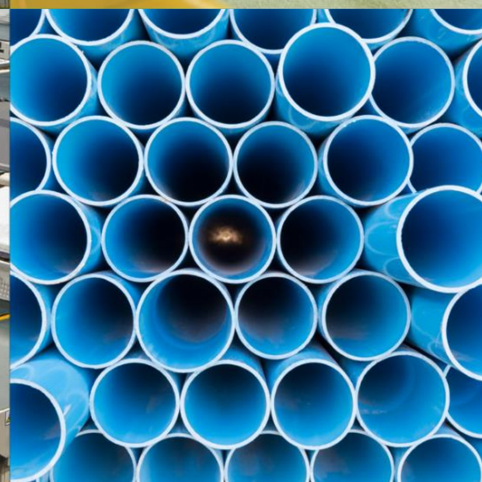



KAP



AUDITED RESULTS

FOR THE YEAR ENDED 30 JUNE 2020


AGENDA

INTRODUCTION	JAAP DU TOIT
STRATEGY IMPLEMENTATION	GARY CHAPLIN
DIVISIONAL OPERATIONAL REVIEW	GARY CHAPLIN
FINANCIAL ANALYSIS	FRANS OLIVIER
OUTLOOK	GARY CHAPLIN
Q&A	GARY CHAPLIN / FRANS OLIVIER

INTRODUCTION

JAAP DU TOIT

CHAIRMAN

INTEGRATED INTO EVERY DAY

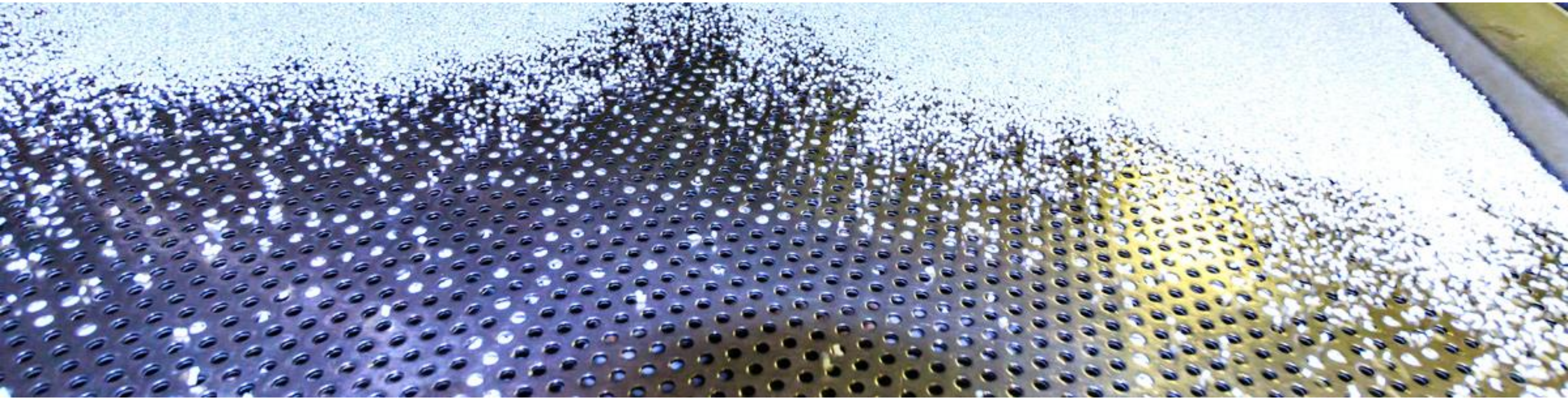
STRATEGY IMPLEMENTATION

GARY CHAPLIN

CHIEF EXECUTIVE OFFICER

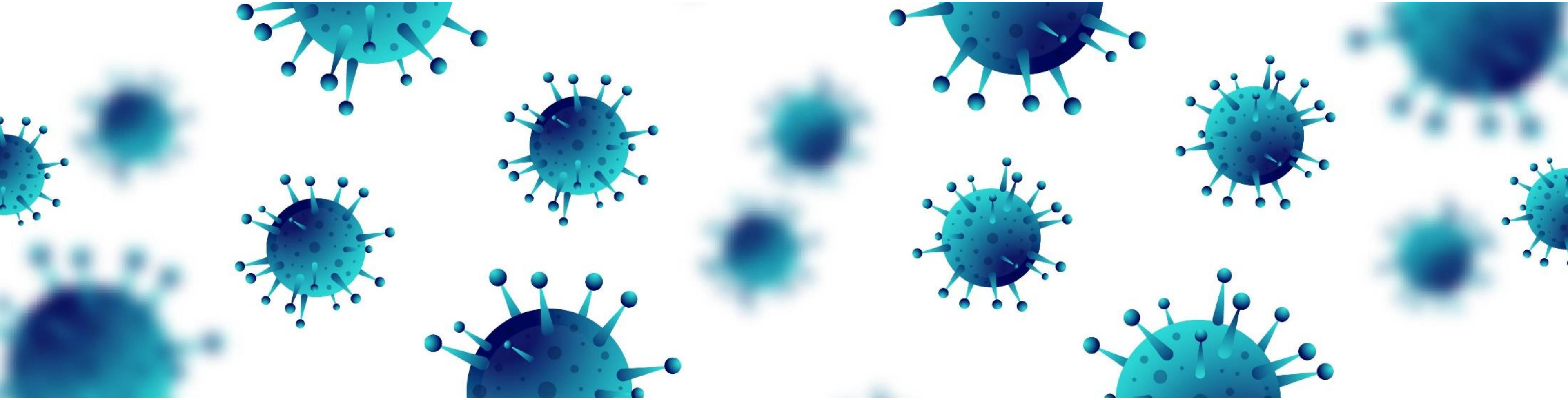
INTEGRATED INTO EVERY DAY

OPERATING ENVIRONMENT



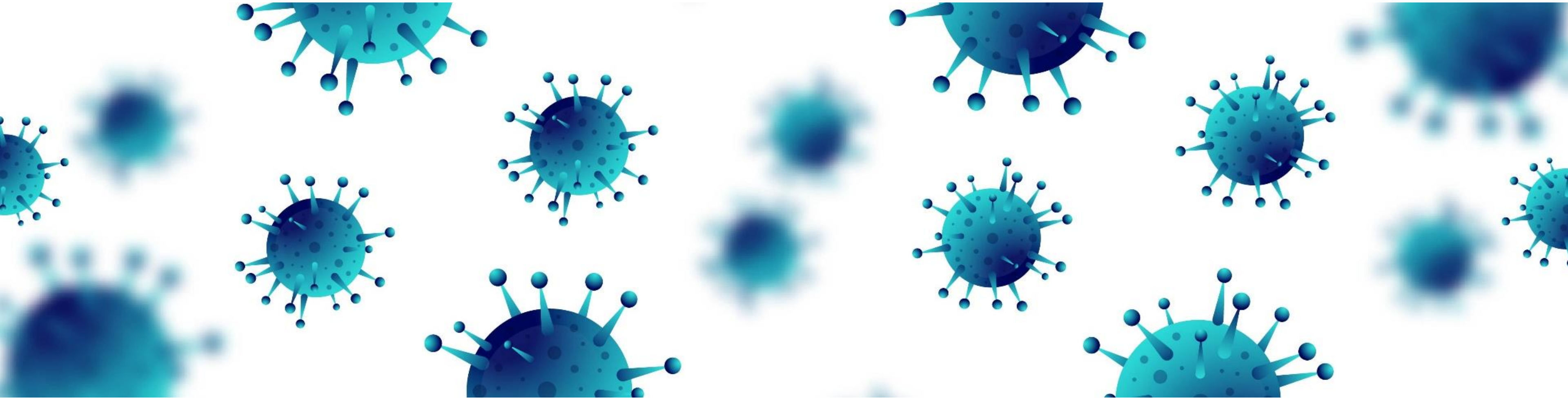
- Three primary factors that impacted FY20:
  - Weak SA macroeconomic and sociopolitical environment
    - Increasing political uncertainty and non-delivery
    - Increasingly unreliable electricity supply
    - Escalating social unrest
    - Low levels of business and consumer confidence
    - Increasing unemployment
  - Deepening global cyclical polymer trend
  - Covid-19 (‘Covid’) and Lockdown regulations

OPERATING ENVIRONMENT: COVID



- Level 5 Lockdown impact:
  - All divisions were negatively impacted in varying degrees
  - Reduced demand in essential products and services experienced
  - Automotive Components division already impacted in early March
- Level 4 and Level 3 Lockdown impact:
  - Recommencement of majority of operations disrupted due to:
    - Elements of certain value chains not permitted to operate
    - Volatile and inconsistent customer demand
    - Workplace and workforce restrictions
    - Border restrictions
    - Covid infections among employees
  - Intercity and Tourism Passenger Transport not operational
- Level 2 Lockdown impact:
  - All operations permitted to operate, except cross-border passenger travel and international tourism
- Staff infections: 386 infections; 269 recoveries; 8 deaths (as at 17 August 2020)

STRATEGY: COVID



- Risk-based approach adopted with the following Covid-related risks identified:
  - Immediate and medium-term liquidity
  - Corporate funding capacity and financial covenants
  - Sustainability of revenue
  - Sustainability of customers and associated credit risk
  - Sustainability of suppliers and potential supply chain interruptions
  - Sustainability of operations, including the effect on employees

STRATEGY: COVID

KAP

Risk mitigation actions included, inter alia:

- **Liquidity and funding capacity**
  - Suspension of non-essential expenditure and uncommitted capex
  - 20% salary reductions for three months and cancellation of all incentives and FY21 inflationary salary increases
  - Focus on optimising working capital
  - Additional R950 million banking facilities raised as contingency funding
  - Daily cash balances reviewed with seven-day rolling cash flow forecasts
  - Mature financial reporting systems proved invaluable for regular scenario planning
- **Markets and customers**
  - Credit limit approval frameworks revised
  - Compliance with credit insurance policy remained intact
  - Additional focus on key customers to ensure sustainability and growth post Lockdown
  - Government actively lobbied directly and through various associations to clarify and amend Lockdown regulations
- **Supply chains**
  - All key suppliers reviewed in terms of sustainability
- **Employees**
  - Best practice protocols and procedures adopted to protect employees
  - Work-from-home protocols introduced without compromising governance
  - TERS UIF applications made on behalf of all employees
  - Executive communication enhanced through various media to maintain employee morale

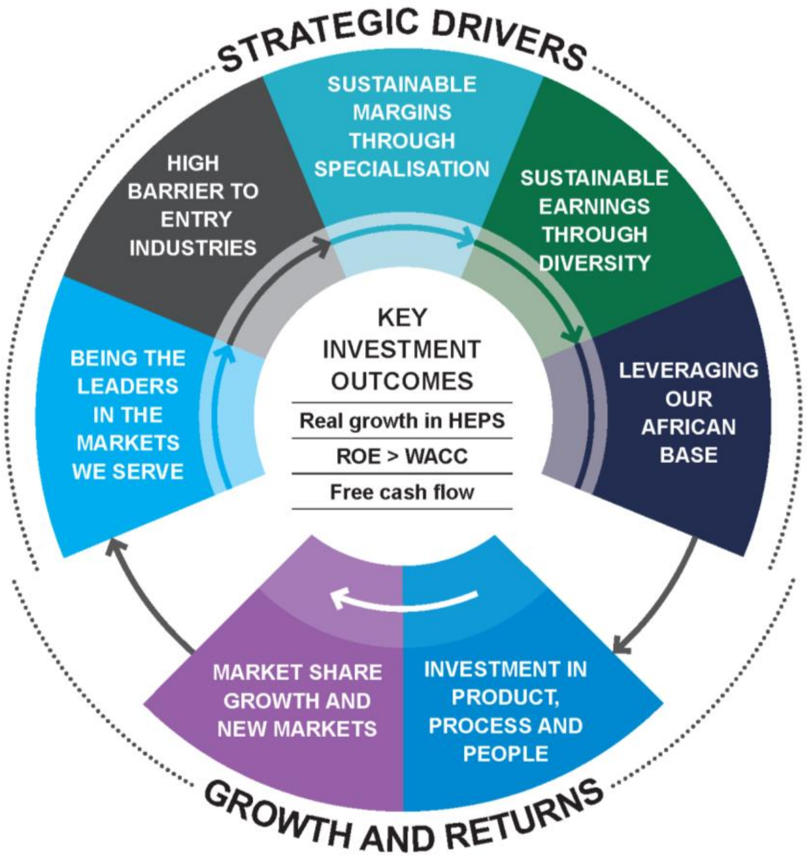
STRATEGY: COVID

ESTIMATED FINANCIAL IMPACT OF COVID/LOCKDOWN ON OPERATIONS*

Division	Revenue Rm	Operating profit Rm
Integrated Timber	**822**	**427**
Automotive Components	**438**	**154**
Integrated Bedding	**242**	**40**
Polymers	**203**	**34**
Contractual Logistics – South Africa	**297**	**50**
Contractual Logistics – Africa	**160**	**65**
Passenger Transport	**312**	**37**
KAP Group total	**2 474**	**807**

* Actual performance for the year compared to the internal forecast prepared in March 2020, i.e. before Lockdown and including eight months of actual results and four months forecasts. These estimates are unaudited.

STRATEGY



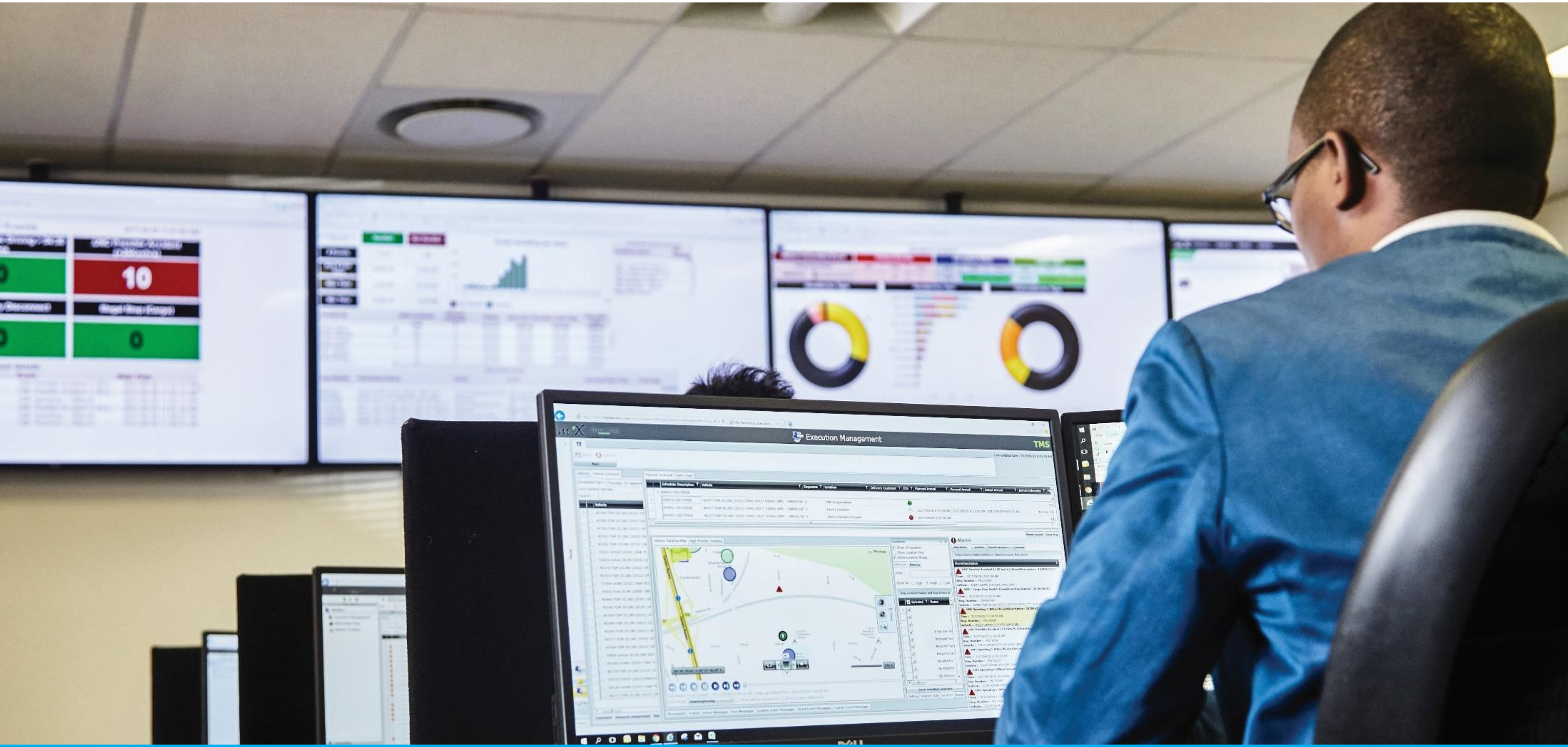
- Perfect storm of outside impacts
  - Weak macroeconomic conditions
  - Deepening cyclical polymer trend
  - Covid
- Resilience of KAP's business model was proven
  - Maintained positive EBITDA and cash flow from operations throughout Lockdown
  - Settled R500 million corporate bond in May from existing facilities
  - Remained within financial covenants at 30 June
  - Financial forecasts reflect financial sustainability beyond FY20
  - Secured R950 million contingency facility during Lockdown

KAP

DIVISIONAL OPERATIONAL REVIEW

GARY CHAPLIN

CHIEF EXECUTIVE OFFICER



INTEGRATED INTO EVERY DAY

INTEGRATED TIMBER

PG BISON

- March YTD performance was ahead of budget with strong market demand
- Value-added product ratio increased to 61% (FY19: 58%) in line with strategy
- Ugie and Piet Retief particleboard plant upgrades were successfully completed
- Additional value-added capacity was installed:
  - Sixth MFB press installed with first robotic feed in SA
  - SupaMatt coating technology installed
- Resin operations performed well
- Southern Cape successfully commissioned new additional opticut and bandsaw facilitates for improved sawmill yields
- PG Bison was initially closed for Lockdown, with a staggered reopening of operations commencing on 20 April at Southern Cape, 1 May at Boksburg, 25 May at Ugie and 10 June at Piet Retief
- Demand-driven reduction in pulp prices reduced plantation valuation, but provides cost benefits on procurement

REVENUE

R3 208m

OPERATING PROFIT

R323m

AUTOMOTIVE COMPONENTS

- February YTD performance was ahead of prior year despite lower new vehicle build volumes and light commercial vehicle (LCV) sales volumes
- B-BBEE Level 4 was attained ahead of new APDP requirements
- Three-year wage deal was secured, providing future industry stability
- Division was already severely impacted by Covid during March, before Lockdown
- Very slow reopening of operations commenced during May
- Industry new vehicle assembly volumes and LCV sales declined by 24% for the financial year
- New model introductions postponed by at least three months
- Restructuring of operations initiated in anticipation of slow automotive sector recovery

REVENUE
R1 725m

OPERATING PROFIT
R88m

INTEGRATED BEDDING

- March YTD performance was in line with prior year despite subdued furniture retail sector
  - Mattress operating margin improved through increased volumes, improved product mix and investments in automation and logistics
  - Black Friday and December peak volumes were well executed
  - Vitafoam volumes were impacted by subdued furniture sector and mattress re-engineering, however new product introductions offset lost revenue
  - DesleeMattex performance improved following management restructure with associated operations, product range and service level improvements
  - Acquisition of fabric recycler to further enhance backward integration and entry into recycling sector
- Primary operations closed under Lockdown with recommencement from 1 June 2020 under Level 3
- Vitafoam produced non-woven textiles for medical and agricultural sectors and hospital mattresses during Lockdown

REVENUE

R1 286m

OPERATING PROFIT

R171m

POLYMERS

- The following factors impacted significantly on the global polymers sector:
  - Subdued global consumption
  - Capacity expansions in the US (mainly ethylene and polyethylene)
  - US/China trade war resulting in an oversupply in non-US territories, including Europe, which exports duty-free to SA
  - War on single-use plastics
- Margin drivers of Safripol:
  - Import parity price of PET, HDPE and PP, which is driven by global supply/demand
  - Globally indexed US dollar pricing of ethylene and propylene raw material acquired from Sasol
  - Global PTA, MEG and PIA raw material US dollar commodity pricing (impacted by oil price)
  - Rand/US dollar exchange
  - Commodity and currency changes during ‘procurement to sales cycle’
- Significant margin impact on Polymers division, reflected as follows:

	Margin variance 1H20 vs 1H19	Margin variance 2H20 vs 2H19	Margin variance 2H20 vs 1H20	Margin variance FY20 vs FY19
PET	(45%)	(15%)	8%	(32%)
HDPE	(33%)	(36%)	(35%)	(33%)
PP	2%	3%	(12%)	3%

PET – Polyethylene terephthalate | HDPE – High density polyethylene | PP – Polypropylene

POLYMERS

	PET		HDPE		PP	
	FY20	FY19	FY20	FY19	FY20	FY19
Revenue (Rm)	2 907	3 703	2 502	2 902	1 892	2 085
Sales volume (tonnes)	195 064	200 839	155 688	155 288	114 218	114 816
Production volumes (tonnes)	204 430	212 318	150 598	162 445	110 634	117 230
Average R/USD exchange	15.68	14.19	15.68	14.19	15.68	14.19

- YTD March performance reflected a 5% increase in sales volumes
- Local PET sales increased by 26% for the year and low margin exports were reduced
- Strong growth was achieved in higher margin co-polymers (PP)
- Collar protection was re-instated on ethylene supply
- Cyclically low global margins impacted significantly on profitability
- General duty tariff on PET increased from 10% to 15% and anti-dumping duties on Chinese imports gazetted
- Duty-free imports of PET from Europe continue to constrain PET margins
- Production of bio-PET continued and trials for returnable PET bottles were successfully concluded
- Operations continued throughout Lockdown with focus on essential services sectors – food, pharmaceutical and agriculture, thereby illustrating broader polymer applications
- Strategy formulated in relation to polymer sustainability

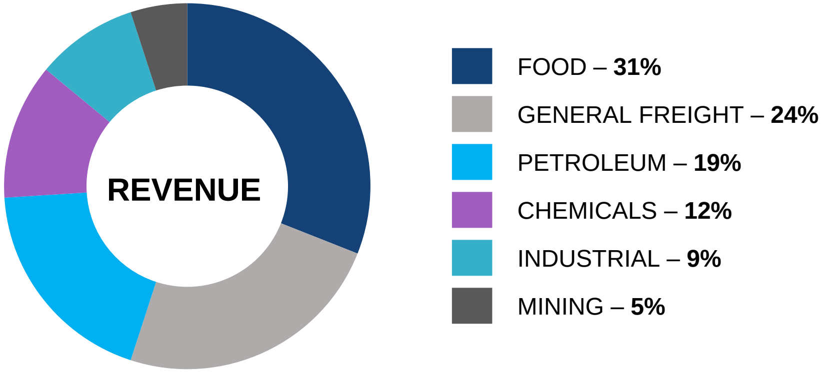
REVENUE

R7 301m

OPERATING PROFIT

R160m

CONTRACTUAL LOGISTICS – SOUTH AFRICA



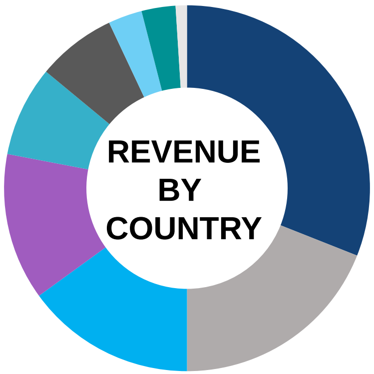
- The division performed well in a challenging market, showing strong growth leading up to Lockdown
- The Control Tower gained momentum and is adding real value:
    - Reduction in accidents and avoidance of potential accidents
    - Improved fleet utilisation and efficiency
    - Improved driver performance
    - Reduced fuel costs
    - Adding value to customers from a business intelligence perspective
- Annualised revenue of renewals – R205 million and new contracts – R 400 million
- Annualised revenue of contracts lost – R64 million
- Major customer dispute amicably resolved
- Division operated throughout Lockdown, however at materially lower volumes
- Less impact on businesses performing essential services

REVENUE
R4 954m

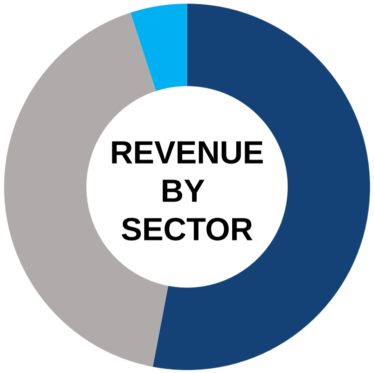
OPERATING PROFIT*
R225m

* Excluding B-BBEE cost

CONTRACTUAL LOGISTICS – AFRICA



- BOTSWANA – **31%**
- MOZAMBIQUE – **19%**
- ESWATINI – **15%**
- MALAWI – **13%**
- TANZANIA – **8%**
- NAMIBIA – **7%**
- LESOTHO – **3%**
- MADAGASCAR – **3%**
- ZAMBIA – **1%**



- ROAD HAULAGE – **53%**
- AGRICULTURE – **42%**
- MINING – **5%**

- March YTD performance showed good improvement over weak 1H20
- Ramp up of new and renewed agriculture contracts progressed ahead of expectation
- Annualised revenue of renewals – R 975 million and new contracts – R 222 million
- Annualised revenue of contracts lost – R55 million
- Executive restructure completed and recruitment of key executives in progress
- Strategy realigned to facilitate:
  - Growth in agriculture through technology
  - Growth in road haulage to reduce concentration in fuel distribution sector
- Agriculture sector operated well throughout Lockdown
- Fuel distribution volumes significantly affected by Lockdown disruptions and cross-border restrictions

REVENUE

R1 865m

OPERATING PROFIT

R214m

PASSENGER TRANSPORT

- Performance of the division to March remained stable with Commuter, Personnel and Mozambique operations performing well.
- The restructure of underperforming commuter contracts showed improved results
- Lower diesel price provided relief on certain operations
- Intercity and Tourism operations, however, continued to perform poorly
- Disposal process in relation to Intercity and Tourism was suspended during Lockdown, but re-initiated post year-end
- Commuter, Personnel and Mozambique operations performed satisfactorily through Lockdown with additional vehicles required due to passenger number restrictions
- Standing compensation received on certain non-operating contracts during Lockdown
- Operations showed strong improvement under Level 4 and 3

REVENUE

R2 179m

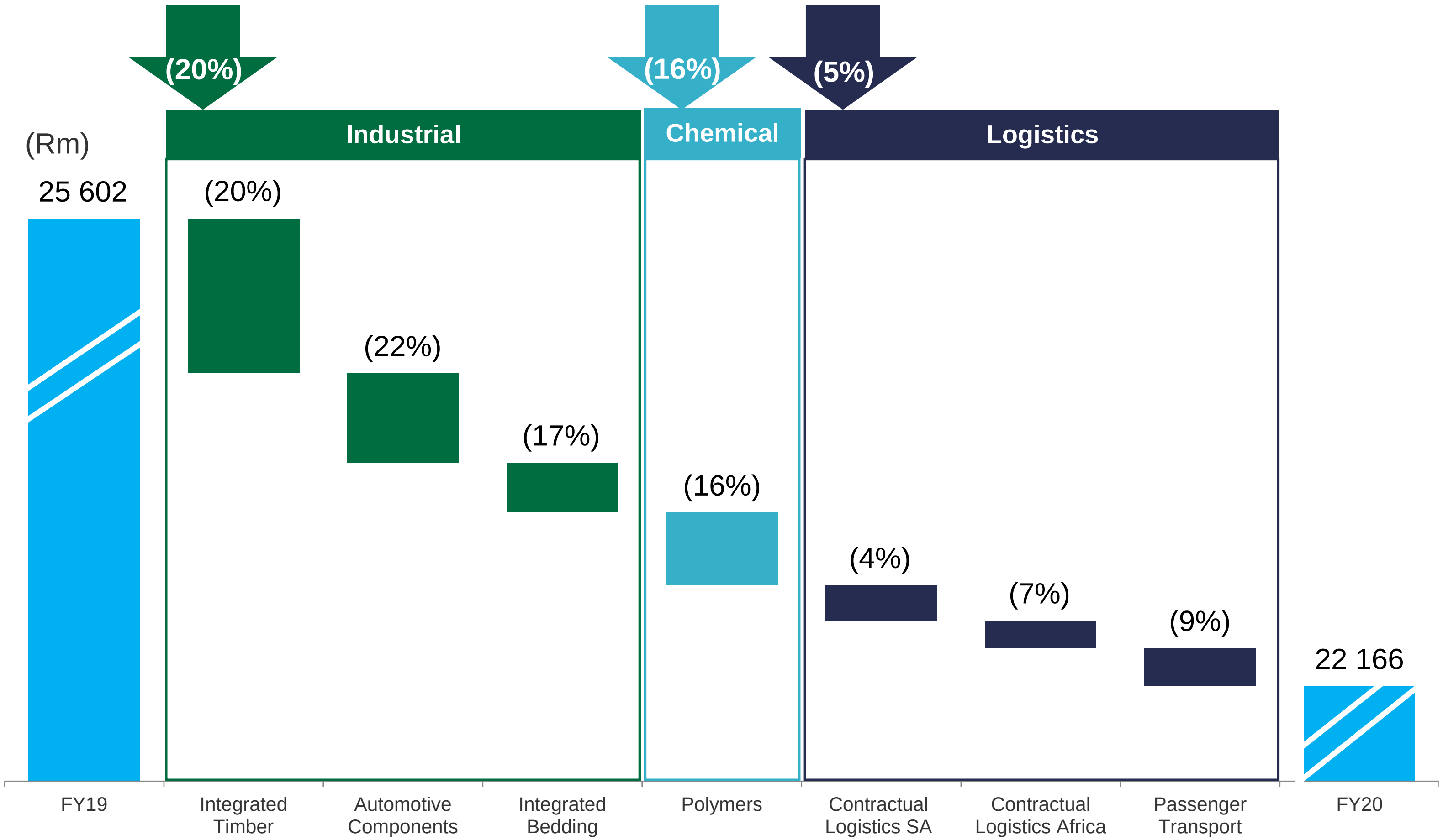
OPERATING PROFIT

R166m

DIVISIONAL OPERATIONAL REVIEW

KAP

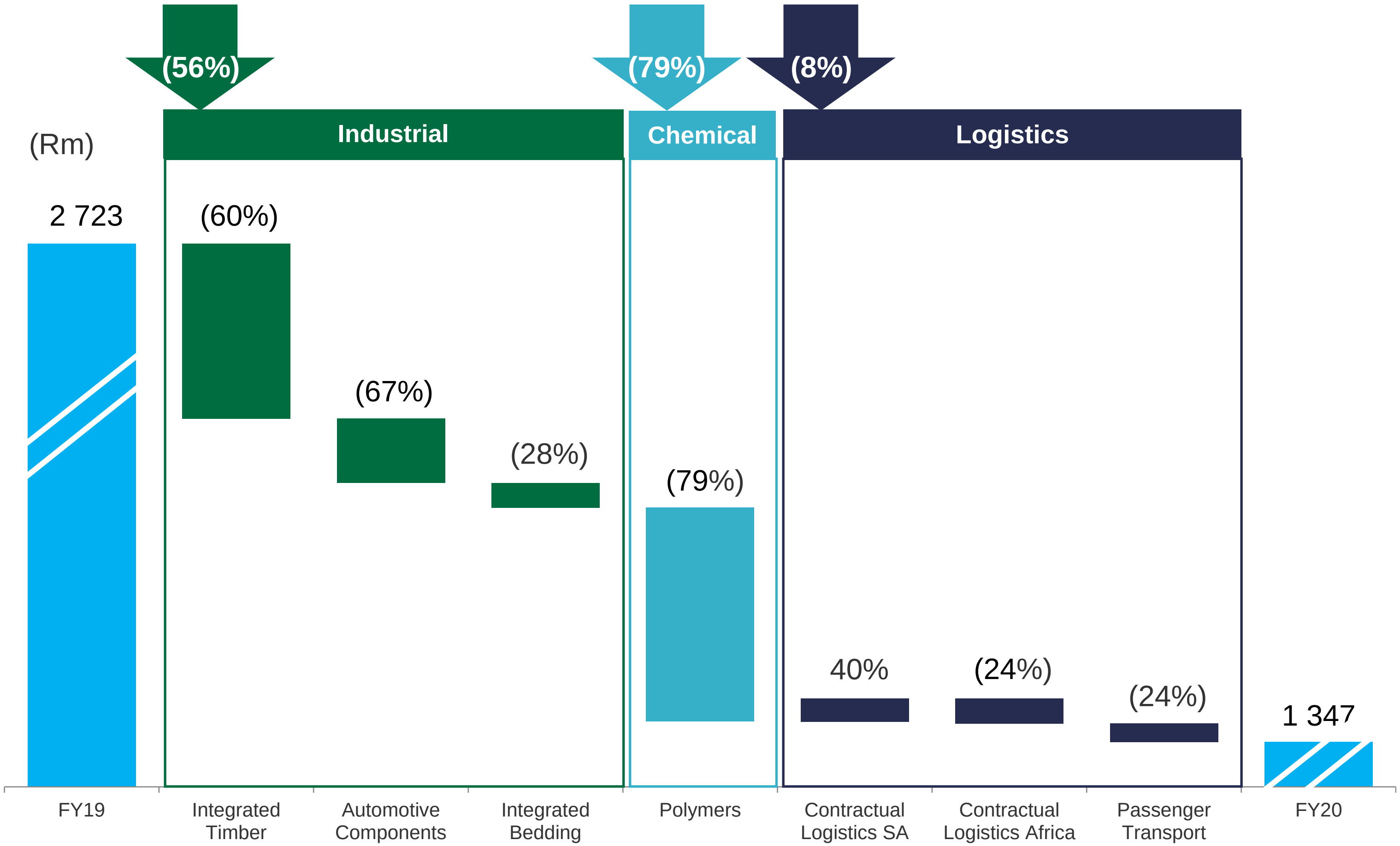
GROUP REVENUE ANALYSIS*



* From continuing operations

DIVISIONAL OPERATIONAL REVIEW

GROUP OPERATING PROFIT ANALYSIS*

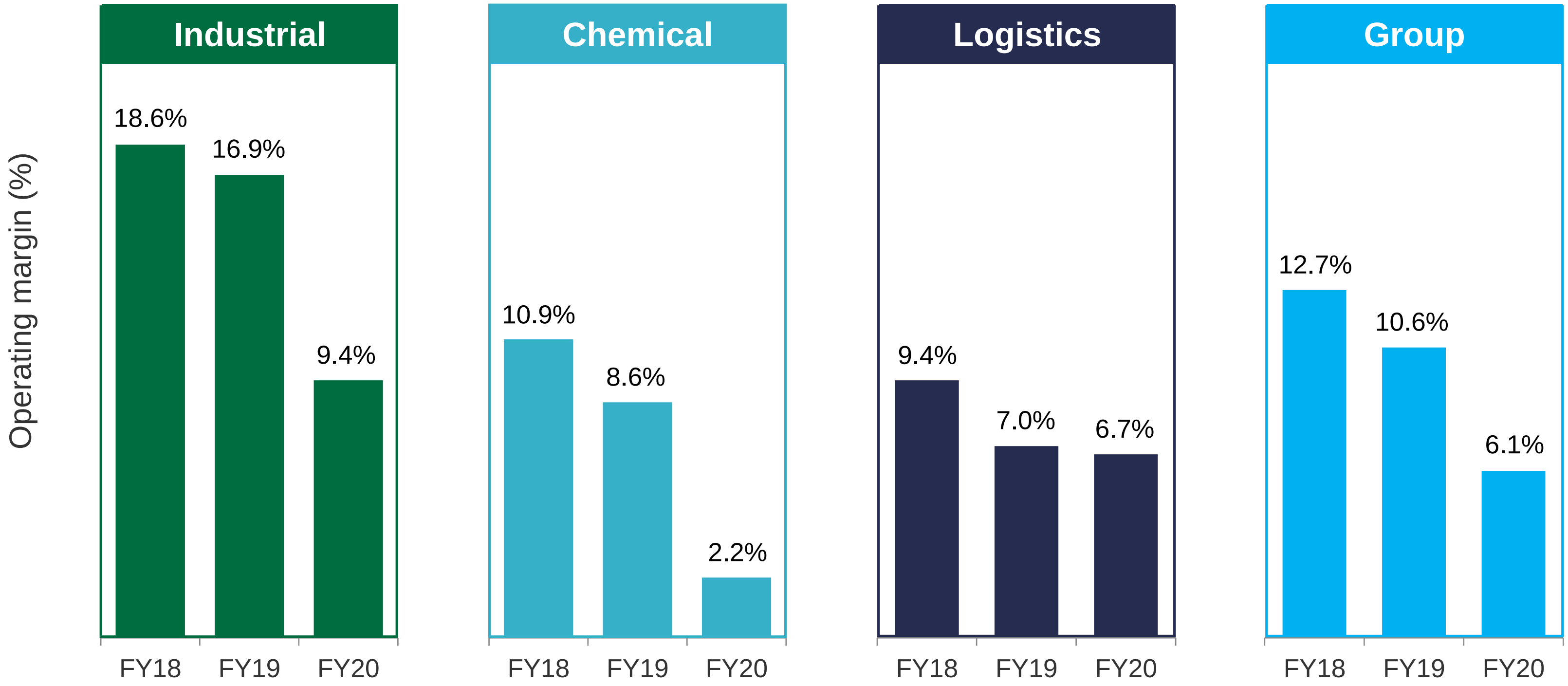


* From continuing operations, excluding the non-recurring, non-cash impact of the Unitrans B-BBEE transaction

DIVISIONAL OPERATIONAL REVIEW

GROUP MARGIN ANALYSIS*

KAP operating profit margin reduced 450 bps to 6.1%

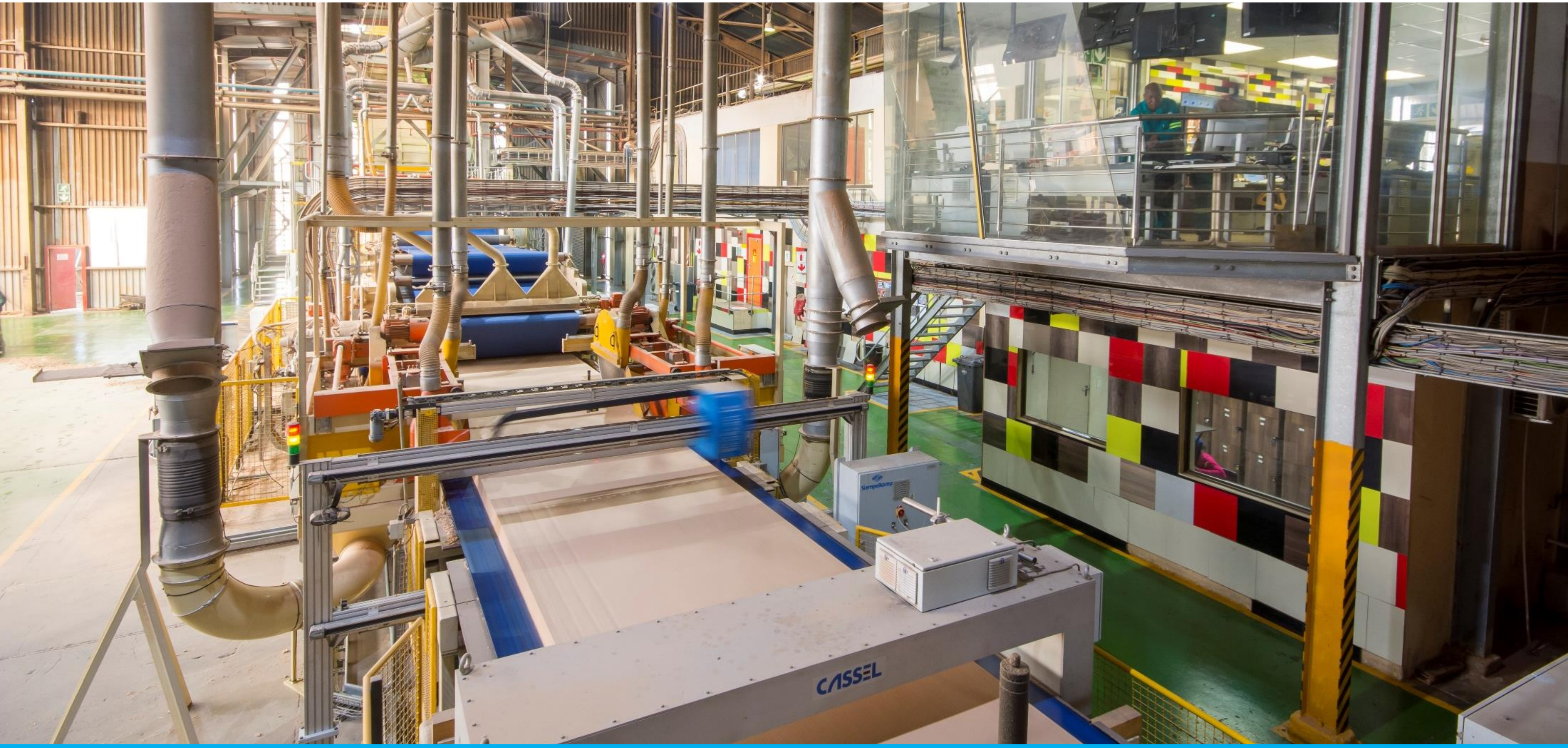


* From continuing operations, excluding the non-recurring, non-cash impact of the Unitrans B-BBEE transaction

FINANCIAL ANALYSIS

FRANS OLIVIER

CHIEF FINANCIAL OFFICER



FINANCIAL HIGHLIGHTS

From continuing operations	FY20	FY19	Variance
Revenue (Rm)	**22 166**	25 602	↓ 13%
EBITDA (Rm)	**2 707**	3 713	↓ 27%
Operating profit before capital items (Rm)	**1 344**	2 527	↓ 47%
Headline earnings per share (cents)	**14.8**	45.9	↓ 68%
Cash generated from operations (Rm)	**2 076**	4 033	↓ 49%
Gearing: net debt/equity	**74%**	35%	↑ 39%
Net asset value per share (cents)	**372**	474	↓ 22%

FINANCIAL ANALYSIS

INCOME STATEMENT

From continuing operations	FY20 Rm	FY19 Rm	Variance
Revenue	**22 166**	25 602	(13%)
EBITDA before B-BBEE cost	**2 710**	3 909	(31%)
Depreciation and amortisation	**(1 363)**	(1 186)	15%
B-BBEE cost	**(3)**	(196)	
Capital items	**(3 284)**	(144)	
Operating (loss)/profit	**(1 940)**	2 383	(181%)
Net finance costs	**(676)**	(707)	(4%)
Associate companies and joint ventures	**21**	30	
Taxation	**471**	(533)	
Minorities	**(45)**	(57)	
(Loss)/earnings attributable to owners of the parent	**(2 169)**	1 116	(294%)
Add back capital items net of taxation	**2 557**	121	
Headline earnings	**388**	1 237	(69%)
Weighted average number of ordinary shares (m)	**2 630**	2 696	(2%)
Headline earnings per share (cents)	**14.8**	45.9	(68%)

KAP

IMPAIRMENTS*

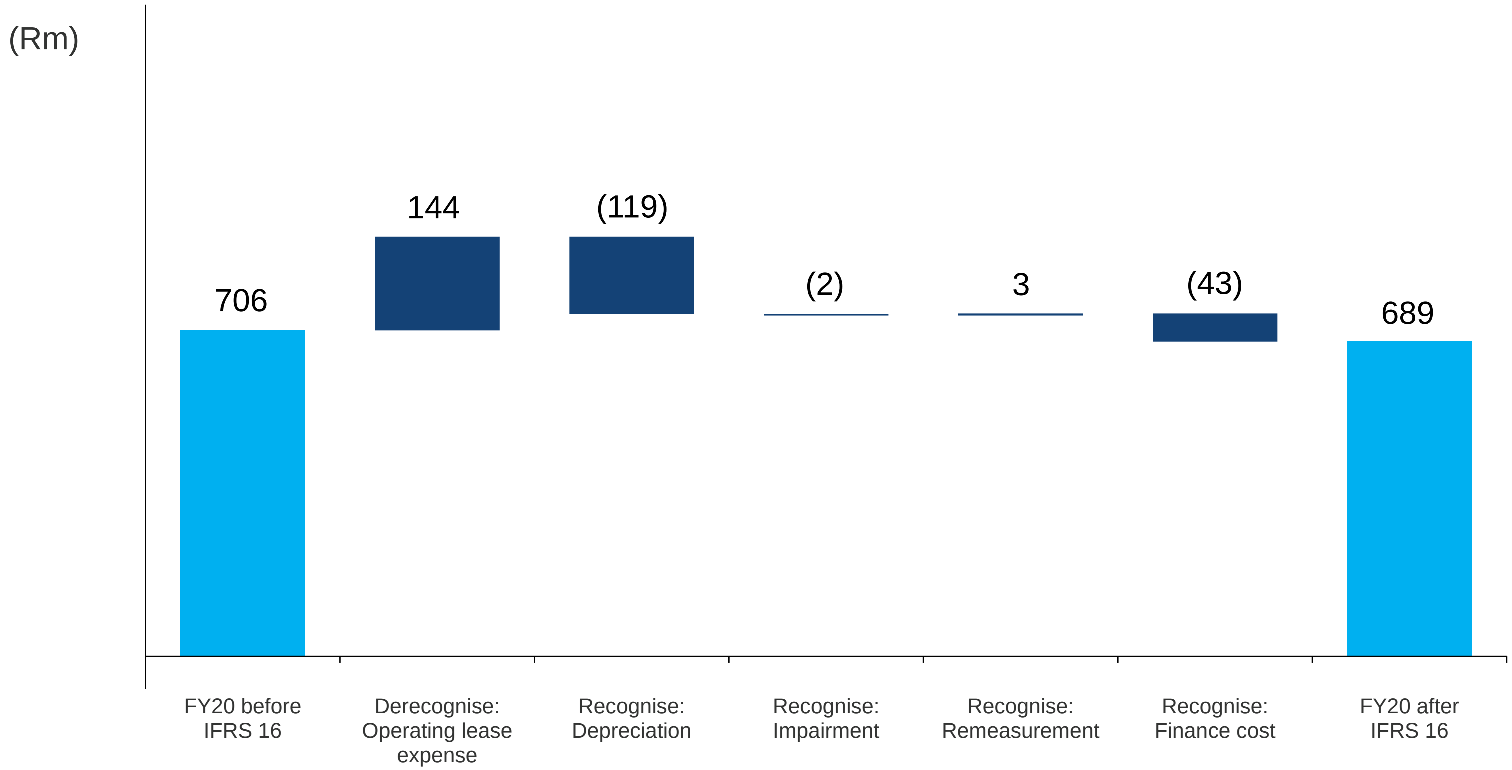
Business unit	Goodwill Rm	Intangible assets Rm	Property, plant and equipment Rm	FY20 Gross Rm	FY20 Net# Rm
Safripol Sasolburg	241	1 906	–	**2 147**	**1 613**
Safripol Durban	–	–	472	**472**	**340**
Maxe	317	3	–	**320**	**319**
Intercity and Tourism	–	–	179	**179**	**129**
Other	59	50	28	**137**	**136**
	617	1 959	679	**3 255**	**2 537**

* From continuing operations

Net is the value after the impact of taxation and non-controlling interests' portion of capital items

FINANCIAL ANALYSIS

FINANCIAL EFFECT OF IFRS 16 – LEASES ON PROFIT BEFORE CAPITAL ITEMS AND TAX*



* From continuing and discontinued operations

FINANCIAL ANALYSIS

TAX RATE RECONCILIATION*

	FY20 %	FY19 %
Statutory tax rate	**(28.0)**	28.0
Impairments	**7.4**	1.1
Section 12I tax allowance	**2.6**	–
B-BBEE cost	**–**	3.2
Other	**(0.2)**	(1.1)
Effective tax rate	**(18.2)**	31.2

* From continuing operations

KAP

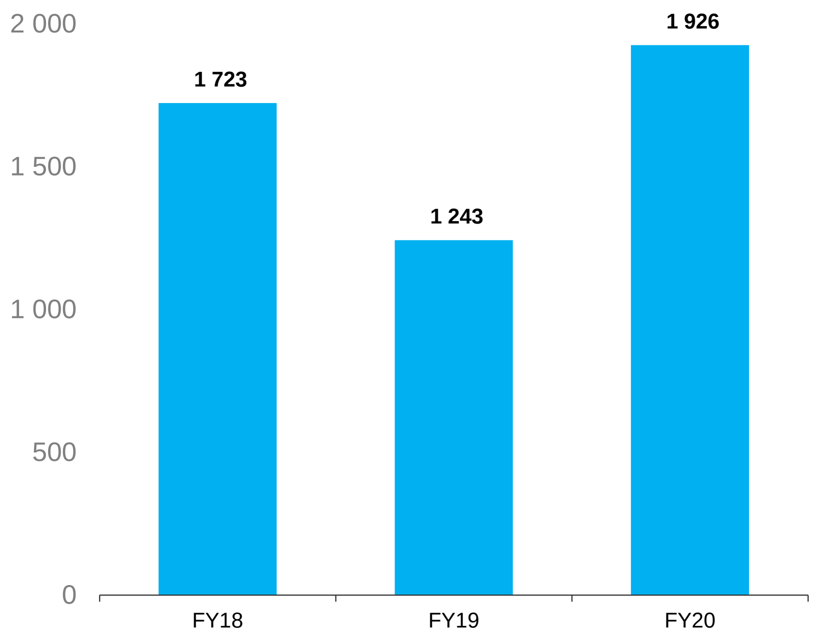
BALANCE SHEET

Balance sheet underpinned by quality assets

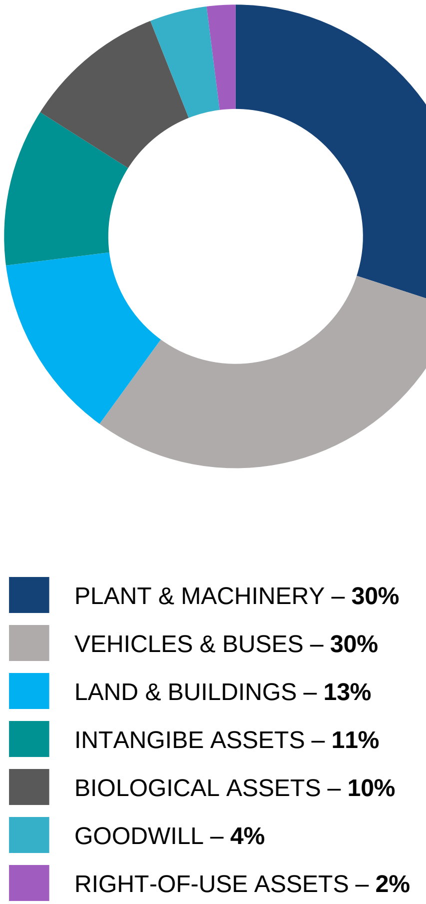
	30 Jun 20 Rm	30 Jun 19 Rm
Property, plant, equipment and investment property	**12 630**	12 536
Right-of-use assets	**438**	–
Intangible assets	**2 046**	3 996
Goodwill	**641**	1 246
Biological assets	**1 754**	1 900
Net working capital	**1 911**	1 132
Other assets	**187**	253
Assets	**19 607**	21 063
Total equity	**9 770**	13 042
Net interest-bearing liabilities	**7 041**	4 488
Other liabilities	**2 796**	3 533
Equity and liabilities	**19 607**	21 063
Net asset value per share (cents)	**372**	474

STRONG ASSET BASE OF NEW TECHNOLOGY ASSETS

Capex and acquisition investments (Rm)

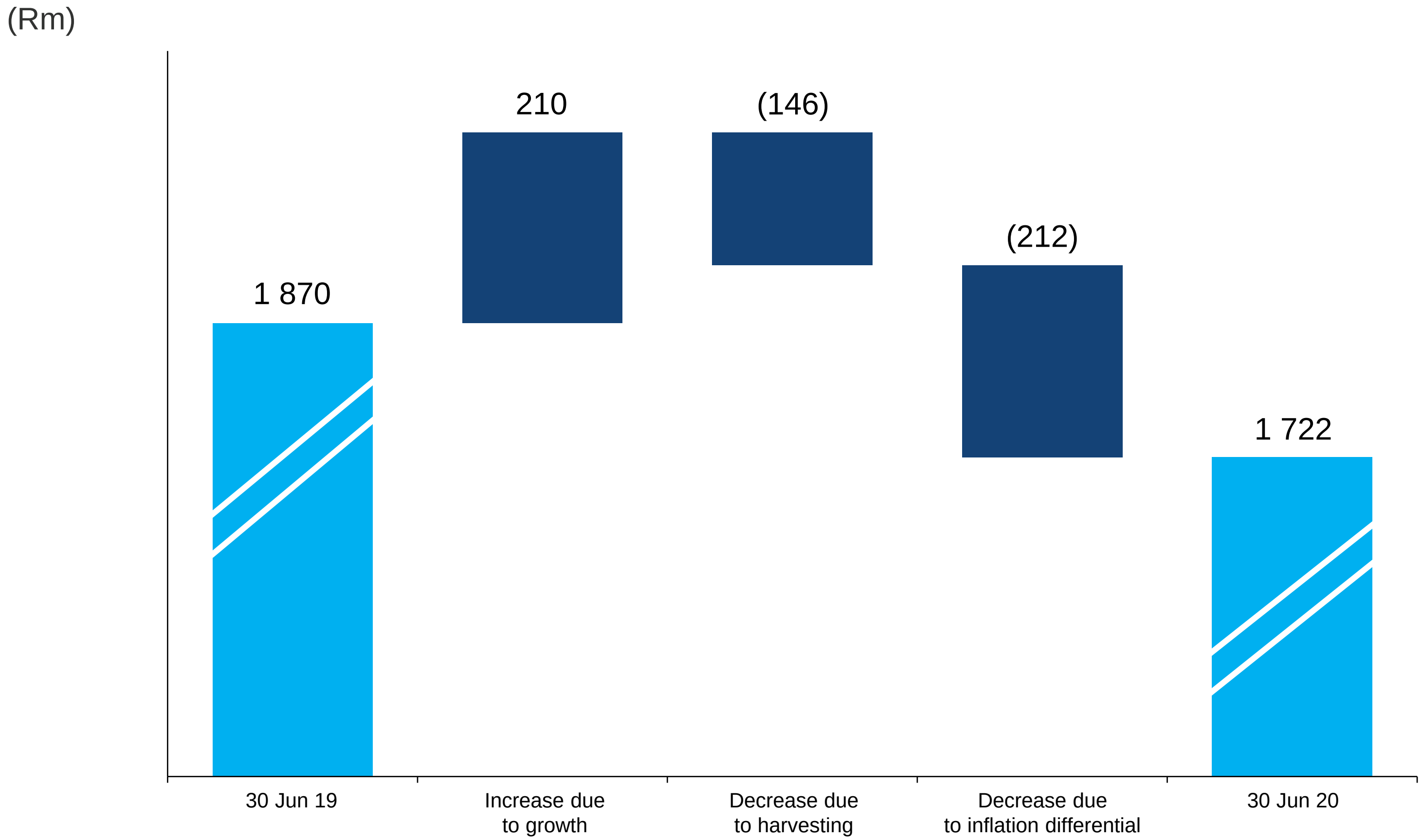


Asset base at 30 June 2020



FINANCIAL ANALYSIS

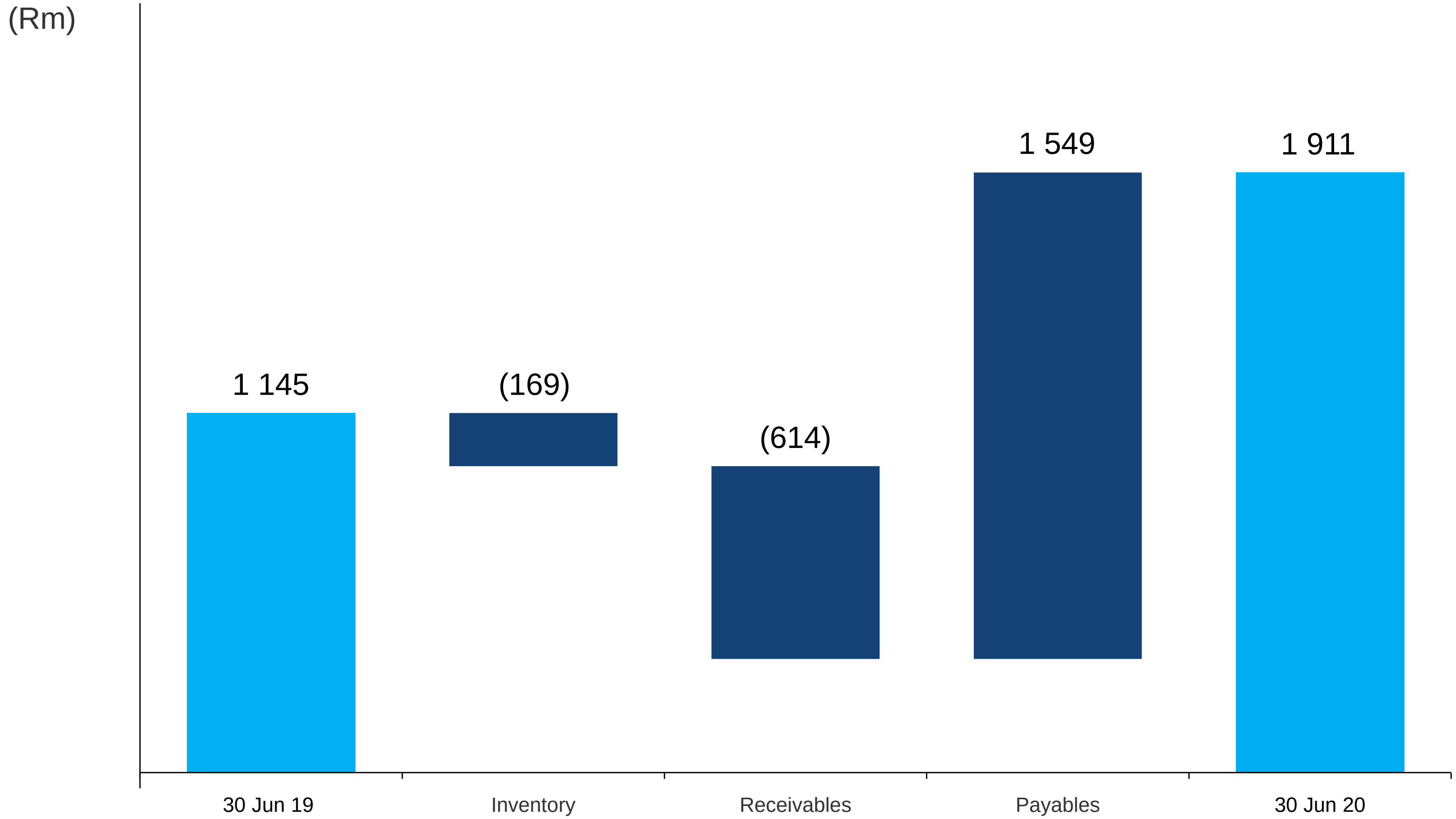
PLANTATION REVALUATION



- Harvesting completed for June 2017 and November 2018 fires
- Effect of reduction in pulp prices

FINANCIAL ANALYSIS

WORKING CAPITAL BREAKDOWN



- Receivables and payables movement mainly due to lower polymer and related raw material prices
- Impacted by Covid and Lockdown
- Lower economic activity and delayed PET shut

FINANCIAL ANALYSIS

KAP

CASH FLOW

	FY20 Rm	FY19 Rm
EBITDA before B-BBEE cost	**2 710**	3 909
Net revaluation of biological assets	**149**	20
Discontinued operations	**(28)**	(78)
Other non-cash adjustments	**(14)**	24
Cash generated before working capital changes	**2 817**	3 875
Working capital changes	**(741)**	158
Inventory	**170**	(315)
Receivables	**649**	37
Payables	**(1 560)**	436
Cash generated from operations	**2 076**	4 033
Net finance charges	**(685)**	(717)
Taxation	**(259)**	(209)
Dividends received	**16**	18
Cash flow from operating activities	**1 148**	3 125
Cash conversion ratio*	**77%**	105%

* Conversion of EBITDA before B-BBEE cost to cash generated from operations

KAP

CASH FLOW (CONTINUED)

	FY20 Rm	FY19 Rm
Cash flow from operating activities	**1 148**	3 125
Investing activities	**(1 939)**	(1 142)
Expansion capex	**(671)**	(420)
Replacement capex	**(1 241)**	(811)
(Acquisition)/disposal of investments	**(13)**	101
Other investing activities	**(14)**	(12)
Free cash flow before dividends	**(791)**	1 983
Dividends paid	**(674)**	(656)
Shares repurchased	**(544)**	–
Other financing activities	**1 200**	(1 692)
Movement in cash and cash equivalents	**(809)**	(365)

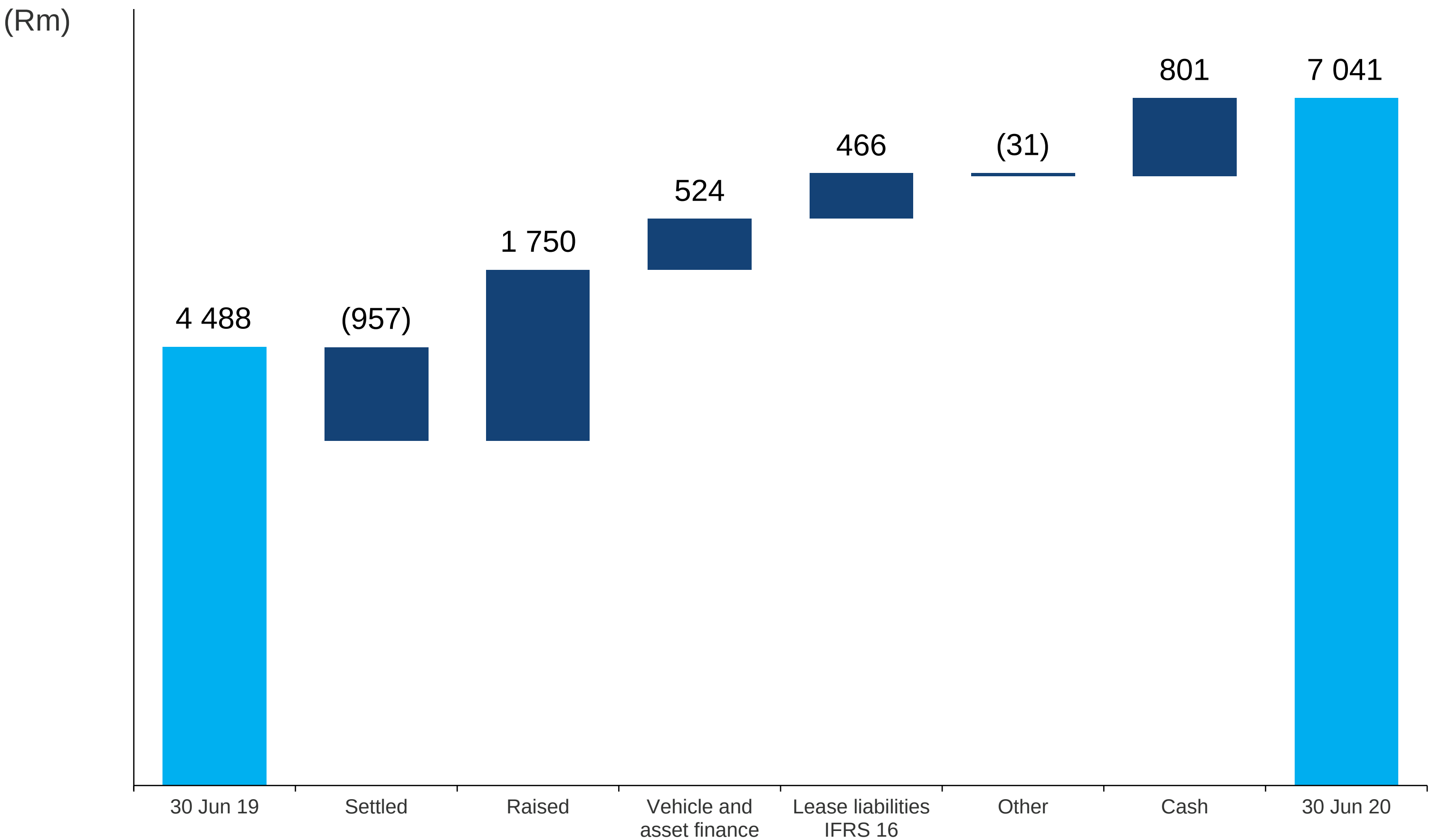
TREASURY ACTIVITY

SHARE BUY-BACKS

Number of shares (million)		Year ended 30 Jun 20	Year ended 30 Jun 19
Ordinary shares in issue at beginning of the period		**2 704**	2 678
Shares issued		**–**	26
Shares repurchased and held as treasury shares	R544 million	**(36)**	–
Shares repurchased and cancelled		**(97)**	–
Ordinary shares in issue		**2 571**	2 704
Weighted average ordinary shares in issue		**2 630**	2 696

TREASURY ACTIVITY

MOVEMENT IN NET INTEREST-BEARING DEBT



- Impacted by Covid and Lockdown
- Increased capital expenditure
- Effect of share buy-backs

SIGNIFICANT DEBT FUNDING ACTIVITIES FOR THE YEAR

The following significant funding activities were concluded during the year:

- Corporate bonds settled at maturity:
    - KAP008 – Listed: R374 million
    - KAP009 – Listed: R500 million
- Corporate bonds issued during the year with three- and five-year tenures:
    - KAP014 – Listed: R500 million
    - KAP015 – Listed: R250 million
    - KAP016 – Listed: R500 million
- Additional general banking facilities of R450 million secured during Covid as contingency funding
- Revolving credit facility increased by R500 million to R1.5 billion and extended to October 2021
- Global Credit Rating confirmed KAP's rating as A+(za) with a stable outlook (18 August 2020)

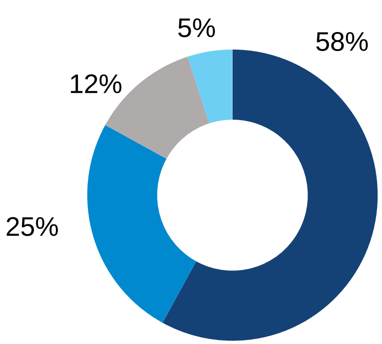
TREASURY ACTIVITY

KAP

DEBT SERVICEABILITY RATIOS REFLECTIVE OF RESILIENT BUSINESS MODEL

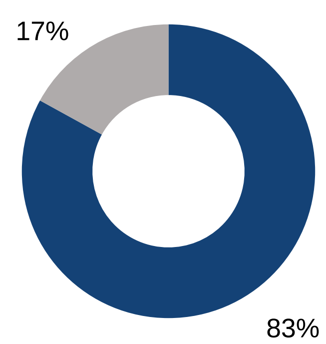
	30 Jun 20	30 Jun 19
Gross interest-bearing debt (Rm)	**8 042**	6 273
Net interest-bearing debt (Rm)	**7 041**	4 488
Equity excluding non-controlling interest (Rm)	**9 566**	12 825
Gearing: net debt:equity	**74%**	35%
Gearing: net debt:equity (excluding IFRS 16)	**69%**	35%
Net debt to EBITDA (times) < 3.2*	**2.6**	1.2
EBITDA interest cover (times) > 3.5*	**4.0**	5.3

* From continuing operations



FUNDING STRUCTURE

- Listed notes
- Banks and financial institutions
- Unutilised facilities
- Leases



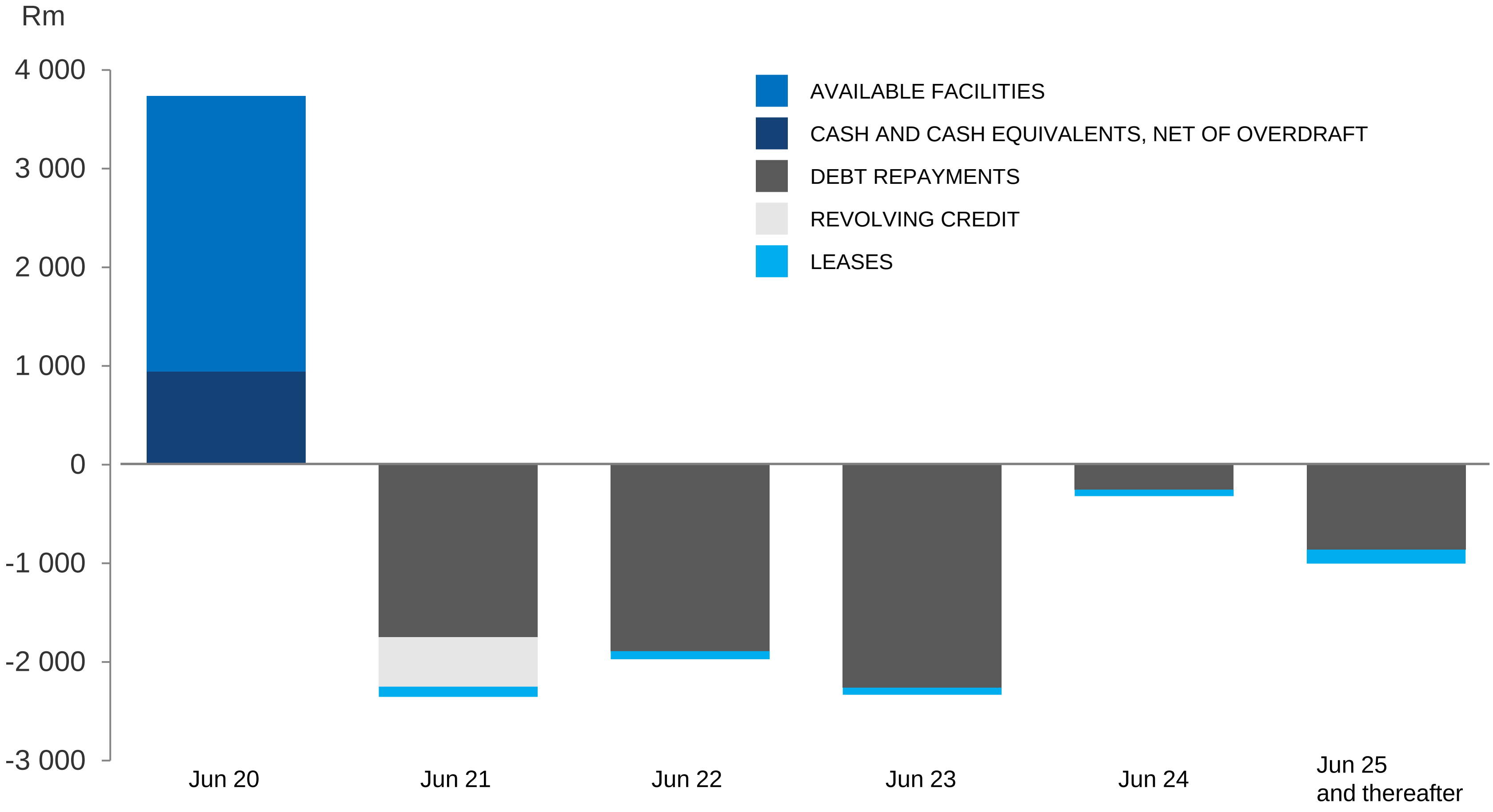
FIXED VS FLOATING INTEREST RATE FUNDING

- Floating interest rate funding
- Fixed interest rate funding

TREASURY ACTIVITY

KAP

NET INTEREST-BEARING DEBT MATURITY AS AT 30 JUNE 2020



OUTLOOK

GARY CHAPLIN

CHIEF EXECUTIVE OFFICER

INTEGRATED INTO EVERY DAY

DIVERSIFIED INDUSTRIAL

KAP

Integrated Timber

- Strong market demand experienced in July and August 2020
- Demand creation activities were extended to support SMEs and informal markets
- Recent digital launch of new product range to over 2 000 customers and end-users
- New product introductions will support revenue growth:
  - Anti-bacterial melamine-faced boards
  - SupaGloss and SupaMatt value-add products
  - Complementary panel-related products
  - Alternative resin applications
- Upgrades at Piet Retief and Ugie will yield improved efficiencies and increased volumes
- Installation of finger jointing line at Thesen (delayed by Covid)

Automotive Components

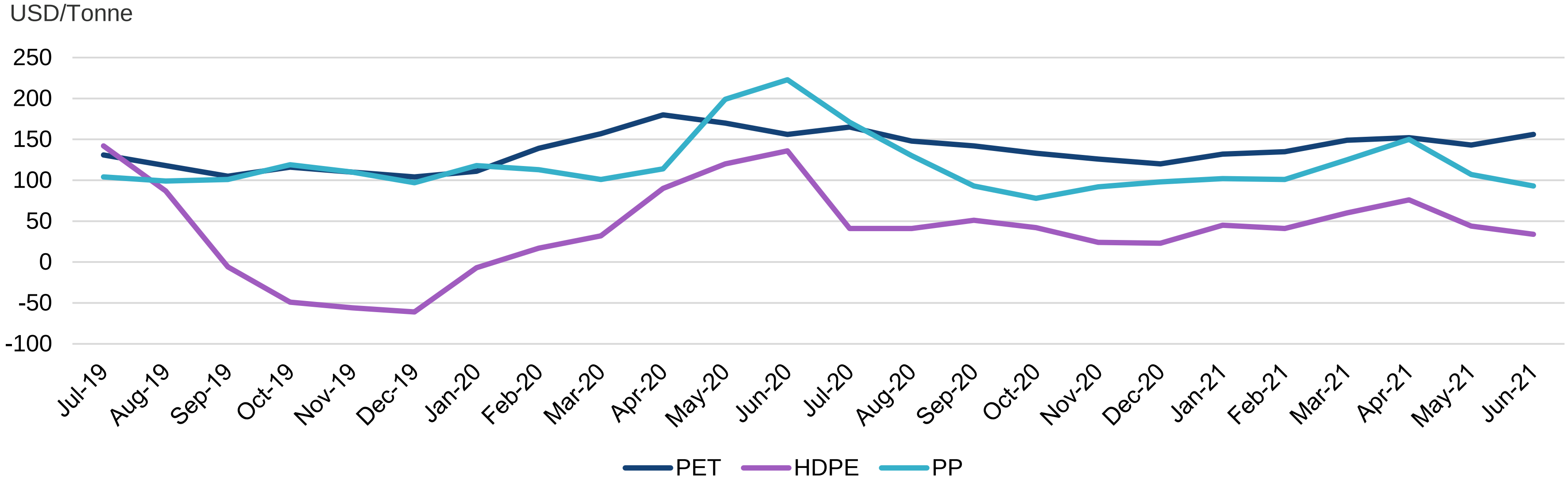
- Vehicle build and LCV sales volumes remained subdued in July and August 2020
- Restructure of the division will be completed in 1Q21 in line with lower demand
- Maxe operations will move into new production site at the end of 1H21, with improved production flow and technology
- Excalibur product additions will expand Maxe product offering
- New model introductions delayed
- APDP renewal provides further stability to the industry, with strong emphasis on localisation

Integrated Bedding

- Mattress, foam and fabric market demand strong in July and August 2020
- Bedding category remains a resilient furniture item strongly supported by retailers
- Integrated model with national footprint remain key to growth
- Growth in non-woven textile production will continue into medical and agricultural market

IHS MARGIN – ACTUAL AND FORECAST

Polymers



- IHS forecasted margins remain subdued but with some improvement in FY21
- PET, HDPE and PP market demand strong in July and August 2020
- PET A-grade yield improvement expected in 2H21 post installation of cutters and cooling capacity
- Integrated rPET trial planned for September in Durban plant
- Renegotiation of ethylene supply contract
- Extensive sustainability strategy to be implemented during FY21

DIVERSIFIED LOGISTICS

Contractual Logistics – South Africa

- Systematic increase in activity experienced as Lockdown restrictions have been eased
- July and August 2020 volumes have been satisfactory
- Major industry restructuring expected to yield opportunities for growth
- Positive learnings from Covid in terms of virtual management yielding results
- Control tower technology will continue to yield efficiency benefits
- Increased propensity of manufacturers to outsource logistics post Covid

Contractual Logistics – Africa

- Contract renewals and new contracts progressing ahead of expectation
- Cross-border delays largely resolved, with July and August 2020 fuel volumes improving
- Strategic realignment creates opportunity for growth in existing territories in:
  - Road haulage sector, expanded along the regional corridors
  - Agriculture sector, with the use of smart farming technologies

Passenger Transport

- Commuter, personnel and Mozambique operations increased in July and August 2020
- Majority of Intercity and Tourism operations remained closed under Level 3 and 4 Lockdown, with continued restrictions under Level 2
- Disposal of Intercity and Tourism operations in FY21
- Further expansion targeted in Mozambique

OUTLOOK

- KAP’s business model has previously facilitated growth in a distressed economic environment and has proven to be resilient through this crisis
- KAP strategy remains intact with refinement to drive key investment outcomes
  - RoE > WACC
  - Real growth in HEPS
  - Cash flow conversion > 90%

  Optimised capital allocation
- Liquidity remains a key focus area for management in order to remain within financial covenants and to reduce gearing levels during FY21
- Market conditions are expected to recover, but with a degree of volatility
- Divisions are competitively positioned, with significant operational leverage, to capitalise on market share growth opportunities
- Investments will be focused toward low-risk organic growth
- Capital structure expected to remain unchanged

Q&A

GARY CHAPLIN / FRANS OLIVIER

CHIEF EXECUTIVE OFFICER / CHIEF FINANCIAL OFFICER

Questions can be asked via:

- **Webcast**
  Participants can submit written questions by clicking on the tab on the left-hand side of the screen.

- **Conference call**
  Should you prefer to dial in your question, please register for the conference call here.
  This link can also be accessed on the company's website at **www.kap.co.za**.

THANK YOU

INTEGRATED INTO EVERY DAY