

Media release:

## **METROFILE DELIVERS 20% GROWTH IN HEPS, HIKES FULL YEAR DIVIDEND BY 67%**

30 August 2012: Metrofile Holdings, the JSE listed information and records storage management business, has delivered a 20% growth in Headline Earning Per Share (HEPS) and increased its full year dividend by 67% to 7.5 cents per share.

According to Metrofile CEO, Graham Wackrill, the group aims to take advantage of current market conditions to continue its expansion plans. "Due to the favourable interest rates, commodity prices and the group's increased borrowing capacity, Metrofile intends to accelerate its capital expenditure programme, in respect of new buildings, in the 2013 financial year and will reduce its planned investment in the 2014 financial year accordingly."

Wackrill also said improvements in the group's financial structure and continued strong cash flows have enabled it to lower the dividend cover for the full year from 4,15 times in the comparative period to 3,10 times for the current year. "This is the second year that Metrofile has paid a dividend to its shareholders and we are very pleased to be in a position to increase this payment by such a significant margin."

The group announced a 20% increase in HEPS for the period to 21,7 cents per share from 18,1 cents per share in the previous year.

Revenue increased 13,7% to R524 million and EBITDA rose by 17,0% to R171 million. Net finance costs reduced by 11% in line with the continued reduction in the group's debt level, with its net debt to equity ratio reducing to 40,0% compared with 60,5% a year earlier.

Wackrill said the results have been supported by Metrofile's continued strategy to expand its services in the information management sector, particularly through the acquisition of complementary businesses. "This was further demonstrated by the acquisition of business continuity management firm Global Continuity SA in March 2012 and a further 15% of document destruction company Cleardata."

"Given Metrofile's diverse range of solutions, we are in a very strong position to partner with our customers with regards to good record keeping, legal compliance and risk mitigation."

Wackrill says the group's latest financial results reflect Metrofile's position as the market leader in information and records storage management in Africa. "We will continue to expand our range of services in the information management sector through both innovation and acquisition. A continued focus on cross-selling our services to both new and existing customers also remains a key part of the group's strategy going forward."

"Being a trusted brand with expanding services and a stable, non-cyclical, business model Metrofile is well-positioned to continue its growth in revenue, EBITDA, earnings and dividends in the year ahead," concludes Wackrill.



-Ends-

#### About Metrofile

Metrofile is the market leader in information and records storage management in Africa and is represented in the 6 major provinces of South Africa, Mozambique and through the CSX Customer Services brand has contracts in numerous other African countries. Metrofile operates from 28 facilities covering more than 89,000 square metres of warehousing and office space and manages more than 21 billion records on behalf of its customers. In accordance with its owner/lessee model, 56% of its facilities are owned by the group.

Services include Active Records Management, Image Processing, Hosting, Data backup (both vault and online), Archive Storage & Management, File plan development, Confidential Records Destruction, Paper Recycling as well the sale and maintenance of a wide range of business equipment, including scanners, library security systems, mailing and packaging machines. With the acquisition, in March 2012, of the business Global Continuity SA the group also can now offer its customers business and IT continuity services which compliment its existing Data Protection offerings.

Metrofile has been listed on the JSE Limited ("JSE") since 1995 and its ordinary shares are quoted in the "Support Services" sector of the JSE. Its largest shareholder is its empowerment partner, Mineworkers Investment Company ("MIC") which owns 34,7% of Metrofile's equity. Visit [www.metrofileholdings.com](http://www.metrofileholdings.com) for more information.

