred income tax and is recognised in the statement of comprehensive income, except where it relates to items recognised directly in other comprehensive income or equity. In those cases the tax is also recognised in other comprehensive income or equity as applicable.

Current tax is determined at current rates on the net income for the year after taking into account income and expenditure which is not subject to tax, assessed or estimated tax losses brought forward from prior years and the tax effect of credits and charges, including depreciation, attributable to periods other than the current year.

Deferred income tax is recognised, using the liability method, on temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the financial statements. Deferred income tax is not accounted for the following temporary differences:

- If it arises from initial recognition of an asset or liability in a transaction other than a business combination that at the time of the transaction affects neither accounting or taxable profit or loss;
- Goodwill that arises on initial recognition of a business combination;
- Differences relating to investments in subsidiaries to the extent that they will not reverse in the foreseeable future.

Deferred income tax is determined using the tax rates that have been enacted as at the balance sheet date and are expected to apply when the related deferred income tax asset is realised or the deferred income tax liability is settled.

The carrying value of the Group's investment property will generally be realised by capital (the consideration on the sale at the end of use). The capital gains tax rate applied is that which would apply on a direct sale of the property recorded in the statement of financial position. The deferred tax is then calculated based on the respective temporary differences and tax consequences arising from recovery through sale.

Taxation on items that are not distributable is similarly excluded from the calculation of distributable income and is transferred to non-distributable retained income.

Deferred income tax assets are recognised only to the extent that it is probable that future taxable profit will be available, against which the temporary differences can be utilised.

Deferred income tax assets and liabilities are offset when there is a legally enforceable right to offset current tax assets against current tax liabilities and when the deferred income taxes assets and liabilities relate to income taxes levied by the same taxation authority on either the same taxable entity or different taxable entities where there is an intention to settle the balances on a net basis.



# NOTES TO THE ANNUAL FINANCIAL STATEMENTS ► (continued)

31 July 2020

## 2. PRINCIPAL ACCOUNTING POLICIES (continued)

### 2.16 Distributions

Distributions to linked unitholders are recognised as a liability in the Group's financial statements in the period in which the distributions are approved by the Board.

### 2.17 Foreign currency translation

#### 2.17.1 Functional and presentation currency

Items included in the financial statements of each of the Group's entities are measured using the currency of the primary economic environment in which the entity operates ('the functional currency'). The Group financial statements are presented in Pula, which is the Company's functional currency and Group's presentation currency.

#### 2.17.2 Transactions and balances

Foreign currency transactions are translated into the functional currency using the exchange rates prevailing at the dates of the transactions or valuation where items are remeasured. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at year-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in the statement of comprehensive income, except when deferred in other comprehensive income as qualifying cash flow hedges and qualifying net investment hedges.

Foreign exchange gains and losses that relate to borrowings and cash and cash equivalents are presented in the statement of comprehensive income within 'finance income or cost'. All other foreign exchange gains and losses are presented in the statement of comprehensive income.

Changes in the fair value of monetary securities denominated in foreign currency classified as available for sale are analysed between translation differences resulting from changes in the amortised cost of the security and other changes in the carrying amount of the security. Translation differences related to changes in amortised cost are recognised in profit or loss, and other changes in carrying amount are recognised in other comprehensive income.

Translation differences on non-monetary financial assets and liabilities such as equities held at fair value through profit or loss are recognised in profit or loss as part of the fair value gain or loss. Translation differences on non-monetary financial assets, such as equities classified as available for sale, are included in other comprehensive income.

#### 2.17.3 Group companies

The results and financial position of all the Group entities (none of which has the currency of a hyper-inflationary economy) that have a functional currency different from the presentation currency are translated into the presentation currency as follows:

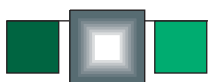
2.17.3.1 assets and liabilities for each statement of financial position presented are translated at the closing rate at the date of that statement of financial position;

2.17.3.2 income and expenses for each statement of comprehensive income are translated at average exchange rates (unless this average is not a reasonable approximation of the cumulative effect of the rates prevailing on the transaction dates in which case income and expenses are translated at the rate on the dates of the transactions); and

2.17.3.3 all resulting exchange differences are recognised in other comprehensive income.

### 2.18 Operating segments

As stated in note 29 no segmental results are reflected. This is consistent with the internal reporting to the Managing Director, the Group's chief operating decision-maker, who reviews the performance of the Group as a single economic entity.



# NOTES TO THE ANNUAL FINANCIAL STATEMENTS (continued)

31 July 2020

## 3. ADOPTION OF NEW AND REVISED STANDARDS

### 3.1 Standards and amendments to existing standards and interpretations effective on or after 1 August 2019 and adopted by the Group.

Amendment/ Standard/ interpretation	Content	Applicable for financial years beginning on/after
IFRS 3 ^	Amendment: 'Business combination'	1 January 2019
IFRS 9	Amendment: 'Financial instruments' on prepayment features with negative compensations and modification of financial liabilities	1 January 2019
IFRS 11 ^	Amendment: 'Joint arrangements'	1 January 2019
IFRS 16	'Leases'	1 January 2019
IAS 12 ^	Amendment: 'Income taxes'	1 January 2019
IAS 19	Amendments: 'Employee benefits'	1 January 2019
IAS 23 ^	Amendment: 'Borrowing costs'	1 January 2019
IAS 28	Amendment: 'Investments in associates and joint ventures'	1 January 2019
IFRIC 23	'Uncertainty over income tax treatments'	1 January 2019

^ part of the annual improvements project 2015-2017 issued in December 2017

The adoption of IFRS 3, 9, 11, IAS 12, 19, 23, 28 and IFRIC 23 had no impact on the Group's financial statements.

#### 3.1.1 Adoption of IFRS 16 Leases

This standard replaced the current guidance in IAS 17 and results in significant changes in the way leases are accounted for by lessees.

IFRS 16 was adopted on a modified retrospective basis with simplification in the current year. The adoption of IFRS 16 on 1 August 2019 resulted in changes to the accounting policies and the recognition / derecognition of the following assets and liabilities:

Recognition of a lease liability of P2.5 million;

Recognition of a right of use asset of P3.8 million;

Derecognition of a prepaid expense of P1.3 million.

There was no impact on reserves.

The net impact on profit before tax for the year amounts to P0.05 million

Both the new and old accounting policy for accounting for leases as lessee is out in note 2.13.

### 3.2 New standards amendments and interpretations issued but not yet effective and not early adopted.

The following new and amended standards and interpretations have been issued and are mandatory for the Group's accounting periods beginning on or after 1 August 2020 and may be relevant to the Group:

Amendment/ Standard/ interpretation	Content	Applicable for financial years beginning on/after
IFRS 3	Amendment: 'Business combination' - definition of a business	1 January 2020
IFRS 3, IAS 16, IAS 17, IFRS 1, IFRS 9, IAS 41, IFRS 16	Narrow scope amendments: 'Business combinations' 'property plant and equipment' 'provisions contingent liabilities and contingent assets' and certain other minor amendments	1 January 2022
IFRS 16	Amendment: 'Leases' - COVID related rent concessions	1 June 2020
IAS 1	Amendment: 'Presentation of financial statements' on classification of liabilities	1 January 2022
IAS 1 and IAS 8	Amendment: 'Presentation of financial statements' and 'Accounting policies changes in accounting estimates and errors' on the definition of material.	1 January 2020



# NOTES TO THE ANNUAL FINANCIAL STATEMENTS ► (continued)

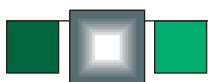
31 July 2020

## 3. ADOPTION OF NEW AND REVISED STANDARDS (continued)

### 3.2 New standards, amendments and interpretations issued, but not yet effective and not early adopted. (continued)

- Amendment to IFRS 3 - 'Business combination'  
The amendment deals with the requirements to assess whether a transaction meets the definition of a business combination. The amendment clarifies the definition of a business as well as provides additional illustrative examples, including those relevant to the property industry. A significant change in the amendment is the option for an entity to assess whether substantially all of the fair value of the gross assets acquired is concentrated in a single asset or group of similar assets. If such a concentration exists, the transaction is not viewed as an acquisition of a business and no further assessment of the business combination guidance is required. This will be relevant where the value of the acquired entity is concentrated in one property, or a group of similar properties. There will be no impact on transition since the amendments are effective for business combinations for which the acquisition date is on or after the transition date.
- A number of narrow scope amendments IFRS 3, IAS 16, IAS 17, IFRS 1, IFRS 9, IAS 41, IFRS 16  
Amendments to IFRS 3 'Business combinations' update a reference in IFRS 3 to the Conceptual Framework for Financial Reporting without changing the accounting requirements for business combinations.  
Amendments to IAS 16, 'Property, plant and equipment' prohibit a company from deducting from the cost of property, plant and equipment amounts received from selling items produced while the company is preparing the asset for its intended use. Instead, a company will recognise such sales proceeds and related cost in profit or loss.  
Amendments to IAS 37, 'Provisions, contingent liabilities and contingent assets' specify which costs a company includes when assessing whether a contract will be loss-making.  
Annual improvements make minor amendments to IFRS 1, 'First-time Adoption of IFRS', IFRS 9, 'Financial instruments', IAS 41, 'Agriculture' and the Illustrative Examples accompanying IFRS 16, 'Leases'. The Group does not expect there to be any impact as a result of these amendments.
- Amendment to IFRS 16 - 'Leases' - COVID related rent concessions  
As a result of the COVID-19 pandemic, rent concessions have been granted to lessees. Such concessions might take a variety of forms, including payment holidays and deferral of lease payments. On 28 May 2020, the IASB published an amendment to IFRS 16 that provides an optional practical expedient for lessees from assessing whether a rent concession related to COVID-19 is a lease modification. Lessees can elect to account for such rent concessions in the same way as they would if they were not lease modifications. In many cases, this will result in accounting for the concession as variable lease payments in the period(s) in which the event or condition that triggers the reduced payment occurs. The Group does not expect there to be any impact as a result of this amendment.
- Amendment to IAS 1 - 'Presentation of financial statements' on classification of liabilities  
These narrow-scope amendments to IAS 1, 'Presentation of financial statements', clarify that liabilities are classified as either current or non-current, depending on the rights that exist at the end of the reporting period. Classification is unaffected by the expectations of the entity or events after the reporting date (for example, the receipt of a waiver or a breach of covenant). The amendment also clarifies what IAS 1 means when it refers to the 'settlement' of a liability. The Group does not expect there to be any impact as a result of this amendment.
- Amendment to IAS 1 and IAS 8 - 'Presentation of financial statements' and 'Accounting policies changes in accounting estimates and errors' on the definition of material  
These amendments to IAS 1 and IAS 8 and consequential amendments to other IFRS use a consistent definition of materiality through IFRSs and the Conceptual Framework for Financial Reporting; clarify the explanation of the definition of material; and incorporate some of the guidance in IAS 1 about immaterial information. The amended definition is "Information is material if omitting, misstating or obscuring it could reasonably be expected to influence decisions that the primary users of general purpose financial statements make on the basis of those financial statements, which provided financial information about a specific reporting entity". The Group does not expect there to be any impact as a result of these amendments.

There are no other IFRSs or IFRIC interpretations that are not yet effective that would be expected to have a material impact on the Group or Company.



## NOTES TO THE ANNUAL FINANCIAL STATEMENTS ► (continued)

31 July 2020

### 3. ADOPTION OF NEW AND REVISED STANDARDS (continued)

#### 3.2 New standards, amendments and interpretations issued, but not yet effective and not early adopted. (continued)

The following new and amended standards and interpretations have been issued and are mandatory for the Group's accounting periods beginning on or after 1 August 2020 but are not expected to be relevant to the Group:

Amendment/ Standard/ interpretation	Content	Applicable for financial years beginning on/after
IFRS 17	'Insurance Contracts'	1 January 2023
IFRS 9, IAS 39, IFRS 7	Amendments to IFRS 9 IAS 39 and IFRS 7 - interest rate benchmark reform	1 January 2020

### 4 CRITICAL ACCOUNTING ESTIMATES AND JUDGEMENTS

In arriving at the amounts at which assets and liabilities are measured in the financial statements, the Group makes estimates and assumptions concerning the future. The resulting estimates will, by definition, seldom equal the related actual results. The estimates, assumptions and management judgments that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year are outlined below.

#### 4.1 Investment property

The best evidence of fair value is current prices in an active market for similar properties. In the absence of such information the Group determines the estimated fair value and has utilised an independent expert in making this assessment.

The valuation basis used is market value, which is defined as the estimated amount for which a property should exchange on the date of valuation between a willing buyer and a willing seller in an arm's-length transaction after proper marketing wherein the parties had each acted knowledgeably, prudently and without compulsion.

In calculating the market value the investment method has been adopted. The key assumptions underlying the investment method are net cash flows and the capitalisation rate used. These are unobservable inputs and accordingly result in the valuations being classed as level 3 in terms of the fair value hierarchy.

Net cash flows were based on rentals and relevant expenditure taking cognisance of existing tenancies, operating expense budgets and specific market circumstances relative to these, including where applicable, COVID-19. A 10% change in the net cash flows would have the estimated impact of P173 million for the Group and P169 million for the Company (2019: P171 million for Group and P166 million for Company) on the carrying value of the investment property.

The capitalisation rate has been determined based on a relevant long bond yield adjusted for the relevant risks applicable to each property including asset class, sector, location, building, leasehold / freehold, tenancy and to take into account COVID-19. A 1% upward shift in the capitalisation rate would reduce the aggregate independent valuation by an estimated P175 million for Group and P174 million for Company (2019: P171 million for Group and P169 million for Company), while a 1% downward shift in capitalisation rate would increase the valuations by an estimated P219 million for Group and P220 million for Company (2019: P213 million for Group and P212 million for Company).

There are inter-relationships between unobservable inputs. To avoid double counting or omitting the effects of risk factors, capitalisation rates reflect assumptions that are consistent with those inherent in the cash flows.

The value of one property has been reduced by the directors to take into account specific contractual arrangements:

- NAP's Associate (Edco) holds the Government lease on part of the Riverwalk property and sub-let this portion to NAP until 2026. The portion of the property occupied by the anchor tenant is held directly by NAP under the Government lease.
- NAP also has the option to increase the holding in the Associate between 2024 and 2029.
- NAP obtains an annual independent valuation for Riverwalk, which assumes that standard terms and conditions with respect to title apply to the property as a whole. Given the specific ownership structure and related contractual arrangements, the directors reduce the value of this property to take account of these factors.





# NOTES TO THE ANNUAL FINANCIAL STATEMENTS ► (continued)

31 July 2020

## 4 CRITICAL ACCOUNTING ESTIMATES AND JUDGEMENTS (continued)

### 4.1 Investment property (continued)

- The resultant fair value of the investment in the Riverwalk property is accounted for in investment property and in investment in associate.
- The total value of this investment is calculated by discounting the expected cash flows to NAP from the property assuming outflows from the exercise of the option (in 2026) and using the implied discount rate from the independent valuation.
- The fair value of Edco's investment in Riverwalk is calculated as the present value of expected cash flows to Edco and using the same implied discount rate. NAP equity accounts for its 26% interest in this fair value (after allowing for deferred income tax).
- The investment property portion of NAP's investment in Riverwalk is represented by the total value of the investment minus the carrying value of the investment in the associate.

The current discount rate used for calculating the value of NAP's investment in Riverwalk is 15.3% (2019: 15.5%). A 1% downward shift in the discount rate would increase the carrying value by approximately P33 million (2019: P35 million) and a 1% upward shift would decrease the carrying value by approximately P26 million (2019: P28 million), while a 10% change in the lump sum payment would have an estimated P13 million (2019: P11 million) impact on the carrying value of investment property.

### 4.2 Financial asset

The financial asset arises from the right to receive 63% of the rental income from an investment property in terms of a cession. The asset has been valued by discounting the projected income streams at 14.0% (2019: 14.25%). These assumptions are unobservable inputs and therefore considered level 3 in terms of the fair value hierarchy.

A 1% downward shift in the discount rate would increase the carrying value by approximately P1.6 million (2019: P1.7 million) and a 1% upward shift would decrease the carrying value by approximately P1.5 million (2019: P1.6 million), while a 10% change in the cash flows would have an estimated P2.5 million (2019: P2.5 million) impact on the carrying value.

### 4.3 Associate

The Associate's financial statements are prepared on the historical cost basis based on a 30 June year end. To comply with the group's accounting policies, this investment is equity accounted based on the Directors' fair value of the only underlying asset which has been determined by discounting the expected cash flows from operations at the Group's year end using a discount rate of 15.3% (2019: 15.5%) and the related deferred tax liability. These assumptions are unobservable inputs and therefore considered level 3 in terms of the fair value hierarchy.

A 1% downward shift in the discount rate would increase the carrying value of the investment in the associate by approximately P12.3 million (2019: P12.2 million) and a 1% upward shift would decrease the carrying value by approximately P9.5 million (2019: P9.4 million).

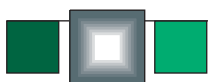
### 4.4 Lease liabilities

Lease liabilities are recognised based on the net present value of the expected future payments, net of any incentives, discounted at the Group's incremental borrowing rate.

The future lease payments are based on expected payments over the period of the lease, including expected extensions, using current contractual escalation rates. In view of the long-term nature of the leases one renewal has been assumed for all leases. A 1% change in the projected lease payments would impact both the lease liability and right of use asset by P0.02 million for both Group and Company.

The incremental borrowing rate used to discount the projected rentals is based on indicative borrowing rates on retail properties at the time the liability is recognised. A 1% increase in this rate would decrease both the lease liability and right of use asset by P0.4 million and a 1% decrease would increase them by P0.5 million for both Group and Company.

IFRS 16 allows immaterial leases to be excluded and the Group has elected to apply this exemption. Materiality for this purpose is based on the net present value of the lease liability and has been set at P0.5 million for individual leases, subject to an aggregate limit for all individually immaterial leases of 0.5% of Group net asset value.



# NOTES TO THE ANNUAL FINANCIAL STATEMENTS ► (continued)

31 July 2020

## 4 CRITICAL ACCOUNTING ESTIMATES AND JUDGMENTS (continued)

### 4.4 Income taxes

The Group is subject to tax in two jurisdictions, Botswana and Namibia. Certain estimates are required in determining the provision for income taxes and where the final tax is different from the amounts estimated such differences will impact the current and deferred taxation provisions.

The principal assumption that has a material effect on these financial statements is the tax that will be payable on the future disposal of investment properties. Following the adoption of IAS 12 for investment property, it is assumed that capital gains will be taxed using the applicable capital gains tax rate and calculations, and not the corporate tax rates. For Botswana properties this is based on normal company tax rates being applied to the difference between the selling price and the indexed adjusted cost, while in Namibia it means that no tax is payable. The Group has provided for tax on fair value gains on this basis. In the event that the tax regulations are amended before the disposal of properties, the actual liability that would arise could be very different.

## 5 INVESTMENT PROPERTY

Opening balances

At fair value

Rent straight line adjustment

Subsequent additions and improvements at cost

Fair value adjustment

At fair value

Rent straight line adjustment

Lease accounting adjustment

Effect of translation to presentation currency

At fair value

Rent straight line adjustment

Total valuation at end of year

At fair value

Rent straight line adjustment

Lease accounting adjustment

**Net carrying value at end of year**

Group		Company	
2020 P'000	2019 P'000	2020 P'000	2019 P'000
1 469 317	1 430 853	1 422 962	1 384 337
1 503 037	1 459 348	1 455 637	1 412 122
(33 720)	(28 495)	(32 675)	(27 785)
2 081	239	2 081	239
(13 266)	39 582	(8 601)	38 386
(11 683)	44 836	(7 115)	43 276
(1 805)	(5 254)	(1 708)	(4 890)
222	-	222	-
(4 312)	(1 357)	-	-
(4 409)	(1 386)	-	-
97	29	-	-
1 489 026	1 503 037	1 450 603	1 455 637
(35 428)	(33 720)	(34 383)	(32 675)
222	-	222	-
1 453 820	1 469 317	1 416 442	1 422 962

The investment property acquired at listing was settled primarily by the issue of linked units to the vendors.

The investment properties were independently valued at an aggregate P1 728 million for Group and P1 690 million for Company as at 31 July 2020 (2019: P1 709 million for Group and P1 661 million for Company) by Curtis Matobolo of Knight Frank (Pty) Ltd. He holds recognised relevant professional qualifications, is a member of the Royal Institute of Chartered Surveyors (RICS) and the Real Estate Institute of Botswana and has relevant experience for the investment properties valued.

The properties were valued in accordance with Statement of Asset Valuation Practice and Guidance Notes prepared by the RICS (The Red Book) on an open market basis using an adapted discounted cash flow approach at capitalisation rates ranging between 7.2% and 18.1% (2019: 7.4% and 16.0%) assuming that the properties are not subject to any adverse easements, restrictive covenants or undue provisions that would otherwise depress the values.

# NOTES TO THE ANNUAL FINANCIAL STATEMENTS ► (continued)

31 July 2020

## 5 INVESTMENT PROPERTY (continued)

The independently determined fair values totalling P1 728 million (2019: P1 709 million) have been reduced by the directors to account for the impact of the specific contractual arrangements pertaining to one of the Group's properties.

Investment property valued at P123 million (2019: P122 million) is used as security for the bank borrowings referred to in note 13.

No interest was capitalised to investment property during the year (2019: nil).

There are no commitments at year end.

	Group		Company	
	2020 P'000	2019 P'000	2020 P'000	2019 P'000
Operating income attributable to the investment property amounts to:				
Revenue	208 916	202 013	199 985	192 840
Rent straight line adjustment	(1 805)	(5 254)	(1 708)	(4 890)
Contractual revenue earned from investment property	207 111	196 759	198 277	187 950
Other income	1 911	2 167	7 084	7 935
Property costs	(44 064)	(32 265)	(43 095)	(31 765)
Recoverable expenses	(15 366)	(14 926)	(14 992)	(14 605)
Other property expenses	(28 698)	(17 339)	(28 103)	(17 160)
<b>Net rental income excluding rent straight line adjustment</b>	<b>164 958</b>	<b>166 661</b>	<b>162 266</b>	<b>164 120</b>
And to reconcile to statement of comprehensive income:				
Add : Straight line adjustment	1 805	5 254	1 708	4 890
<b>Net rental income per statement of comprehensive income</b>	<b>166 763</b>	<b>171 915</b>	<b>163 974</b>	<b>169 010</b>

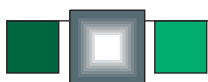
## 6 INVESTMENT IN SUBSIDIARY

Total investment in shares and loans at cost comprise:

	% holding	Investment in shares P'000	Investment in loans P'000	Total investment P'000
<b>Company</b>				
<b>2020</b>				
New African Properties (Namibia) (Proprietary) Limited	100%			
At cost		36 650	-	36 650
Impairment - current year		(1 277)	-	(1 277)
Carrying value		35 373	-	35 373
<b>2019</b>				
New African Properties (Namibia) (Proprietary) Limited	100%			
At cost		36 650	-	36 650

This wholly owned subsidiary is carried at cost less impairment in the company financial statements and its assets, liabilities and results included in the consolidated financial statements. The subsidiary owns investment properties in Namibia.

The subsidiary is based in Namibia and is accordingly subject to local exchange control regulations which impose certain restrictions on transferring funds from the country. Normal dividends are however permitted.

**NOTES TO THE ANNUAL FINANCIAL STATEMENTS** (continued)

31 July 2020

		Group		Company	
		2020 P'000	2019 P'000	2020 P'000	2019 P'000
<b>7 INVESTMENT IN ASSOCIATE</b>					
Acquired at cost	26%	4 951	4 951	4 951	4 951
Share of associate's profit post acquisition		44 626	40 843	-	-
Opening balance		40 843	34 519	-	-
Current period		3 783	6 324	-	-
		<b>49 577</b>	<b>45 794</b>	<b>4 951</b>	<b>4 951</b>
This investment was acquired on 4 June 2012.					
The Botswana based associate company holds the unencumbered lease rights to certain plots after the expiry of an existing lease, is not expected to generate cash flows until that time, has earned no revenue since acquisition and has no liabilities. No dividends have been declared or received since acquisition.					
A change in the operations of the company would be considered an impairment indicator and there have been no impairment indicators since the last impairment test as at 31 July 2012 when it was tested by discounting the projected future income streams at a discount rate of 16.5%. No impairment is considered necessary at this time.					
New African Properties Ltd has an option to increase its holding in the Associate to 80% between 2024 and 2029. Such option is exercisable at open market value.					
<b>8 FINANCIAL ASSET RECEIVABLE</b>					
Opening balance		24 727	25 636	24 727	25 636
Fair value adjustment		(221)	(909)	(221)	(909)
<b>Carrying value</b>		<b>24 506</b>	<b>24 727</b>	<b>24 506</b>	<b>24 727</b>
This asset comprises the right to receive 63% of the rental income from an investment property comprising a shopping mall in Gaborone until 2037 in terms of a cession agreement with Mynco (Pty) Ltd and is effectively secured over the underlying asset.					
The asset is carried at fair value as determined by directors based on the estimated future cash flows to the company discounted at 14.0% (2019: 14.25%) and is within level 3 of the fair value hierarchy.					
<b>9 INTANGIBLE ASSET</b>					
<b>Land lease rights</b>					
Acquired		12 193	12 193	12 193	12 193
Amortisation		(7 048)	(6 167)	(7 048)	(6 167)
Opening balance		(6 167)	(5 286)	(6 167)	(5 286)
Current period		(881)	(881)	(881)	(881)
		<b>5 145</b>	<b>6 026</b>	<b>5 145</b>	<b>6 026</b>

# NOTES TO THE ANNUAL FINANCIAL STATEMENTS ► (continued)

31 July 2020

## 9 INTANGIBLE ASSET (continued)

The land lease right arises from contractual rights acquired by the Group which allow future cost and operational efficiencies.

There have been no impairment indicators since the last impairment test as at 31 July 2012 when it was tested by discounting the projected future income streams at a discount rate of 16.5%. No impairment is considered necessary at this time.

## 10 TRADE AND OTHER RECEIVABLES

Trade receivables net of impairment

Trade receivables

Less: impairment

Prepayments

Related party receivables

Dividends receivable

Right of use asset

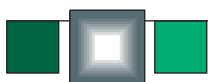
Other receivables

Group		Company	
2020 P'000	2019 P'000	2020 P'000	2019 P'000
7 744	793	7 499	761
21 998	5 221	21 315	5 012
(14 254)	(4 428)	(13 816)	(4 251)
711	2 006	711	2 006
99 291	96 310	99 291	96 310
-	-	2 300	2 587
3 746	-	3 746	-
829	834	800	832
112 321	99 943	114 347	102 496

Financial assets comprising trade and other receivables are measured at amortised cost.

The Group assessed the expected credit losses on a forward looking basis. For trade receivables the simplified approach has been used which requires the lifetime expected losses to be recognised on original recognition of the receivable. The impairment provision was determined as set out below for trade receivables.

	Up to 30 days overdue P'000	31 to 60 days overdue P'000	61 to 90 days overdue P'000	> 90 days overdue P'000	Total overdue P'000
<b>Group</b>					
<b>2020</b>					
Expected loss rate	36.7%	50.8%	37.3%	35.1%	37.5%
Gross carrying amount - general	681	599	2 504	2 839	6 623
Impairment provision - general	(250)	(304)	(935)	(997)	(2 486)
Gross carrying amount considered for specific					15 375
Impairment provision - specific					(11 768)
Total impairment					(14 254)
<b>2019</b>					
Expected loss rate	8.7%	50.2%	74.2%	99.5%	84.8%
Gross carrying amount - trade receivables	633	280	221	4 087	5 221
Impairment provision	(55)	(141)	(164)	(4 068)	(4 428)



# NOTES TO THE ANNUAL FINANCIAL STATEMENTS ► (continued)

31 July 2020

## 10 TRADE AND OTHER RECEIVABLES (continued)

	Up to 30 days overdue P'000	31 to 60 days overdue P'000	61 to 90 days overdue P'000	>90 days overdue P'000	Total overdue P'000
<b>Company</b>					
<b>2020</b>					
Expected loss rate	36.8%	50.8%	38.0%	30.0%	36.0%
Gross carrying amount - general	679	599	2 461	2 348	6 087
Impairment provision - general	(250)	(304)	(935)	(704)	(2 193)
Gross carrying amount considered for specific					15 228
Impairment provision - specific					(11 623)
Total impairment					(13 816)
<b>2019</b>					
Expected loss rate	8.5%	49.6%	74.1%	99.5%	84.8%
Gross carrying amount - trade receivables	601	270	220	3 921	5 012
Impairment provision	(51)	(134)	(163)	(3 903)	(4 251)

Movements in accumulated impairment losses are accounted for in the statement of comprehensive income under property costs and are summarised as follows:

	<b>Group</b>		<b>Company</b>	
	2020 P'000	2019 P'000	2020 P'000	2019 P'000
Trade receivable impairment:				
Opening balance	4 428	4 267	4 251	4 093
Net movement in impairments charged to the income statement	11 625	161	11 338	158
Additional impairment during the year	11 841	721	11 554	713
Reversal of previous impairments	(216)	(560)	(216)	(555)
Write-offs	(1 773)	-	(1 773)	-
Effect of translation to presentation currency	(26)	-	-	-
<b>Balance at end of year</b>	<b>14 254</b>	<b>4 428</b>	<b>13 816</b>	<b>4 251</b>
The impairment provision above excludes VAT which is included in the arrears amount above. The impairment amount including VAT is set out below.				
Impairment	14 254	4 428	13 816	4 251
Add: VAT	1 710	536	1 658	510
Impairment including VAT	15 964	4 964	15 474	4 761
Unimpaired trade receivables excluding VAT	5 388	229	5 215	224

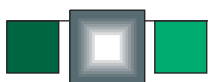
# NOTES TO THE ANNUAL FINANCIAL STATEMENTS ► (continued)

31 July 2020

	Group		Company	
	2020 P'000	2019 P'000	2020 P'000	2019 P'000
<b>10 TRADE AND OTHER RECEIVABLES</b> (continued)				
Related party receivables comprise:				
Cash Bazaar Holdings (Proprietary) Limited	99 291	96 310	99 291	96 310
<p>The Cash Bazaar Holdings (Proprietary) Limited related party receivable has been in existence since before listing. It is secured by NAP linked units based on a 1.33 times cover (2019: 1.33 times cover) and certain warranties, is repayable on demand with 3 months' notice and bears interest at 1.5% below prime lending rate, repayable half yearly and there are no arrear amounts at year end (2019: nil). NAP also has the right to offset amounts due to the related party against this loan. The receivable is considered to have low credit risk and the expected credit loss is expected to be immaterial.</p> <p>While dividends receivable and other receivables are also subject to the impairment requirements of IFRS 9, the identified impairment loss was immaterial.</p> <p>The expected lifetime credit losses on the remaining financial assets are immaterial.</p> <p>The Board considers that material credit risk exposure has been adequately provided for on all trade and other receivables.</p>				
<b>11 CASH AND CASH EQUIVALENTS</b>				
Current account - ABSA Bank	42	62	42	62
- First National Bank	802	25	-	-
Call account - Bank Gaborone	22	22	22	22
- Bank ABC	78	78	78	78
- ABSA Bank	2 334	6 932	2 334	6 932
- First National Bank	3 800	5 209	-	-
Vunani Money Market Fund (previously Stanlib)	24 503	30 970	24 503	30 970
<b>Total</b>	<b>31 581</b>	<b>43 298</b>	<b>26 979</b>	<b>38 064</b>

Cash and cash equivalents are measured at amortised cost.





# NOTES TO THE ANNUAL FINANCIAL STATEMENTS ► (continued)

31 July 2020

	Group		Company	
	2020 P'000	2019 P'000	2020 P'000	2019 P'000
<b>12 LINKED UNITS</b>				
604 397 124 Linked units in issue	871 824	871 824	871 824	871 824
<p>Each linked unit comprises one ordinary share indivisibly linked to one unsecured variable rate debenture.</p> <p>Stated capital comprises 604 397 124 linked units, each comprising one ordinary share of no par value indivisibly linked to one variable rate unsecured debenture.</p> <p>Linked units equivalent to 15% of the number of linked units in issue at any time are under the control of the Directors for allotment and issue for the acquisition of immovable property until the next annual general meeting, at which meeting the authority will sought to be renewed until the following annual general meeting.</p> <p>In terms of the Trust Deed governing the Debentures:</p> <ul style="list-style-type: none"> <li>- The debentures are only redeemable at the instance of the Company, after approval by resolution of the Board and with the written consent of the creditors of the Company or at the discretion of the Trustee following certain events specified in the Trust Deed. In the event that they are to be redeemed the amount payable for every debenture shall be the higher of 99/100 of the three month average weighted traded price of a linked unit on the BSE or the issue price of P1.98.</li> <li>- The interest payable on debentures shall be determined by and in the sole discretion of the Company's Directors. Notwithstanding this, the Company is obliged to distribute at least 80% of monies available after the payment of approved capital expenditure, repayment of capital and interest due on third party debt, provision for replacement, repair and refurbishment of assets and operating costs as interest on the debentures.</li> </ul>				
<b>13 BORROWINGS</b>				
Bank Gaborone Limited comprising:				
Non-current portion	11 839	15 487	11 839	15 487
Current portion	3 519	3 206	3 519	3 206
	15 358	18 693	15 358	18 693

This loan is secured by a mortgage bond for P40 million registered over Tribal Lot 39 Molepolole in the Bakwena Tribal Territory which is classified as investment property in note 5 and valued at P123 million at the date of this report (2019: P122 million).

# NOTES TO THE ANNUAL FINANCIAL STATEMENTS ► (continued)

31 July 2020

## 13 BORROWINGS (continued)

The loan is repayable in monthly instalments, currently amounting to P341 952, until August 2024 and incurs interest at 1.5% below prime lending rate, 4.25% at year end (2019: 5.0%). The capital portion repayable over the next 12 months has been reflected as a current liability.

The Group is exposed to floating interest rates on this liability.

The interest on this facility for the next 12 months at the current rate amounts to

A 1% increase in the prime lending rate would have the impact of increasing this by

Movement in borrowings:

Balance at the beginning of the year

Repayment of borrowings

Balance at the end of the year

The Group has no other debt facilities in place at this time.

The Company's borrowing capacity is limited to 70% of the value of the assets of the Company or such other sum as the Company may, by ordinary resolution, in general meeting determine. Directors are authorised to secure the repayment of or raise any such sum by mortgage or charge upon the whole or any part of the property and assets of the Company.

## 14 DEFERRED TAX LIABILITY

Fair value gains on investment property (after indexed cost adjustment)

Building allowances claimed

Rent straight line adjustment

Share of associate's profit

Prepaid expenses/ income received in advance

Impairment of receivables

Tax loss

**Total deferred tax liability**

And the movement for the year comprises:

Opening balances

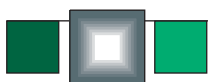
Current year charge

Effect of translation to presentation currency

Balance at end of year

The Company and Group have estimated tax losses of P4.4 million (2019: nil), which has been utilised to reduce the deferred tax liability.

	Group		Company	
	2020 P'000	2019 P'000	2020 P'000	2019 P'000
	584	948	584	948
	139	175	139	175
	18 693	21 845	18 693	21 845
	(3 335)	(3 152)	(3 335)	(3 152)
	15 358	18 693	15 358	18 693
	123 333	126 520	123 333	126 520
	25 674	25 983	22 492	22 492
	7 897	7 523	7 564	7 189
	3 347	3 062	-	-
	(462)	(186)	(299)	-
	(105)	(42)	-	-
	(974)	-	(974)	-
	158 710	162 860	152 116	156 201
	162 860	156 296	156 201	150 111
	(3 816)	6 670	(4 085)	6 090
	(334)	(106)	-	-
	158 710	162 860	152 116	156 201

**NOTES TO THE ANNUAL FINANCIAL STATEMENTS** (continued)

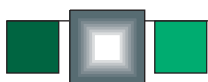
31 July 2020

	<b>Group</b>		<b>Company</b>	
	2020	2019	2020	2019
	P'000	P'000	P'000	P'000
<b>15 TRADE AND OTHER PAYABLES</b>				
Related party payable	1 393	1 536	-	-
Lease liability	2 663	-	2 663	-
Tenant deposits	7 859	7 705	7 478	7 328
Trade payables	1 587	1 248	1 337	934
Rent received in advance	2 634	3 570	2 509	3 366
Accruals and provisions	7 143	4 417	7 072	4 404
VAT	2 016	1 924	1 806	1 713
	<b>25 295</b>	<b>20 400</b>	<b>22 865</b>	<b>17 745</b>
<b>16 REVENUE</b>				
Contractual rental	195 483	185 672	186 758	176 965
- Basic	195 448	185 626	186 723	176 919
- Turnover	35	46	35	46
Rent straight line adjustment	1 805	5 254	1 708	4 890
Rental income	197 288	190 926	188 466	181 855
Operating cost recoveries	11 628	11 087	11 519	10 985
	<b>208 916</b>	<b>202 013</b>	<b>199 985</b>	<b>192 840</b>
The period of leases under which the Group leases out its investment property generally ranges from three to five years.				
The future minimum contractual rentals receivable under non-cancellable operating leases are as follows:				
Within next year	204 716	170 440	194 523	162 321
Between 1 and 5 years	342 909	338 930	331 972	326 764
Later than 5 years	31 371	33 768	31 371	33 768
	<b>578 996</b>	<b>543 138</b>	<b>557 866</b>	<b>522 853</b>
Of this P35.4 million for Group and P34.4 million for Company (2019: P33.7 million for Group and P32.7 million for Company) has been recognised as a receivable in view of the adjustment to straight line rentals over the period of leases.				
<b>17 OTHER INCOME</b>				
Dividends from subsidiary companies	-	-	5 173	5 771
Promotion and advertising income	843	1 015	843	1 015
Tenant contribution to marketing	690	672	690	672
Sundry income	378	480	378	477
	<b>1 911</b>	<b>2 167</b>	<b>7 084</b>	<b>7 935</b>

# NOTES TO THE ANNUAL FINANCIAL STATEMENTS ► (continued)

31 July 2020

	Group		Company	
	2020 P'000	2019 P'000	2020 P'000	2019 P'000
<b>18 PROPERTY COSTS</b>				
Recoverable costs:				
Cleaning & refuse	(3 726)	(4 025)	(3 644)	(3 940)
Rates	(1 648)	(1 565)	(1 452)	(1 365)
Security	(2 231)	(2 367)	(2 231)	(2 367)
Utilities	(7 761)	(6 969)	(7 665)	(6 933)
Recoverable expenses	(15 366)	(14 926)	(14 992)	(14 605)
Other property costs:				
Impairment of trade receivables	(11 625)	(161)	(11 338)	(158)
Leasing fees	(2 277)	(1 963)	(2 261)	(1 963)
Property management fee	(9 002)	(9 362)	(9 002)	(9 362)
Repairs and maintenance	(1 773)	(1 837)	(1 735)	(1 801)
Tenant installations	(503)	(387)	(366)	(387)
Other property expenses	(3 518)	(3 629)	(3 401)	(3 489)
<b>Total property costs</b>	<b>(44 064)</b>	<b>(32 265)</b>	<b>(43 095)</b>	<b>(31 765)</b>
<b>19 OTHER EXPENSES</b>				
Asset management fee	(9 877)	(9 878)	(9 877)	(9 878)
Fees paid to auditors	(705)	(581)	(614)	(548)
Audit fee current year	(591)	(522)	(554)	(522)
Other services	(114)	(59)	(60)	(26)
Directors' fees	(213)	(275)	(213)	(275)
Other portfolio expenses	(1 465)	(1 558)	(1 489)	(1 525)
	<b>(12 260)</b>	<b>(12 292)</b>	<b>(12 193)</b>	<b>(12 226)</b>
<b>20 FINANCE INCOME</b>				
Banks and money market investments	924	1 253	793	990
Tenants	546	355	537	351
Related party	4 414	4 701	4 414	4 701
	<b>5 884</b>	<b>6 309</b>	<b>5 744</b>	<b>6 042</b>
<b>21 FINANCE EXPENSE</b>				
Bank borrowings	(803)	(1 022)	(803)	(1 022)
Lease liabilities	(190)	-	(190)	-
Other	(5)	(5)	-	-
	<b>(998)</b>	<b>(1 027)</b>	<b>(993)</b>	<b>(1 022)</b>
<b>22 TAXATION</b>				
Botswana current taxation				
Current year	(776)	(885)	(776)	(885)
Namibian current taxation				
Current year	(2 521)	(2 736)	-	-
Total current taxation	<b>(3 297)</b>	<b>(3 621)</b>	<b>(776)</b>	<b>(885)</b>



# NOTES TO THE ANNUAL FINANCIAL STATEMENTS ▸ (continued)

31 July 2020

## 22 TAXATION (continued)

Botswana deferred taxation

Current year

Namibia deferred taxation

Current year

Total deferred taxation

### Total taxation

Attributable to:

Distributable income

Fair value adjustments

Other capital deductions

Rental straight line adjustments

Share of associate's profit

IFRS 16 adjustments

Group		Company	
2020	2019	2020	2019
P'000	P'000	P'000	P'000
3 800	(6 564)	4 085	(6 090)
16	(106)	-	-
3 816	(6 670)	4 085	(6 090)
519	(10 291)	3 308	(6 975)
(3 251)	(3 611)	(776)	(885)
3 187	(3 468)	3 187	(3 468)
974	(1 546)	974	(1 546)
(405)	(1 192)	(376)	(1 076)
(285)	(474)	-	-
299	-	299	-
519	(10 291)	3 308	(6 975)

Reconciliation of the effective and statutory tax rate:

Effective tax rate

Adjusted for:

Fair value and other adjustments - net difference

Interest on debentures allowed for tax purposes

Share of associate's profit

Non-deductible expenses

Prepaid expenses

Dividend income

Tax on dividends

Effect of difference in country tax rates

Statutory tax rate in Botswana

Group		Company	
2020	2019	2020	2019
(0.4%)	4.9%	(2.3%)	3.5%
(0.4%)	2.4%	0.7%	2.3%
23.1%	15.2%	23.3%	16.0%
0.4%	0.4%	-	-
(0.2%)	-	(0.2%)	-
0.2%	-	0.2%	-
-	-	0.8%	0.6%
(0.5%)	(0.4%)	(0.5%)	(0.4%)
(0.2%)	(0.5%)	-	-
22.0%	22.0%	22.0%	22.0%

## 23 BASIC AND DILUTED HEADLINE EARNINGS PER UNIT ATTRIBUTABLE TO LINKED UNITHOLDERS

The basic headline earnings per share is calculated by dividing the net profit by the weighted number of linked units in issue during the year.

Profit for the year attributable to linked unitholders (P'000)

Weighted average number of linked units

Earnings per linked unit in the

149 323	198 730	148 860	191 425
604 397 124	604 397 124	604 397 124	604 397 124
24.71	32.88	24.63	31.67

There are no dilutive ordinary shares and the diluted headline earnings per linked unit is therefore the same as the earnings per linked unit.

# NOTES TO THE ANNUAL FINANCIAL STATEMENTS ► (continued)

31 July 2020

## 24 DISTRIBUTIONS PAID TO LINKED UNITHOLDERS

Distributions per linked unit are based on the linked units in issue on the respective declaration date.

### Group and Company

2020: Number 17- declared 28 April 2020 paid 3 June 2020

(2019: Number 15 - declared 11 April 2019 paid 17 May 2019)

Interest

Dividends

2020: Number 18- declared 28 July 2020 paid 9 September 2020

(2019: Number 16 - declared 25 July 2019 paid 30 August 2019)

Interest

Dividends

Total distribution declared

Amounts unpaid at beginning of year

Amounts unpaid at end of year

Not yet payable

Unclaimed distributions

Distributions paid to linked unitholders

2020 P'000	2019 P'000	2020 thebe per linked unit	2019 thebe per linked unit
72 769	69 989	12.04	11.58
-	5 923	-	0.98
72 769	75 912	12.04	12.56
81 473	74 039	13.48	12.25
-	5 983	-	0.99
81 473	80 022	13.48	13.24
154 242	155 934	25.52	25.80
80 247	74 335	13.28	12.30
(81 761)	(80 247)	(13.53)	(13.28)
(81 473)	(80 022)	(13.48)	(13.24)
(288)	(225)	(0.05)	(0.04)
152 728	150 022	25.27	24.82

## 25 TAXATION PAID

Receivable at beginning of year

Payable at beginning of year

Charged during the year

Receivable at year end

Group		Company	
2020 P'000	2019 P'000	2020 P'000	2019 P'000
1 762	1 463	1 721	1 463
-	(263)	-	-
(3 297)	(3 621)	(776)	(885)
(2 029)	(1 762)	(1 978)	(1 721)
(3 564)	(4 183)	(1 033)	(1 143)

## 26 RELATED PARTY TRANSACTIONS

Related parties with whom transactions have occurred and their relationships with the Group are:

Afritec (Proprietary) Limited

Cash Bazaar (Proprietary) Limited

Cash Bazaar Holdings (Proprietary) Limited

Furnmart Limited

Hunters Africa (Proprietary) Limited

Mynco (Proprietary) Limited

Nafprop (Proprietary) Limited

New African Properties (Namibia) (Proprietary) Limited

Directors

Linked unitholders

Related through common directors

Related through common directors

Related through common directors

Related through common directors

Related through common directors

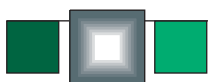
Related through common directors

Related through common directors and management contracts

NAP subsidiary

Company officers

Linked unitholders

**NOTES TO THE ANNUAL FINANCIAL STATEMENTS** (continued)

31 July 2020

		<b>Group</b>		<b>Company</b>	
		<b>2020</b>	<b>2019</b>	<b>2020</b>	<b>2019</b>
		<b>P'000</b>	<b>P'000</b>	<b>P'000</b>	<b>P'000</b>
<b>26 RELATED PARTY TRANSACTIONS</b>	(continued)				
<b>Nature of transaction and party</b>	<b>Terms</b>				
Rental (contractual)		<b>46 035</b>	43 194	<b>43 190</b>	40 391
Afritec (Proprietary) Limited	Lease	<b>773</b>	716	<b>773</b>	716
Cash Bazaar (Proprietary) Limited	Lease	<b>15 164</b>	14 119	<b>15 164</b>	14 119
Furnmart Limited	Lease	<b>27 066</b>	25 466	<b>24 221</b>	22 663
Hunters Africa (Proprietary) Limited	Lease	<b>430</b>	430	<b>430</b>	430
Mynco (Proprietary) Limited	Cession	<b>2 602</b>	2 463	<b>2 602</b>	2 463
Operating cost recoveries		<b>817</b>	961	<b>759</b>	901
Afritec (Proprietary) Limited	Lease	<b>39</b>	38	<b>39</b>	38
Cash Bazaar (Proprietary) Limited	Lease	<b>250</b>	300	<b>250</b>	300
Furnmart Limited	Lease	<b>521</b>	614	<b>463</b>	554
Hunters Africa (Proprietary) Limited	Lease	<b>7</b>	9	<b>7</b>	9
Interest received - Cash Bazaar Holdings (Proprietary) Limited	Linked to prime	<b>4 414</b>	4 701	<b>4 414</b>	4 701
Asset management fee - Nafprop (Proprietary) Limited	Contract	<b>(9 877)</b>	(9 878)	<b>(9 877)</b>	(9 878)
Property management fee - Nafprop (Proprietary) Limited	Contract	<b>(9 002)</b>	(9 362)	<b>(9 002)</b>	(9 362)
Leasing fees - Nafprop (Proprietary) Limited	Contract	<b>(2 261)</b>	(1 963)	<b>(2 261)</b>	(1 963)
Directors' fees to independent directors	Board approved	<b>(213)</b>	(275)	<b>(213)</b>	(275)
Distributions - Linked unitholders	Board approved	<b>(154 242)</b>	(155 934)	<b>(154 242)</b>	(155 934)
Dividends received					
New African Properties (Namibia) (Proprietary) Limited	Board approved	<b>-</b>	-	<b>5 173</b>	5 771



# NOTES TO THE ANNUAL FINANCIAL STATEMENTS ► (continued)

31 July 2020

	Notes	Group		Company	
		2020 P'000	2019 P'000	2020 P'000	2019 P'000
<b>26 RELATED PARTY TRANSACTIONS</b> (continued)					
And the following balances exist at the balance sheet date:					
<b>Nature of transaction and party</b>					
Financial asset receivable - Mynco (Proprietary) Limited	8	24 506	24 727	24 506	24 727
Related party receivables					
Cash Bazaar Holdings (Proprietary) Limited	10	99 291	96 310	99 291	96 310
Related party trade receivables					
Cash Bazaar (Proprietary) Limited		1 419	-	1 419	-
Furnmart Limited		3 270	-	2 957	-
Dividends receivable					
New African Properties (Namibia) (Proprietary) Limited		-	-	2 300	2 587
Related party payable					
Cash Bazaar Holdings (Proprietary) Limited	15	(1 393)	(1 536)	-	-
Distribution payable - Linked unitholders	24	(81 761)	(80 247)	(81 761)	(80 247)

## 27 CONTINGENCIES AND COMMITMENTS

There are no material contingent liabilities or commitments at the date of the statement of financial position.

## 28 SUBSEQUENT EVENTS

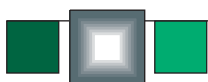
Subsequent to the year end the Company entered into an agreement for the acquisition, as a going concern, of the enterprise situate at Tribal Lot 1299 Maun, together with the underlying leases and the right to collect rental from its current owner El Alamein (Proprietary) Limited ("ELA") for P20 million. The transaction is still subject to certain suspensive conditions and the effective date has therefore not been confirmed at the date of signing this report. The property is a well-located retail centre. The purchase price will be funded from existing cash resources, including by drawing down on the related party receivable. It is expected to enhance distributions post completion in view of the significantly higher initial yield relative to cash yields. In addition, the switch into property should result in a growing income stream over time.

There are no other material subsequent events occurring between the year end and the date of these financial statements.

## 29 SEGMENT RESULTS

The portfolio comprises 64 properties, predominantly retail and Botswana based, with a small exposure to Namibian retail (3%) and Botswana industrial (1%). Certain Botswana retail properties have a small office component but properties are categorised based on primary use.

No segmental results are reflected as the Group's business activities are concentrated on one segment, namely retail property primarily situated in Botswana, and the Board considers results on an aggregate basis. The Management report elsewhere in this document reflects the geographic and sectoral allocation of the portfolio which supports the immaterial nature of the other segments.



# NOTES TO THE ANNUAL FINANCIAL STATEMENTS ► (continued)

31 July 2020

## 30 FINANCIAL RISK MANAGEMENT FINANCIAL INSTRUMENTS AND FAIR VALUE HIERARCHY

In the normal course of operations the Group is exposed to strategic and business risk financial risk, regulatory and compliance risk. This note deals with the major elements of financial risk which arise from financial instruments to which the Group is exposed during or at the end of the financial reporting period. Financial risk comprises market risk (incorporating interest, currency and other price risk), credit risk and liquidity risk. The primary objective of risk management is to gain an understanding of the risk the Group is exposed to, establish acceptable tolerance levels and manage the risks to ensure they stay within the tolerable levels.

### 30.1 Financials Risks

#### 30.1.1 Market risk

This is the risk that the fair value or future cash flows will fluctuate because of changes in market prices. The Group's market risk on financial instruments arises primarily from interest bearing assets and liabilities and foreign exchange movements with respect to the Namibian subsidiary company.

All sensitivities in these financial statements are based on the change of one factor with all others remaining constant, which is unlikely to occur in practice.

##### 30.1.1.1 Interest rate

In view of the Group's limited interest-bearing assets and liabilities, the operating cash flows are substantially independent of changes in market interest rates.

The Board considers that the current debt level is sufficiently low to allow all debt to be at floating rates and that this would be reconsidered when the external borrowings exceed 10% of the value of investment property. The impact on Group and Company of a 1% increase in the interest rate applicable to external borrowings for the next 12 months is P0.1 million (2019: P0.2 million).

Assets on which interest is earned include trade receivables, the related party receivable and cash and cash equivalents. The balances on each of these at the year end and the impact of a 1% change in interest rate on these balances is set out below:

	Group		Company		Impact of 1% change			
	2020 P'000	2019 P'000	2020 P'000	2019 P'000	Group 2020 P'000	Group 2019 P'000	Company 2020 P'000	Company 2019 P'000
Trade receivable	21 998	5 221	21 315	5 012	220	52	213	50
Related party receivable	99 291	96 310	99 291	96 310	993	963	993	963
Cash and cash equivalents	31 581	43 298	26 979	38 064	316	433	270	381

The Group has no exposure to fixed rate financial instruments (2019: no exposure) and therefore has no exposure to fair value interest rate risk (2019: no exposure).

##### 30.1.1.2 Foreign exchange risk

The Group owns a Namibian subsidiary company, which holds investment property in Namibia, and the Group is accordingly exposed to foreign exchange translation risk in respect of assets and liabilities that are not in the Group's functional currency which is the Botswana Pula. The relevant exchange rate is the South African Rand and Botswana Pula rate in view of the Namibian Dollar being linked to the Rand. In view of the size of these assets relative to the overall portfolio the Board does not consider it necessary to enter into foreign exchange hedges. The Group is not exposed to fair value risk arising from foreign exchange.

The net assets subject to foreign exchange translation risk, converted at a rate of 1.462 (2019: 1.3260) Rand to the Pula, at the reporting date comprise:

# NOTES TO THE ANNUAL FINANCIAL STATEMENTS ► (continued)

31 July 2020

	Group		Company		Impact of a 10% increase			
	2020 P'000	2019 P'000	2020 P'000	2019 P'000	Group 2020 P'000	Group 2019 P'000	Company 2020 P'000	Company 2019 P'000
<b>30.1 Financial Risks</b> (continued)								
30.1.1 <b>Market risk</b> (continued)								
30.1.1.2 <i>Foreign exchange risk</i> (continued)								
Investment property	37 378	46 355	-	-	(3 398)	(4 214)	-	-
Cash and cash equivalents	4 602	5 234	-	-	(418)	(476)	-	-
All other receivables	1 370	1 119	-	-	(125)	(102)	-	-
Trade and other payables	(4 730)	(5 249)	-	-	430	477	-	-
Deferred taxation	(3 247)	(3 597)	-	-	295	327	-	-
	<b>35 373</b>	<b>43 862</b>	<b>-</b>	<b>-</b>	<b>(3 216)</b>	<b>(3 988)</b>	<b>-</b>	<b>-</b>
Reconciled to Investment in subsidiary:								
Net assets per above	35 373	43 862						
Less: post acquisition reserves	(15 091)	(19 395)						
Add: cumulative foreign exchange translation difference	16 368	12 183						
Investment at cost	36 650	36 650						
Less: impairment	(1 277)	-						
Carrying value of investment	<b>35 373</b>	<b>36 650</b>						

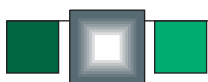
## 30.1.1.3 Price risk

The Group's exposure to price risk is primarily related to non-financial assets, namely its investment in investment property. Refer to note 4 in this regard.

## 30.1.2 Credit risk

Credit risk is the risk that a counterparty may cause financial loss to the Group by failing to discharge an obligation. The Group's financial assets that are subject to credit risk are primarily cash and cash equivalents and trade and other receivables. The Group's maximum exposure to credit risk at the year end was:

	Group		Company	
	2020 P'000	2019 P'000	2020 P'000	2019 P'000
Trade and other receivables	112 321	99 943	114 347	102 496
Cash and cash equivalents	31 581	43 298	26 979	38 064
	<b>143 902</b>	<b>143 241</b>	<b>141 326</b>	<b>140 560</b>
Trade and other receivables includes primarily the related party receivable and comprises:				
Related party receivable	99 291	96 310	99 291	96 310
Prepayments	711	2 006	711	2 006
Dividends receivable	-	-	2 300	2 587
Trade receivables net of impairment	7 744	793	7 499	761
Right of use asset	3 746	-	3 746	-
Other receivables	829	834	800	832
	<b>112 321</b>	<b>99 943</b>	<b>114 347</b>	<b>102 496</b>



# NOTES TO THE ANNUAL FINANCIAL STATEMENTS ► (continued)

31 July 2020

## 30.1 Financials Risks (continued)

### 30.1.2 Credit risk (continued)

The Cash Bazaar Holdings (Proprietary) Limited related party receivable is payable on 3 months' notice and is secured by NAP linked units based on a 1.33 times cover (2019: 1.33 times cover). The Group also has the right to offset amounts due to the related party against the loan and the creditor has provided certain warranties to the Group.

Credit risk with respect to trade receivables is minimised by the diverse tenant base. Credit checks are performed prior to concluding leases and arrear rentals are actively managed. In addition, deposits of P7.9 million for Group and P7.5 million for Company (2019: P7.7 million for Group and P7.3 million for Company) are held and may be withheld by the Group if receivables due from the tenant are not settled.

A detailed analysis of these receivables is set out in note 10.

Credit risk attached to the Group's cash and cash equivalents is minimised by only investing cash resources with reputable financial institutions, but they are not externally rated. The balances at the various institutions are detailed in note 11.

### 30.1.3 Liquidity risk

Liquidity risk is the risk that the Group is unable to meet its obligations as they become due in the ordinary course of business at a reasonable cost. The Group's liquidity risk is managed by the Group's asset managers on a daily basis with formal cash flow reporting to the Board at each meeting.

The maturity profile of financial instruments is set out in the table below based on the earliest likely settlement:

	Less than 3 months P'000	Between 3 months and 1 year P'000	Between 1 and 5 years P'000	After 5 years P'000	Total P'000
<b>Group 2020</b>					
<b>Assets</b>					
Financial asset receivable <sup>1</sup>	666	2 120	12 615	58 091	73 492
Trade and other receivables <sup>2</sup>	21 545	86 319	-	-	107 864
Cash and cash equivalents	31 581	-	-	-	31 581
<b>Liabilities</b>					
Borrowings <sup>3</sup>	864	2 655	11 839	-	15 358
Interest on borrowings <sup>3</sup>	161	423	814	-	1 398
Trade and other payables <sup>2</sup>	17 982	-	-	-	17 982
Distributions payable	81 761	-	-	-	81 761
<b>Group 2019</b>					
<b>Assets</b>					
Financial asset receivable <sup>1</sup>	621	1 986	12 557	66 242	81 406
Trade and other receivables <sup>2</sup>	14 368	83 569	-	-	97 937
Cash and cash equivalents	43 298	-	-	-	43 298
<b>Liabilities</b>					
Borrowings <sup>3</sup>	780	2 426	15 128	359	18 693
Interest on borrowings <sup>3</sup>	302	820	2 187	2	3 311
Trade and other payables <sup>2</sup>	14 906	-	-	-	14 906
Distributions payable	80 247	-	-	-	80 247

# NOTES TO THE ANNUAL FINANCIAL STATEMENTS ► (continued)

31 July 2020

## 30.1 Financials Risks (continued)

### 30.1.3 Liquidity risk (continued)

	Less than 3 months P'000	Between 3 months and 1 year P'000	Between 1 and 5 years P'000	After 5 years P'000	Total P'000
<b>Company</b>					
<b>2020</b>					
<b>Assets</b>					
Financial asset receivable <sup>1</sup>	666	2 120	12 615	58 091	73 492
Trade and other receivables <sup>2</sup>	23 571	86 319	-	-	109 890
Cash and cash equivalents	26 979	-	-	-	26 979
<b>Liabilities</b>					
Borrowings <sup>3</sup>	864	2 655	11 839	-	15 358
Interest on borrowings <sup>3</sup>	161	423	814	-	1 398
Trade and other payables <sup>2</sup>	15 887	-	-	-	15 887
Distributions payable	81 761	-	-	-	81 761
<b>Company</b>					
<b>2019</b>					
<b>Assets</b>					
Financial asset receivable <sup>1</sup>	621	1 986	12 557	66 242	81 406
Trade and other receivables <sup>2</sup>	16 919	83 571	-	-	100 490
Cash and cash equivalents	38 064	-	-	-	38 064
<b>Liabilities</b>					
Borrowings <sup>3</sup>	780	2 426	15 128	359	18 693
Interest on borrowings <sup>3</sup>	302	820	2 187	2	3 311
Trade and other payables <sup>2</sup>	12 666	-	-	-	12 666
Distributions payable	80 247	-	-	-	80 247

<sup>1</sup> based on expected cash flows and not carrying value

<sup>2</sup> excludes prepayments and income received in advance which will not impact future cash flows and non-financial instruments

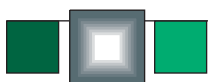
<sup>3</sup> based on expected cash flows which are split between capital and interest

## 30.2 Capital risk management

The Group's objective when managing capital is to safeguard the Group's ability to continue as a going concern in order to provide returns for linked unitholders and benefits for other stakeholders while maintaining an optimal capital structure which reduces the cost of capital.

The capital structure of the Group comprises linked units, being an ordinary share linked to a debenture, external long term borrowings, the related party receivable and cash and cash equivalents as set out in notes 12, 13, 10, and 11 respectively.

The company is a variable loan stock company and as such its distributions are governed by the Trust Deed, details of which are set out in note 12. Loan stock companies are typically funded through a combination of linked units and long term debt.



# NOTES TO THE ANNUAL FINANCIAL STATEMENTS ► (continued)

31 July 2020

## 30.2 Capital risk management (continued)

The Group has a business planning cycle that runs on an annual basis with updates as appropriate. The planning process identifies the funding opportunities available to the Group and the expected cost of each as part of this process. Any specific transaction is also considered together with the relative funding considerations. The Group monitors capital on the basis of the gearing ratio, both in absolute terms and based on net debt, at a Group level. This ratio is calculated as the debt or net debt over the total investment property value. Net debt is calculated as total borrowings less cash and cash equivalents as well as the related party receivable and the total property value is the investment property at fair value plus any assets designated as Property, Plant & Equipment or Held for sale.

The Group's borrowings are currently low and the Board anticipates increasing this when suitable investment opportunities arise.

	Group		Company	
	2020 P'000	2019 P'000	2020 P'000	2019 P'000
The gearing ratios as at the year end were as follows:				
Net debt	-	-		
Borrowings	15 358	18 693		
Cash and cash equivalents	(31 581)	(43 298)		
Related party receivable	(99 291)	(96 310)		
Investment property at fair value	1 489 026	1 503 037		
Gearing ratios:				
Debt to property value	1%	1%		
Net debt to property value	n/a	n/a		
The company's borrowing capacity is limited to 70% of the value of the assets of the Company, or such other sum as the Company may by ordinary resolution in general meeting determine, in terms of its Constitution.				
At the year end the gearing ratio on this basis was:				
Borrowings	15 358	18 693	15 358	18 693
Total assets	1 714 407	1 724 587	1 664 104	1 670 272
Gearing ratio	1%	1%	1%	1%

# NOTES TO THE ANNUAL FINANCIAL STATEMENTS ► (continued)

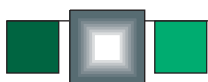
31 July 2020

## 30.3 Categories of financial instruments

The financial instruments are categorised and reconciled to the statement of financial position as follows:

	Financial assets at fair value through profit & loss P'000	Financial assets at amortised cost P'000	Financial liabilities at amortised cost P'000	Non- financial assets & liabilities P'000	Total per statement of financial position P'000
<b>Group 2020</b>					
<b>Assets</b>					
Investment in property	-	-	-	1 453 820	1 453 820
Investment in associate	-	-	-	49 577	49 577
Financial asset receivable	24 506	-	-	-	24 506
Intangible asset	-	-	-	5 145	5 145
Rent straight line adjustment	-	-	-	35 428	35 428
Trade and other receivables	-	107 864	-	4 457	112 321
Tax receivable	-	-	-	2 029	2 029
Cash and cash equivalents	-	31 581	-	-	31 581
<b>Total assets</b>	<b>24 506</b>	<b>139 445</b>	<b>-</b>	<b>1 550 456</b>	<b>1 714 407</b>
<b>Liabilities</b>					
Borrowings	-	-	15 358	-	15 358
Deferred tax liability	-	-	-	158 710	158 710
Trade and other payables	-	-	17 982	7 313	25 295
Distributions payable	-	-	81 761	-	81 761
<b>Total liabilities</b>	<b>-</b>	<b>-</b>	<b>115 101</b>	<b>166 023</b>	<b>281 124</b>
<b>Group 2019</b>					
<b>Assets</b>					
Investment in property	-	-	-	1 469 317	1 469 317
Investment in associate	-	-	-	45 794	45 794
Financial asset receivable	24 727	-	-	-	24 727
Intangible asset	-	-	-	6 026	6 026
Rent straight line adjustment	-	-	-	33 720	33 720
Trade and other receivables	-	97 937	-	2 006	99 943
Tax receivable	-	-	-	1 762	1 762
Cash and cash equivalents	-	43 298	-	-	43 298
<b>Total assets</b>	<b>24 727</b>	<b>141 235</b>	<b>-</b>	<b>1 558 625</b>	<b>1 724 587</b>
<b>Liabilities</b>					
Borrowings	-	-	18 693	-	18 693
Deferred tax liability	-	-	-	162 860	162 860
Trade and other payables	-	-	14 906	5 494	20 400
Distributions payable	-	-	80 247	-	80 247
<b>Total liabilities</b>	<b>-</b>	<b>-</b>	<b>113 846</b>	<b>168 354</b>	<b>282 200</b>





# NOTES TO THE ANNUAL FINANCIAL STATEMENTS ► (continued)

31 July 2020

## 30.3 Categories of financial instruments (continued)

	Financial assets at fair value through profit & loss P'000	Financial assets at amortised cost P'000	Financial liabilities at amortised cost P'000	Non- financial assets & liabilities P'000	Total per statement of financial position P'000
<b>Company</b>					
<b>2020</b>					
<b>Assets</b>					
Investment in property	-	-	-	1 416 442	1 416 442
Investment in subsidiary	-	-	-	35 373	35 373
Investment in associate	-	-	-	4 951	4 951
Financial asset receivable	24 506	-	-	-	24 506
Intangible asset	-	-	-	5 145	5 145
Rent straight line adjustment	-	-	-	34 383	34 383
Trade and other receivables	-	109 890	-	4 457	114 347
Tax receivable	-	-	-	1 978	1 978
Cash and cash equivalents	-	26 979	-	-	26 979
<b>Total assets</b>	<b>24 506</b>	<b>136 869</b>	<b>-</b>	<b>1 502 729</b>	<b>1 664 104</b>
<b>Liabilities</b>					
Borrowings	-	-	15 358	-	15 358
Deferred tax liability	-	-	-	152 116	152 116
Trade and other payables	-	-	15 887	6 978	22 865
Distributions payable	-	-	81 761	-	81 761
<b>Total liabilities</b>	<b>-</b>	<b>-</b>	<b>113 006</b>	<b>159 094</b>	<b>272 100</b>
<b>Company</b>					
<b>2019</b>					
<b>Assets</b>					
Investment in property	-	-	-	1 422 962	1 422 962
Investment in subsidiary	-	-	-	36 650	36 650
Investment in associate	-	-	-	4 951	4 951
Financial asset receivable	24 727	-	-	-	24 727
Intangible asset	-	-	-	6 026	6 026
Rent straight line adjustment	-	-	-	32 675	32 675
Trade and other receivables	-	100 490	-	2 006	102 496
Tax receivable	-	-	-	1 721	1 721
Cash and cash equivalents	-	38 064	-	-	38 064
<b>Total assets</b>	<b>24 727</b>	<b>138 554</b>	<b>-</b>	<b>1 506 991</b>	<b>1 670 272</b>
<b>Liabilities</b>					
Borrowings	-	-	18 693	-	18 693
Deferred tax liability	-	-	-	156 201	156 201
Trade and other payables	-	-	12 666	5 079	17 745
Distributions payable	-	-	80 247	-	80 247
<b>Total liabilities</b>	<b>-</b>	<b>-</b>	<b>111 606</b>	<b>161 280</b>	<b>272 886</b>

# NOTES TO THE ANNUAL FINANCIAL STATEMENTS ► (continued)

31 July 2020

## 30.4 Financial instruments - fair value hierarchy

This analysis categorises the financial instruments carried at fair value through profit and loss into different levels based on the level of subjectivity applied in determining the inputs used in the determination of fair value. This assessment is determined based on the lowest level of input that is significant to the fair value measurement in its entirety. Assessing the significance of a particular input into the fair value measurement in its entirety requires judgment, considering the factors specific to the asset or liability. If a fair value uses observable inputs that require significant adjustment based on unobservable inputs or any other significant unobservable inputs, that measurement is a Level 3 measurement.

The fair value hierarchy is measured as follows:

Level 1: quoted prices (unadjusted) in active markets for identical assets and liabilities.

Level 2: inputs other than quoted prices included in level 1 that are observable for the asset or liability either directly or indirectly.

Level 3: inputs for the asset or liability that are not based on observable market data that is unobservable inputs.

The Group's financial assets and liabilities carried at fair value as at the year end were classified as follows:

	Group			Company		
	Level 1 P'000	Level 2 P'000	Level 3 P'000	Level 1 P'000	Level 2 P'000	Level 3 P'000
<b>2020</b>						
Financial asset receivable	-	-	24 506	-	-	24 506
<b>2019</b>						
Financial asset receivable	-	-	24 727	-	-	24 727

There have been no transfers between any of the hierarchy levels during the year (2019: Nil).

No financial assets carried at fair value are classified as level 1 or level 2.

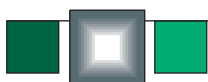
Level 3 financial assets comprise the receivable more fully described in note 8. The significant inputs used in determining this value are set out in note 4.

Movements in level 3 financial instruments carried at fair value comprise:

	Group		Company	
	2020 P'000	2019 P'000	2020 P'000	2019 P'000
Opening balance	24 727	25 636	24 727	25 636
Fair value adjustment recognised in profit and loss	(221)	(909)	(221)	(909)
<b>Closing balance</b>	<b>24 506</b>	<b>24 727</b>	<b>24 506</b>	<b>24 727</b>

## 30.5 Non-financial instruments - fair value hierarchy

This analysis categorises the non-financial instruments carried at fair value into different levels based on the level of subjectivity applied in determining the inputs used in the determination of fair value. This assessment is determined based on the lowest level of input that is significant to the fair value measurement in its entirety. Assessing the significance of a particular input into the fair value measurement in its entirety requires judgment, considering the factors specific to the asset or liability. If a fair value uses observable inputs that require significant adjustment based on unobservable inputs or any other significant unobservable inputs that measurement is a Level 3 measurement.



# NOTES TO THE ANNUAL FINANCIAL STATEMENTS ► (continued)

31 July 2020

## 30.5 Non-financial instruments - fair value hierarchy (continued)

The fair value hierarchy is measured as follows:

Level 1: quoted prices (unadjusted) in active markets for identical assets and liabilities.

Level 2: inputs other than quoted prices included in level 1 that are observable for the asset or liability either directly or indirectly.

Level 3: inputs for the asset or liability that are not based on observable market data that is unobservable inputs.

The Group's non-financial assets and liabilities carried at fair value as at the year end were classified as follows:

	<b>Group</b>			<b>Company</b>		
	Level 1 P'000	Level 2 P'000	Level 3 P'000	Level 1 P'000	Level 2 P'000	Level 3 P'000
<b>2020</b>						
Investment property	-	-	1 453 820	-	-	1 416 442
<b>2019</b>						
Investment property	-	-	1 469 317	-	-	1 422 962

There have been no transfers between any of the hierarchy levels during the year (2019: Nil).

No non-financial assets carried at fair value are classified as level 1 or 2.

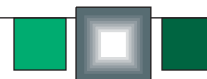
Level 3 non-financial assets comprise the investment property portfolio more fully described in note 5. The significant inputs used in determining this value are set out in that note and note 4.

Movements in level 3 non-financial instruments carried at fair value comprise:

	<b>Group</b>		<b>Company</b>	
	2020 P'000	2019 P'000	2020 P'000	2019 P'000
Opening balance	1 469 317	1 430 853	1 422 962	1 384 337
Fair value adjustment recognised in profit and loss	(13 266)	39 582	(8 601)	38 386
Capital expenditure	2 081	239	2 081	239
Foreign currency gains / (losses) reflected under other comprehensive income	(4 312)	(1 357)	-	-
<b>Closing balance</b>	<b>1 453 820</b>	<b>1 469 317</b>	<b>1 416 442</b>	<b>1 422 962</b>

In addition to the investment property disclosed as such in these financial statements, the Group equity accounts for its associate which owns an investment property accounted for at fair value. This property asset is also classified as a level 3 hierarchy and is valued based on a 15.3% (2019: 15.5%) discount rate.

The value of the investment in the associate is based on the Group's share of the net asset value of the company comprising investment property with a value of P309million (2019: P290 million) less deferred taxation of P68 million (2019: P64 million). The movement in this net asset value comprises both profit and total comprehensive income of the associate for the year and has been equity accounted.



## TERMS AND DEFINITIONS ►

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### **AGM**

Annual General Meeting of Linked Unitholders.

### **Amalgamations, acquisitions, assignment, purchase and receivable**

The method of acquisition of the portfolio and related assets on listing which included the short and long form amalgamation of companies, acquisition of properties, purchase of shares, assignment of rights and obligations and cession of the right to receive the income, all with effect from the effective date of 1 August 2011, and subsequently the amalgamation of wholly owned subsidiary Riverwalk (Proprietary) Limited and NAP on 1 August 2012.

### **Bps**

Basis points expressed as a hundredth of a percentage.

### **BSE**

The Botswana Stock Exchange as established by the Botswana Stock Exchange Act Cap 56:08.

### **Capitalisation (cap) rates**

The rate at which the annual net income from an investment is capitalised to ascertain its capital value at a given date.

### **CAGR**

Compound annual growth rate is a useful measure of growth over multiple time periods. It can be thought of as the growth rate from the initial value to the ending / current value assuming that the investment has been compounding over the time period at a constant rate.

### **Capital return**

The movement in unit price as a percentage of the opening unit price.

### **CBH**

Cash Bazaar Holdings (Proprietary) Limited, a company registered in the Republic of Botswana.

### **Company Holding Company or NAP**

New African Properties Limited.

### **CSDB**

Central Securities Depository Company of Botswana Limited.

### **Debentures**

Variable rate unsecured debentures in the debenture capital of the Company, each of which is indivisibly linked to an ordinary share, together making up a Linked Unit.

### **Discount / Premium to NAV**

The difference between the price at which units are trading on the BSE and the NAV, divided by the NAV.

### **Distributable income**

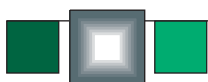
Net income from rentals, after portfolio expenses and net interest, but excluding items of a capital nature (being primarily fair value adjustments and gains / losses on disposal), other accounting entries such as rent straight line and lease accounting adjustments, and taxes on those excluded amounts.

### **Distribution**

Payments to linked unitholders twice per annum based on the distributable income and determined by the Board. These distributions comprise dividends on shares and interest on debentures. It is the income return on linked units.

### **Financial asset receivable**

The right to receive a portion of the income derived by Mynco (Pty) Ltd, for a period of 25 years, by way of cession granted by Mynco (Pty) Ltd to the Company.



## TERMS AND DEFINITIONS ► (continued)

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### **Financial year**

The financial year ending 31 July annually.

### **Forward yield**

Expected income for the following 12 months divided by the current price / value, expressed as a percentage.

### **Furnmart**

Furnmart Limited, a company incorporated in Botswana, and a company related to CBH.

### **FVPL**

Fair value through profit and loss a measurement category for financial assets in terms of IFRS. Assets categorised as FVPL are measured at fair value with movements in fair value being reflected in the Statement of Comprehensive Income and included in profit or loss but excluded from distributable income.

### **FVOCI**

Fair value through Other Comprehensive Income a measurement category for financial assets in terms of IFRS. Assets categorised as FVOCI are measured at fair value with movements in fair value being reflected in the Statement of Comprehensive Income under other comprehensive income and are excluded from the determination of profit or loss and distributable income.

### **Group**

NAP and its subsidiary companies, currently New African Properties (Namibia) (Pty) Ltd.

### **GLA**

Gross Lettable Area.

### **Historic yield**

Distributions for the previous 12 months divided by the current trading price on any given day, expressed as a percentage.

### **IFRS**

International Financial Reporting Standards

### **Income / distribution yield**

Distributions for a 12 month period divided by the unit price at the start of the 12 month period, expressed as a percentage.

### **Interest cover**

The number of times that distributable earnings before interest paid, tax and distributions covers the interest expense.

### **Linked unit**

One Ordinary share indivisibly linked to one Debenture of the Company, being the equity structure of the Company.

### **Linked unitholders**

Holders, from time to time, of Linked Units.

### **m<sup>2</sup>**

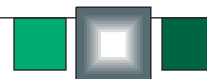
A unit of measure the area of a square the sides of which measure exactly one metre.

### **Nafprop**

Nafprop (Proprietary) Limited a company incorporated in Botswana, a subsidiary of CBH. NAP's asset and property manager.

### **Net asset value (NAV)**

The value of all assets less all liabilities, also equal to total unitholders' funds. Also expressed as NAV per linked unit by dividing NAV by the number of linked units.



## TERMS AND DEFINITIONS ► (continued)

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### **N\$**

Namibian Dollars, the legal tender of Namibia.

### **Ordinary share**

Ordinary share of no par value in the stated capital of the Company which, together with one indivisibly linked Debenture make up a Linked Unit in the Company.

### **PLS / VLS / VRLS**

Property loan stock / variable rate loan stock company, being a company registered as such and having a linked unit equity structure and investing in immovable property.

### **Property portfolio**

The properties owned by the Company, either directly or indirectly through subsidiary companies.

### **Pula or P**

The legal tender of Botswana the reporting currency for the Group.

### **Shares**

Ordinary shares of no par value in the stated share capital of the Company each of which is indivisibly linked to one Debenture.

### **Straight line adjustment**

The accounting adjustment required to smooth escalating income streams from leases over the period of each lease. This adjustment is required in terms of IFRS and is included in profit but not in the calculation of distributable income which is based on the cash flows inherent in the leases.

### **Tenant retention**

The square metres (m<sup>2</sup>) renewed on expiry expressed as a percentage of the total m<sup>2</sup> that expired during the period.

### **Thebe or t**

The legal tender of Botswana, representing one hundredth of a Pula.

### **Total return/s**

The income distribution plus the movement in the linked unit price as a percentage of the opening unit price ignoring any reinvestment of income.

### **tpu**

Thebe per linked unit.

### **Trust Deed**

The trust deed relating to the Debentures entered into between the Company and J Y Stevens, as trustee for Linked Unitholders.

### **Trustee**

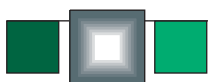
Party to the Debenture Trust Deed, and acts on behalf of debenture holders in terms of the Deed.

### **Vacancy factor**

Unoccupied space (excluding where vacant due to development) relative to total space, either calculated using GLA or rental income.

### **WHT**

Withholding tax, being a tax deducted at the source of an income stream for direct payment to the revenue authority.



## UNITHOLDER ANALYSIS ►

as at 31 July 2020

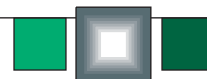
The following summarises the unitholders:

Category	Number of unitholders 2020      2019		Number of units held 2020      2019		% of units held 2020      2019	
<b>Unitholders by size of holding:</b>						
1 - 500	663	667	159 008	160 298	-	-
500 - 1 000	110	108	87 754	86 392	-	-
1 001 - 5 000	222	215	543 650	527 829	0.1%	0.1%
5 001 - 10 000	43	45	307 815	327 021	0.1%	0.1%
10 001 - 100 000	97	102	2 794 227	3 017 516	0.5%	0.5%
Over 100 000	105	96	600 504 670	600 278 068	99.3%	99.3%
Total	1 240	1 233	604 397 124	604 397 124	100.0%	100.0%
<b>Unitholders by classification:</b>						
Body corporates / trusts	29	30	97 399 982	97 380 034	16.1%	16.1%
Insurance companies, pension / equity funds	102	96	475 371 605	475 064 583	78.7%	78.6%
Individuals	1 109	1 107	31 625 537	31 952 507	5.2%	5.3%
Total	1 240	1 233	604 397 124	604 397 124	100%	100.0%
Public	1 236	1 229	507 309 085	507 309 085	83.9%	83.9%
Non-public						
Directors' interests (including associates)*	4	4	97 088 039	97 088 039	16.1%	16.1%
Total	1 240	1 233	604 397 124	604 397 124	100.0%	100.0%

\* Some of these holdings are also non-public by virtue of the person holding 10% or more of the linked units

### Registered unitholders holding more than 5% at the respective year end:

FNB Nominees (Pty) Ltd RE: AGray BPOPF	1	1	157 690 186	119 032 618	26.1%	19.7%
Cash Bazaar Holdings (Pty) Ltd	1	1	96 234 242	96 234 242	15.9%	15.9%
Stanbic Nominees Botswana RE: DPF	1	1	87 456 295	87 456 295	14.5%	14.5%
FNB Nominees (Pty) Ltd RE: AABPOPF Equity	-	1	-	38 657 568	-	6.4%
FNBB Nominees (Pty) Ltd RE: AG BPOPF Equity Port B	1	1	38 526 195	38 516 105	6.4%	6.4%
<b>Total</b>	<b>4</b>	<b>5</b>	<b>379 906 918</b>	<b>379 896 828</b>	<b>62.9%</b>	<b>62.9%</b>



## UNITHOLDER ANALYSIS (continued)

as at 31 July 2020

### 2020

Month	Closing mkt cap Pm	High P	Low P	Closing # P	Volume traded	Value traded P	Number of trades	Average trade value P
Aug-19	1 958	3.24	3.24	3.24	718 986	2 329 515	21	110 929
Sep-19	1 958	3.24	3.24	3.24	72 504	234 913	5	46 983
Oct-19	1 958	3.24	3.24	3.24	358 954	1 163 011	9	129 223
Nov-19	1 958	3.24	3.24	3.24	175 914	569 961	13	43 843
Dec-19	1 958	3.25	3.24	3.24	26 669	86 438	3	28 813
Jan-20	1 964	3.25	3.24	3.25	1 031 588	3 351 657	16	209 479
Feb-20	1 964	3.25	3.25	3.25	356 938	1 160 049	7	165 721
Mar-20	1 964	3.25	3.25	3.25	939 987	3 054 958	16	190 935
Apr-20	1 964	3.25	3.25	3.25	361 910	1 176 208	6	196 035
May-20	1 964	3.25	3.25	3.25	1 926 158	6 260 014	13	481 540
Jun-20	1 952	3.25	3.23	3.23	71 328	231 262	12	19 272
Jul-20	1 952	3.23	3.23	3.23	30 655	99 016	2	49 508
Annual	1 952	3.25	3.23	3.23	6 071 591	19 717 002	123	160 301

Number of units traded as a % of total units in issue

1.00%

### 2019

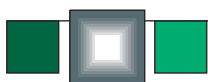
Month	Closing mkt cap Pm	High P	Low P	Closing # P	Volume traded	Value traded P	Number of trades	Average trade value P
Aug-18	1 946	3.22	3.21	3.22	11 339	36 457	8	4 557
Sep-18	1 958	3.24	3.23	3.24	175 846	568 251	10	56 825
Oct-18	1 958	3.24	3.24	3.24	338 052	1 095 288	16	68 456
Nov-18	1 958	3.24	3.24	3.24	604 036	1 957 077	29	67 485
Dec-18	1 964	3.25	3.24	3.25	1 044 658	3 395 012	12	282 918
Jan-19	1 958	3.25	3.24	3.24	4 612	14 974	3	4 991
Feb-19	1 952	3.24	3.23	3.23	9 508 278	30 711 874	24	1 279 661
Mar-19	1 952	3.23	3.23	3.23	122 416	395 404	9	43 934
Apr-19	1 952	3.23	3.23	3.23	975 639	3 151 314	29	108 666
May-19	1 952	3.23	3.23	3.23	671 538	2 169 068	14	154 933
Jun-19	1 958	3.24	3.23	3.24	138 124	447 091	7	63 870
Jul-19	1 958	3.24	3.24	3.24	2 173 316	7 041 544	21	335 312
Annual		3.25	3.21	3.24	15 767 854	50 983 354	182	280 128

Number of units traded as a % of total units in issue

2.61%

# the closing value is based on the BSE report for trades that take place on the last day of the month while all other information is based on the record date per the Transfer Secretary records. At times the closing price is therefore outside the minimum to maximum range for a specific month.





# NOTICE OF ANNUAL GENERAL MEETING ►

NEW AFRICAN PROPERTIES LIMITED  
“the Company” or “New African Properties” or “NAP”  
Incorporated in the Republic of Botswana, UIN BW00001055962 (Previously 2008/545)  
BSE share code: NAP ISIN code: BW 000 000 1049

## NOTICE TO ALL LINKED UNITHOLDERS

NOTICE IS HEREBY GIVEN THAT the Annual General Meeting of the Company for the 2020 financial year will be held in the Nafprop Boardroom, Cash Bazaar Holdings, Plot 20573/4, Block 3, Gaborone, at 08h00 on Friday, the 22nd day of January 2021.

### AGENDA

#### 1. Notice convening the meeting.

#### 2. Ordinary resolutions:

##### 2.1 Resolution number 1:

“To consider and adopt the annual financial statements and integrated annual report, including the report of the auditors, for the year ended 31 July 2020.”

##### 2.2 Resolution number 2:

“To consider and ratify the distributions declared for the year, comprising:

- Number 17 - declared 28 April 2020, paid 3 June 2020 12.04 thebe per unit
- Number 18 - declared 28 July 2020, paid 9 September 2020 13.48 thebe per unit.”

##### 2.3 Resolution number 3:

“To re-elect retiring directors and confirm new directors in accordance with the Company's Constitution. Motions for re-election will be moved individually.

In terms of the Constitution at least one-third of the directors shall retire at each meeting, with all directors who have held office for three years since last election or appointment being required to retire. Accordingly, Messrs. J.P. Mc Loughlin and S. Venkatakrishnan being eligible, offer themselves for re-election. Abridged Curriculum Vitae's of these directors are set out on page 12 of this annual report.”

Should any unitholder wish to propose another candidate for election as director (“the Candidate”), the procedures are governed by clause 20.9.3 of the Company's Constitution. This provides that no person not being a retiring Director shall be eligible for election to the office of the director at any Annual General Meeting unless the member intending to propose him has, at least five days before the meeting, left at the registered office of the Company a notice in writing, duly signed signifying the intention of such member to propose the Candidate and the consent of the Candidate to assume the office of director.

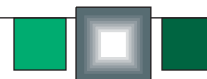
##### 2.4 Resolution number 4:

“To consider and ratify the directors' fees payable to independent directors for the year ended 31 July 2020 as set out on page 37 of the annual report.”

##### 2.5 Resolution number 5:

“(a) To reappoint PricewaterhouseCoopers as auditors of the Company for the ensuing year”; and  
“(b) to approve their remuneration for the year ended 31 July 2020.”

These motions will be moved individually.



## NOTICE OF ANNUAL GENERAL MEETING ► (continued)

### **2.6 Resolution number 6:**

"To place linked units equal to an aggregate of 15% of the number of linked units in issue at any time, currently 90 659 568 units, under the control of the directors for allotment and issue for the acquisition of immovable property until the next annual general meeting, at which meeting such authority will be sought to be renewed until the next annual general meeting, or for 15 months from the date on which this resolution was passed, whichever period is the shorter, subject to the following limitations in respect of each of the two resolutions below. It is specifically recorded that this preamble is applicable to each of the resolutions under 2.6 (a) and (b) and that the 15% limit referred to above is the aggregate limit for all issues under these two subsections of resolution 6 which will be voted on individually.

#### **(a) Issue for the acquisition of immovable property:**

- i. The BSE to be consulted and determines that the issue is for a bona fide acquisition or amalgamation / merger.

#### **(b) Issue for the acquisition of immovable property by way of a vendor consideration placing:**

The minimum placing price is the lower of:

- i. a 10% discount to the 30 business day weighted average ruling price prior to the date that the placing is authorised by the directors; or
- ii. a 10% discount to the 3 business day weighted average ruling price prior to the date of the placing; provided that these limits may be exceeded with specific approval by special resolution, approved by 75% of all unitholders present in person or by proxy in general meeting, where any vendor and its associates or other party participating in the placing is excluded from voting."

### **3. To transact any other business which may be transacted at an annual general meeting.**

### **4. To respond to any questions from unitholders.**

### **5. Close the meeting.**

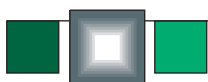
#### **NOTE:**

Any member who is entitled to attend and vote at a general meeting is entitled to appoint one or more persons as a proxy to attend, speak and vote in his / her stead and the proxy so appointed need not be a member of the Company. Proxy forms must be deposited at the registered office of the Company not less than 24 (twenty-four) hours before the time fixed for the meeting.

*By order of the Board*

Dated this 12 November 2020

DPS Consulting Services (Pty) Ltd  
Company Secretary  
Registered office:  
Plot 50371, Fairground Office Park, Gaborone  
Fax +267 397 3901



## PROXY FORM ►

NEW AFRICAN PROPERTIES LIMITED  
“the Company” or “New African Properties” or “NAP”

I/ We \_\_\_\_\_

Of \_\_\_\_\_

Being the registered holder/s of \_\_\_\_\_ linked units in the Company, at the close of business on Monday, 18th January 2021, hereby appoint:

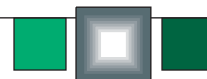
\_\_\_\_\_ of \_\_\_\_\_;  
Or failing him / her

\_\_\_\_\_ of \_\_\_\_\_;  
Or failing him / her

the Chairman of the meeting

as my / our proxy to attend, speak and vote for me / us on my / our behalf at the annual general meeting of the company to be held at 08h00 on Friday, 22nd January 2021, and at any adjournment thereof and to vote for or against the resolutions or to abstain from voting in respect of the units registered in my / our name/s, in accordance with the following instructions:

Resolution number	Detail	In favour	Against	Abstain
1	Consider and adopt the annual financial statements			
2	Consider and ratify the distributions declared for the year			
3	To re-elect retiring directors and confirm new directors (a) J.P. Mc Loughlin (b) S. Venkatakrishnan			
4	Consider and ratify the directors' fees payable to independent directors			
5	(a) Reappoint PricewaterhouseCoopers as auditors of the Company for the ensuing year, and (b) Approve their remuneration			
6	Place linked units equal to an aggregate of 15% of the number of linked units in issue at any time under the control of the directors - all subject to the full wording in the notice: (a) Issue for the acquisition of immovable property (b) Issue for the acquisition of immovable property by way of a vendor consideration placing			



## PROXY FORM ► (continued)

Signed this \_\_\_\_\_ day of \_\_\_\_\_

Full name: \_\_\_\_\_

Signature: \_\_\_\_\_

Assisted by (Guardian): \_\_\_\_\_

*A member who is entitled to attend and vote at a general meeting is entitled to appoint one or more persons as a proxy to attend, speak and vote in his / her stead and the proxy so appointed need not be a member of the Company.*

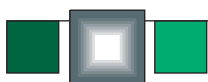
### **Registered office:**

Plot 50371 Fairground Office Park, Gaborone

Fax +267 397 3901

### **INSTRUCTIONS ON SIGNING AND LODGING THIS PROXY FORM**

1. This must be deposited at the Registered Office of the Company not less than 24 (twenty-four) hours before the time of the scheduled meeting.
2. A deletion of any printed matter and the completion of any blank space(s) need not be signed or initialled. Any alteration or correction made on this form must be signed, not initialled, by the signatory / signatories.
3. The Chairman of the meeting shall be entitled to decline to accept the authority of the signatory:
  - a. Under a power of attorney; or
  - b. On behalf of a company or any other entity;unless such power of attorney or authority is deposited at the registered office of the company not less than 24 (twenty-four) hours before the scheduled time for the meeting.
4. The authority of a person signing a Proxy in a representative capacity must be attached to the Proxy form unless the authority has previously been recorded by the Secretary.
5. The signatory may insert the name of any person(s) whom the signatory wishes to appoint as his proxy in the blank space(s) provided for that purpose.
6. When there are joint holders of units and if more than one such joint holder is present in person or represented by proxy, then the person whose name stands first in the register in respect of such units, or his / her Proxy, as the case may be, shall alone be entitled to vote in respect thereof.
7. The completion and lodging of this Proxy shall not preclude the signatory from attending the meeting and speaking and voting in person thereat to the exclusion of any Proxy appointed in terms hereof should such signatory wish to do so.
8. The Chairman of the meeting may reject or accept any Proxy form which is completed and / or submitted other than in accordance with these instructions, provided that he is satisfied as to the manner in which a member wishes to vote.
9. If the unitholding is not indicated on the Proxy form, the Proxy will be deemed to be authorised to vote the total unitholding.
10. A minor or any other person under legal incapacity must be assisted by his / her parent or guardian, as applicable, unless relevant documents establishing his / her capacity are produced or have previously been registered.



## CORPORATE INFORMATION AND ADMINISTRATION ►

### NEW AFRICAN PROPERTIES LTD

"the Company" or "New African Properties" or "NAP"  
Incorporated in the Republic of Botswana  
Company No. BW0000 1055962 (formerly 2008/545)  
BSE share code: NAP  
ISIN code: BW 000 000 1049  
[www.newafricanproperties.co.bw](http://www.newafricanproperties.co.bw)

#### Managing Director

Tobias Mynhardt  
Cash Bazaar Holdings  
Plot 20573/4, Block 3, Gaborone  
Private Bag 115, Gaborone  
Tel: +267 367 0501  
Fax: +267 397 4734

#### Financial Director

Lauren Tapping  
Cash Bazaar Holdings  
Plot 20573/4, Block 3, Gaborone  
Private Bag 115, Gaborone  
Tel: +267 367 0501  
Fax: +267 397 4734

#### Company Secretary and registered office

DPS Consulting Services (Pty) Ltd  
Plot 50371, Fairground Office Park, Gaborone  
P.O. Box 1453, Gaborone  
Tel: +267 395 2011  
Fax: +267 397 3901

#### Transfer Secretaries

Grant Thornton Business Services (Pty) Ltd  
Plot 50370, Acumen Park, Gaborone  
P.O. Box 1157, Gaborone  
Tel: +267 395 2313  
Fax: +267 397 2357  
Email: [aparna.vijay@bw.gt.com](mailto:aparna.vijay@bw.gt.com)

#### Property and Asset Manager

Nafprop (Pty) Ltd  
Plot 20573/4, Block 3, Gaborone  
Private Bag 115, Gaborone  
Tel: +267 391 3051  
Fax: +267 397 2598  
Email address: [Info@nafprop.co.bw](mailto:Info@nafprop.co.bw)

#### Trustee

J.Y. Stevens  
Plot 64518, Fairground Office Park, Gaborone  
P.O. Box 211008, Bontleng, Gaborone  
Tel: +267 395 2474  
Fax: +267 395 2478  
Email: [jy@dss.co.bw](mailto:jy@dss.co.bw)

#### Auditors

PricewaterhouseCoopers  
Plot 50371, Fairground Office Park, Gaborone  
P.O. Box 294, Gaborone  
Tel: +267 395 2011  
Fax: +267 397 3901

#### Corporate Law Advisor

NeillArmstrong  
P.O. Box 45701, Riverwalk  
Tel: +267 395 2788  
Email: [nwa@neillarmstrong.com](mailto:nwa@neillarmstrong.com)

#### Bankers

ABSA Bank Botswana Ltd  
Plot 74358, Building 4, Prime Plaza, New CBD  
P.O. Box 478, Gaborone  
Tel: +267 363 3904  
Fax: +267 397 1373

#### Sponsors

Motswedi Securities (Pty) Ltd  
Unit 30, Plot 113, Kgale Mews, Gaborone  
Private Bag 00223, Gaborone  
Tel: +267 318 8627  
Fax: +267 318 8629  
Email: [motswedi@motswedi.co.bw](mailto:motswedi@motswedi.co.bw)



**NEW AFRICAN PROPERTIES**  
**INTEGRATED ANNUAL REPORT 2020**

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