

RESULTS ANNOUNCEMENT

for the six months ended 31 December 2023

Virtual Presentation

Date | 6 March 2024

Time | 11h00

Presentation starts soon



SUSTAINABLE



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PRESENTERS



Hein Engelbrecht
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GROUP SALIENT FEATURES

REVENUE

R4.3bn

down
13%

GP Margin

13.4%

down from
14.1%

PBT

R69m

down
61%

HEPS

91 cents

down
59%

NAV per share

R27,25

No
change

CASH used in OPS

R126m

Dec '22
R125m

GROUP OVERVIEW

**Established in
1987**

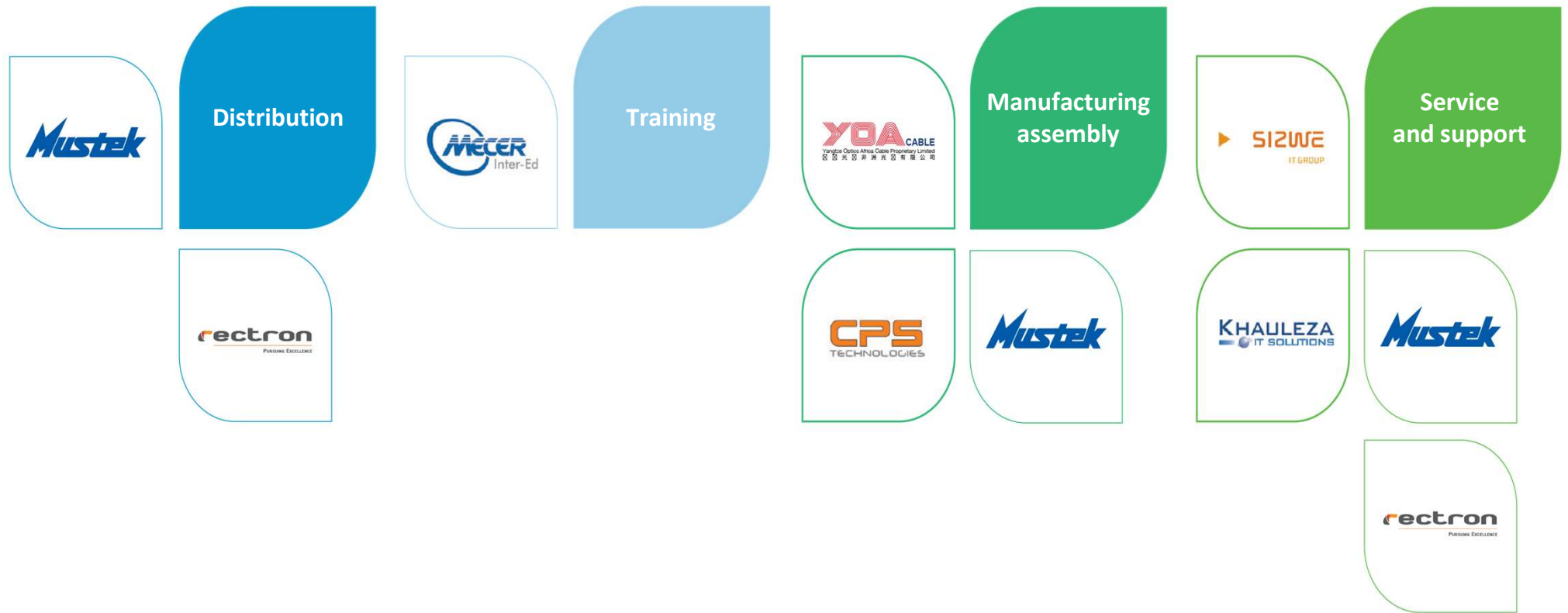
**Listed on the JSE
in 1997**

**End-to-end IT
and sustainable
technology
solutions
provider**

**National
presence**

**Our mission is
centred on
anticipating material
stakeholder needs for
long-term
sustainability**

GROUP STRUCTURE



GROUP BRAND PORTFOLIO

Edge / Client

acer ASUS® Apple Authorized Reseller AVer brother at your side Canon cricut. •• dynabook
dji EPSON® FUJITSU HSM® hp HUAWEI intel. Lenovo™ logitech™
msi® MECER® NComputing™ POSIFLEX SAMSUNG TOSHIBA

Gaming

acer ADVANTECH ASUS® AORUS CHENBRO COOLER MASTER®
ekwb CORSAIR® G.SKILL GIGABYTE™ Hyperice msi™
NZXT™ PNY® RCT VANTEC

Software / Cloud

A Acronis B BLACKFOG™ Bitdefender HUAWEI HUAWEI CLOUD
ivanti™ Microsoft NET Trace PROTECTED BY ABSOLUTE SAMSUNG Knox SIGNIFLOW®

GROUP BRAND PORTFOLIO

Network /
Infrastructure /
Servers



Sustainable energy



Security &
Compliance



Training &
Enablement



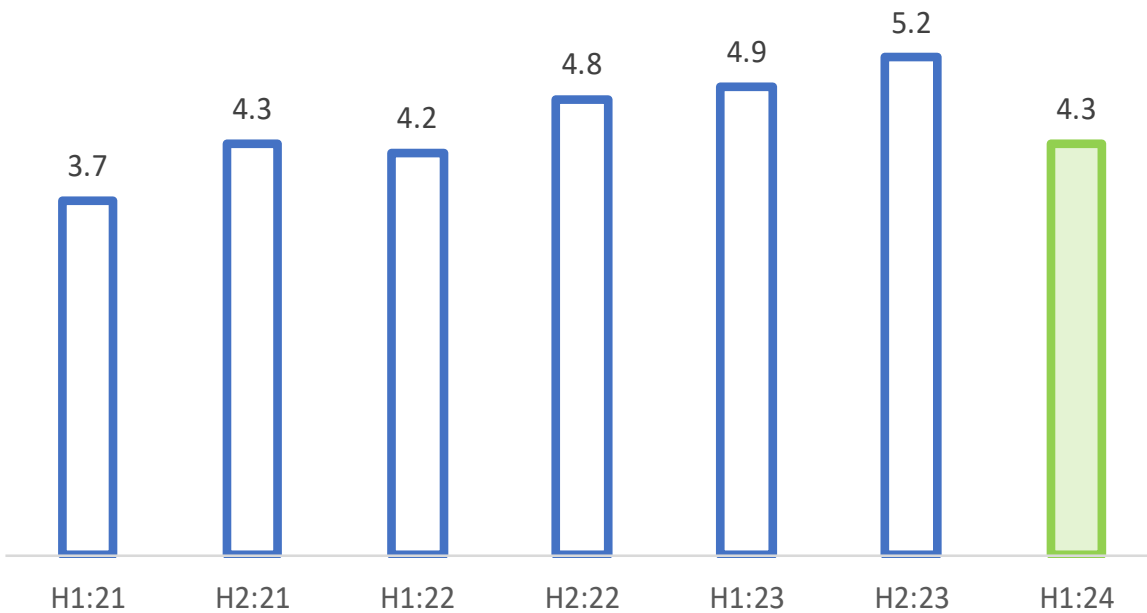
FINANCIAL SUMMARY



		H1:21	H2:21	H1:22	H2:22	H1:23	H2:23	H1:24
Revenue	(R billion)	3.7	4.3	4.2	4.8	4.9	5.2	4.3
Gross Profit	(R million)	516	672	677	596	691	722	570
GP margin	(%)	13.9%	15.6%	16.2%	12.5%	14.1%	13.8%	13.4%
EBITDA	(R million)	236	280	277	179	268	240	213
Net Profit	(R million)	140	157	152	73	129	90	52
HEPS	(cents)	202	240	237	120	222	153	91
NAV/Share	(cents)	1 761	2 046	2 259	2 395	2 575	2 724	2 725

REVENUE

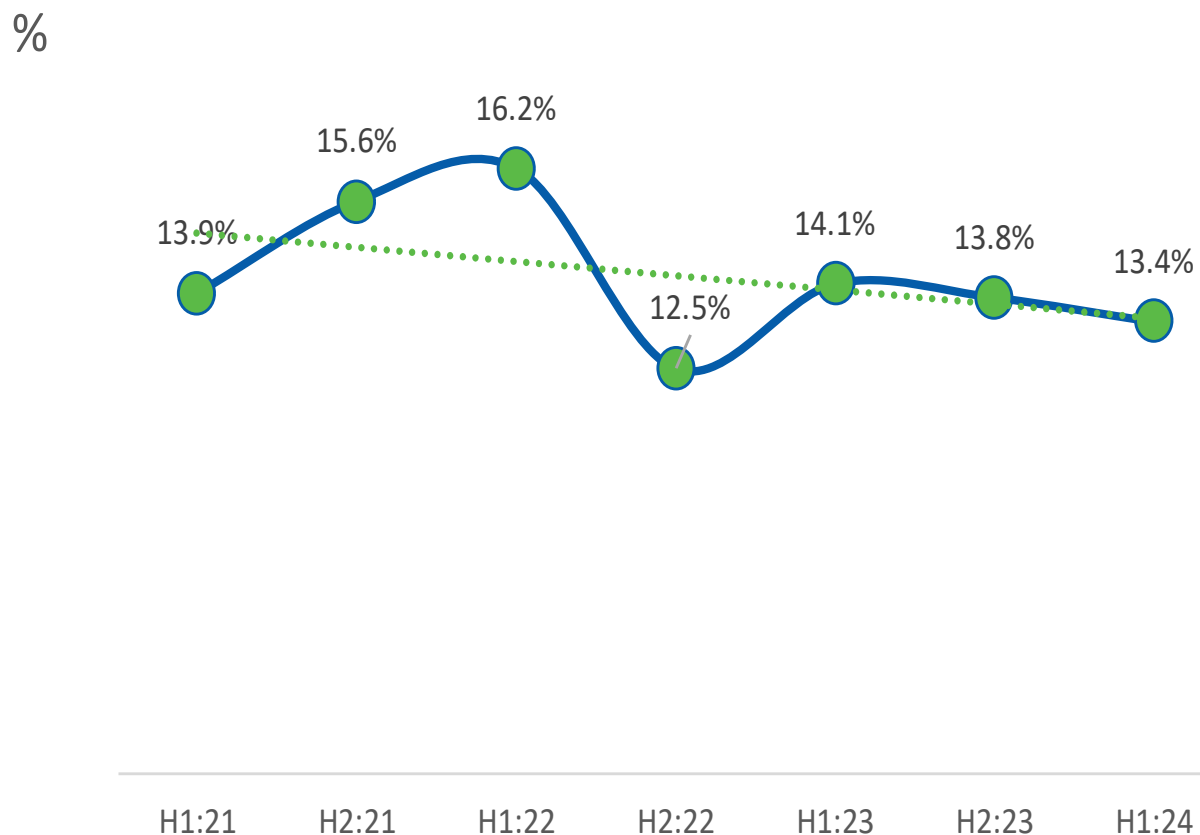
R billion



- Green energy products decline
- Overall subdued consumer confidence
- Traditional business stabilisation



GROSS PROFIT MARGIN

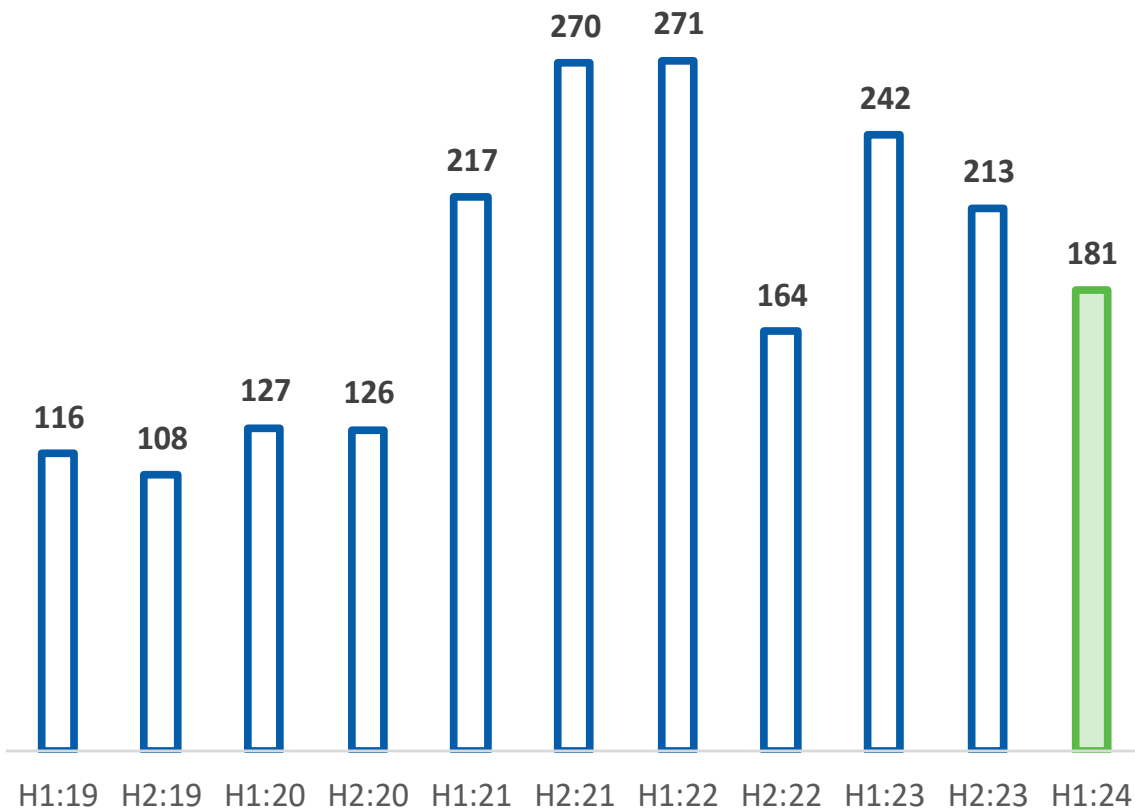


- Green energy products attained lower margins
- Margin growth in traditional business

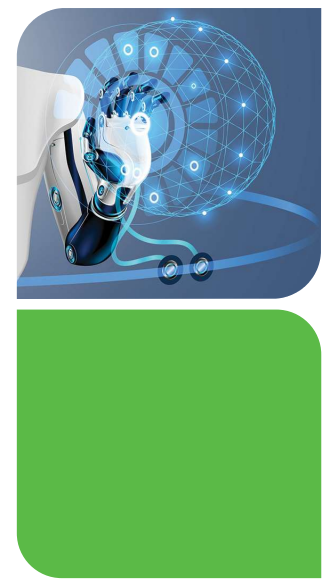


PROFIT FROM OPERATIONS

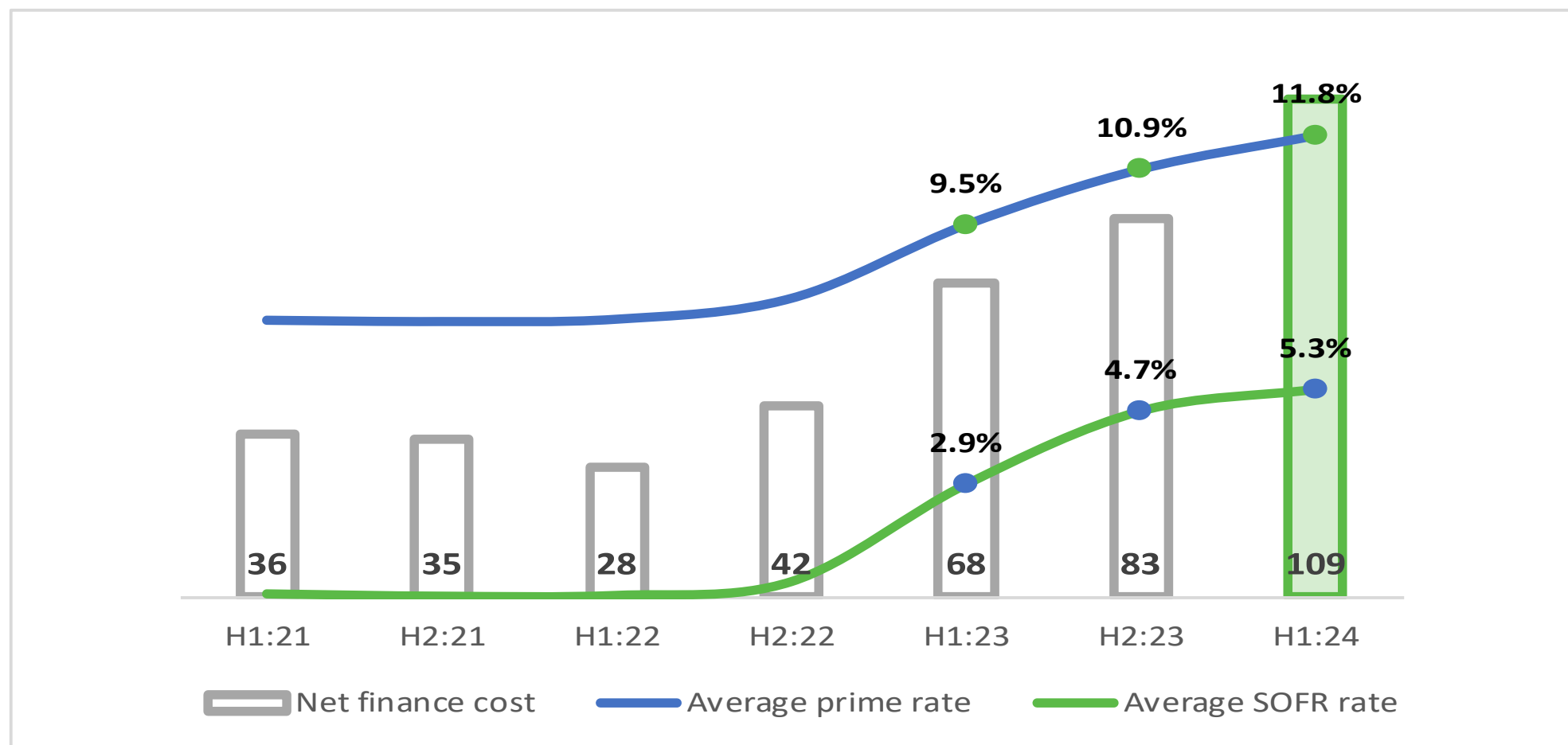
R (million)



- Higher profitability versus pre-COVID
- Slight slowdown
- Cost containment

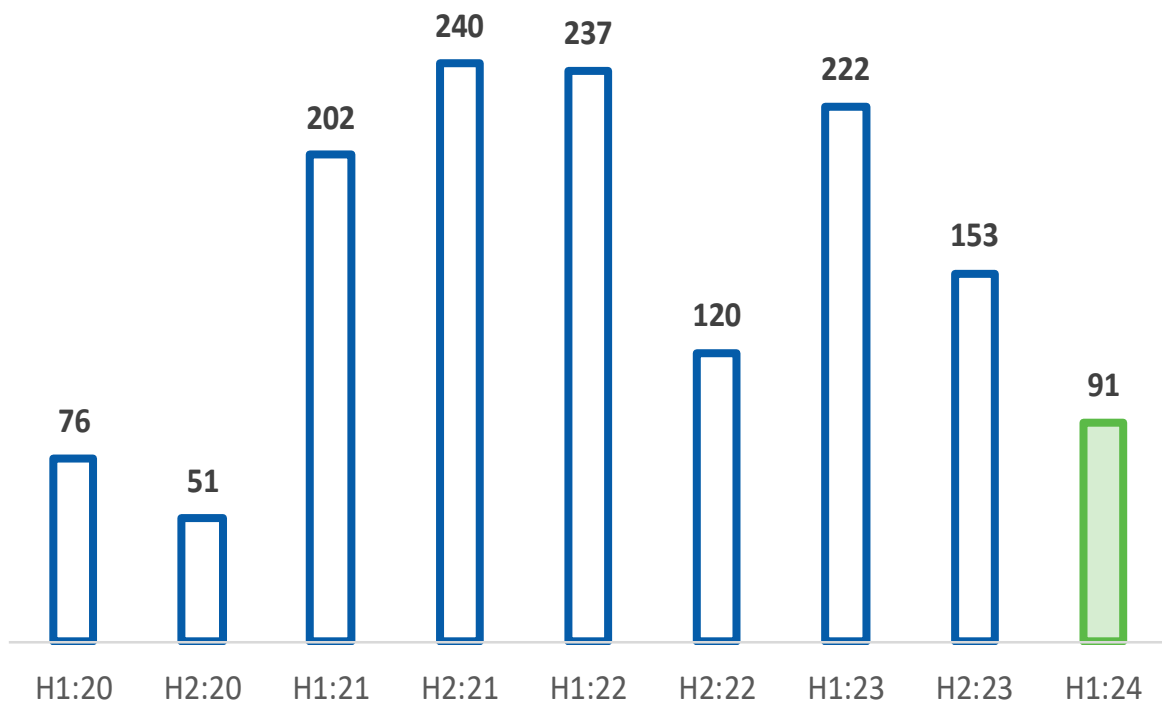


NET FINANCING COST VS AVERAGE INTEREST RATES



SOFR: Secured Overnight Financing Rate

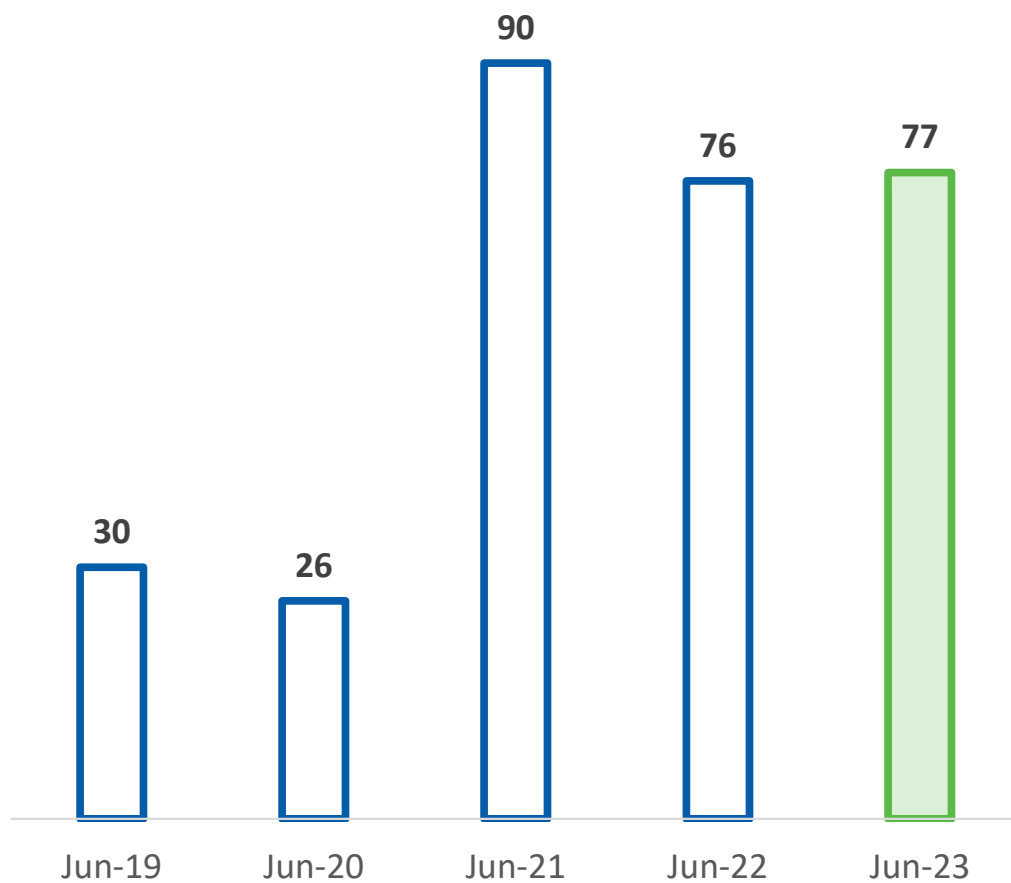
HEPS (cents)



- Higher earnings versus pre-COVID



DIVIDEND PER SHARE (CENTS)



- Year End declaration
- 20% payout ratio maintained



PE RATIO

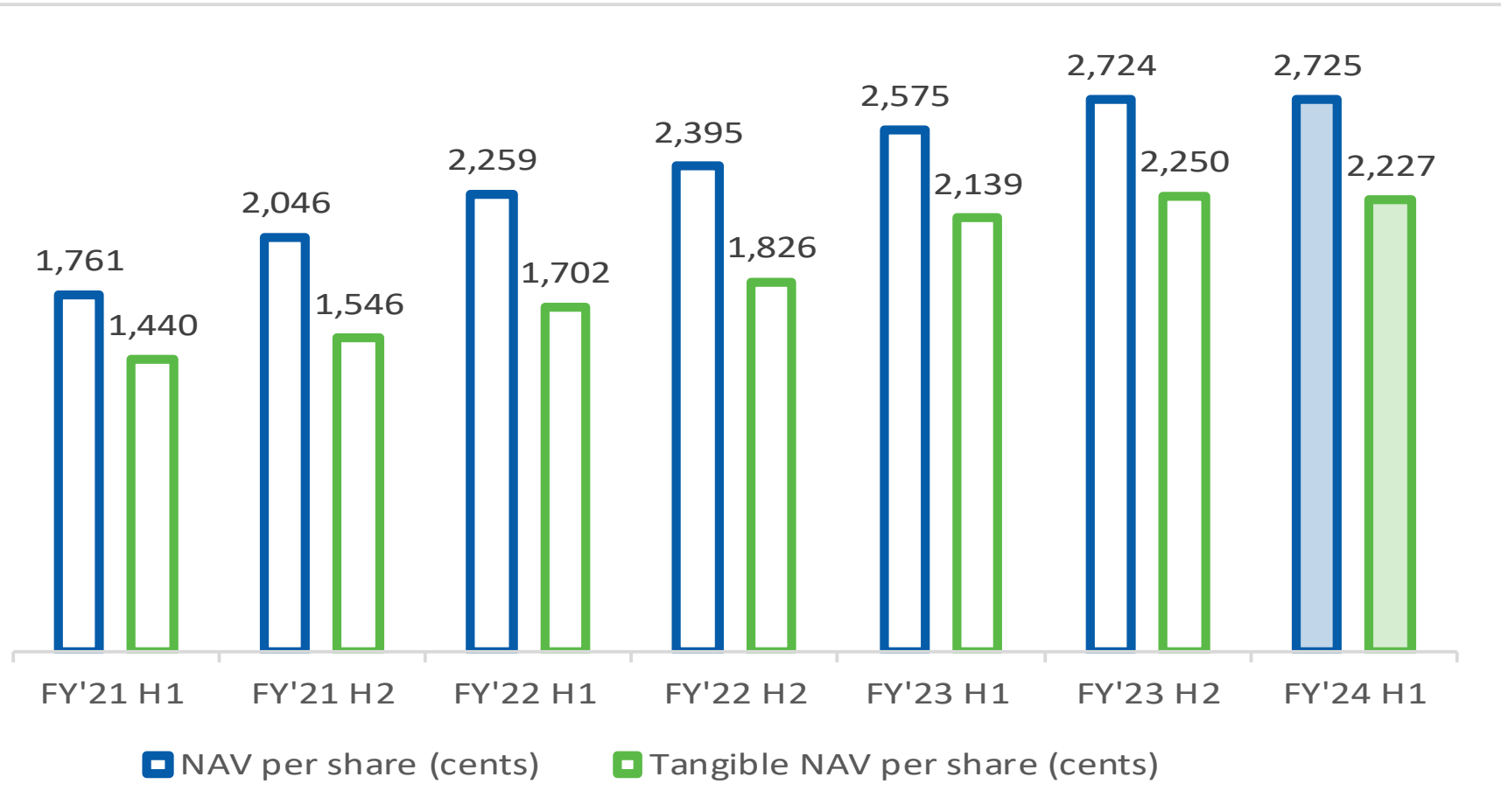
P/E ratio 2.758



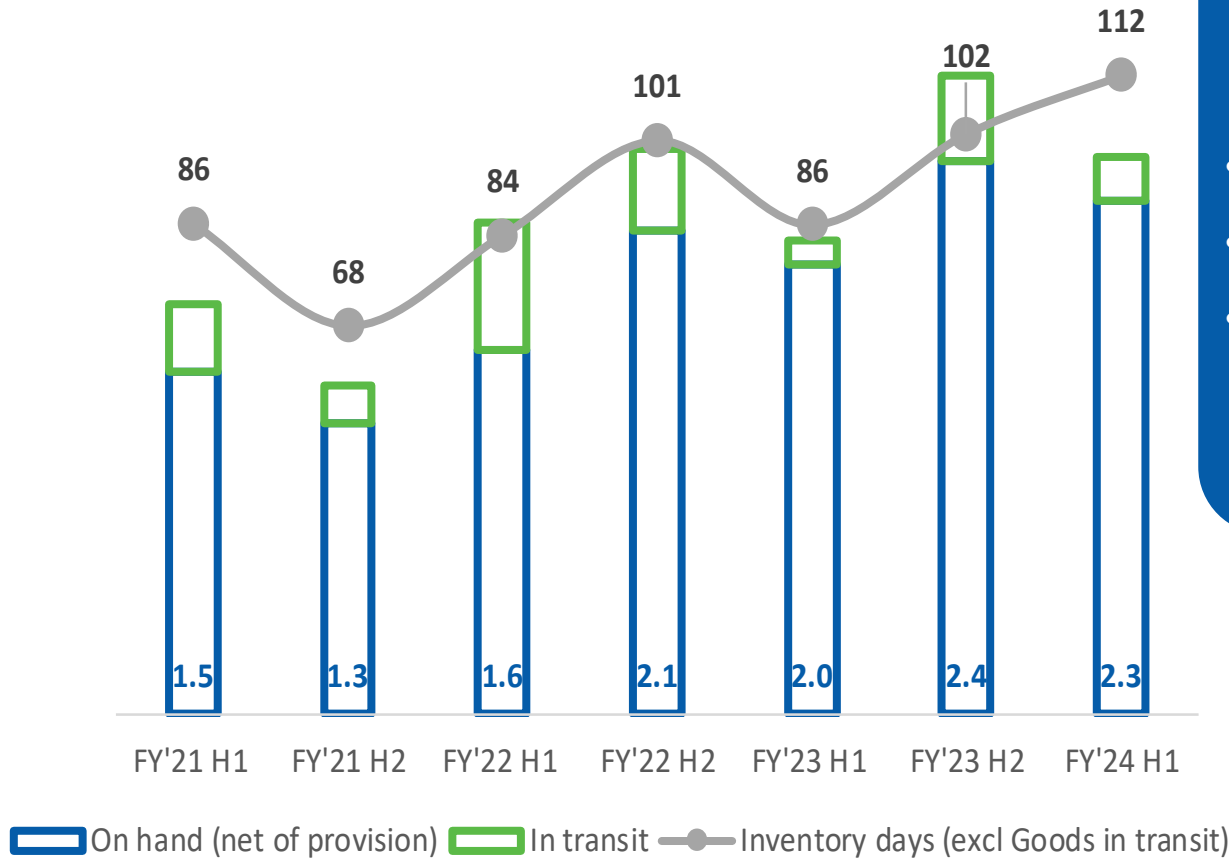
TradingView



NAV AND NTAV PER SHARE



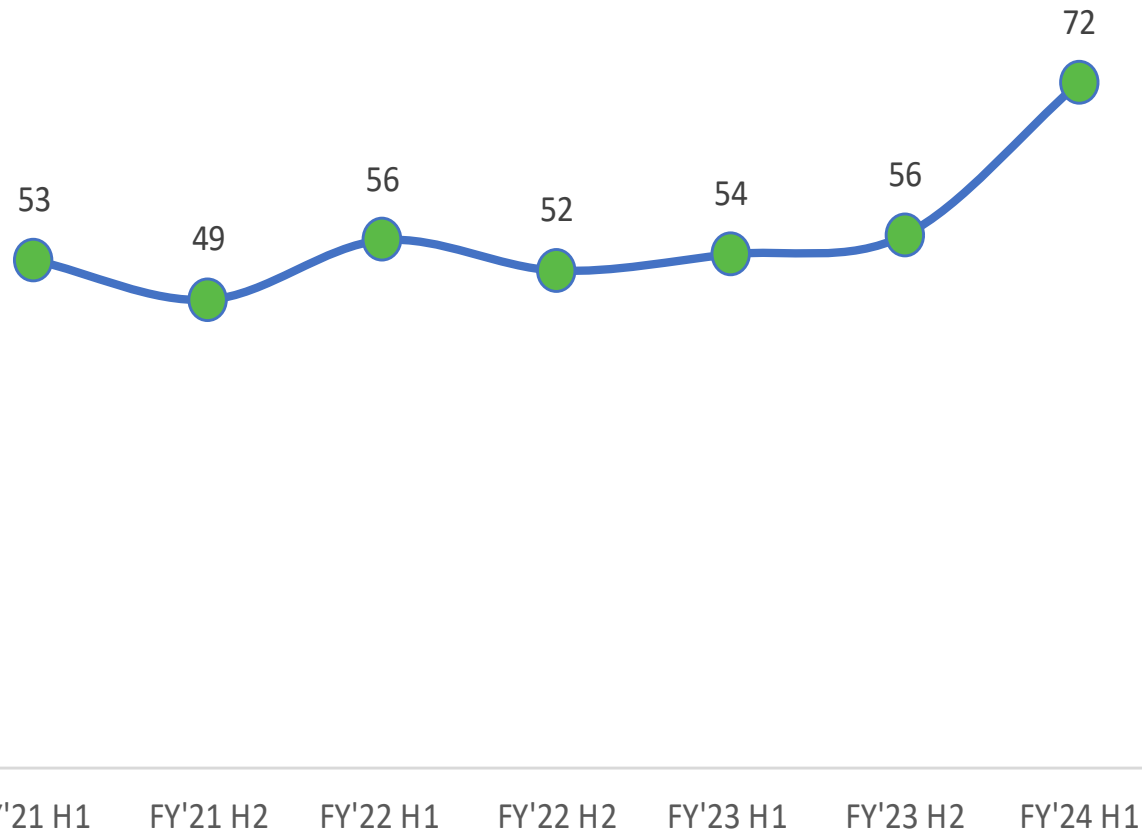
INVENTORY



- Stock levels still elevated
- Healthy mix
- Working capital management focus



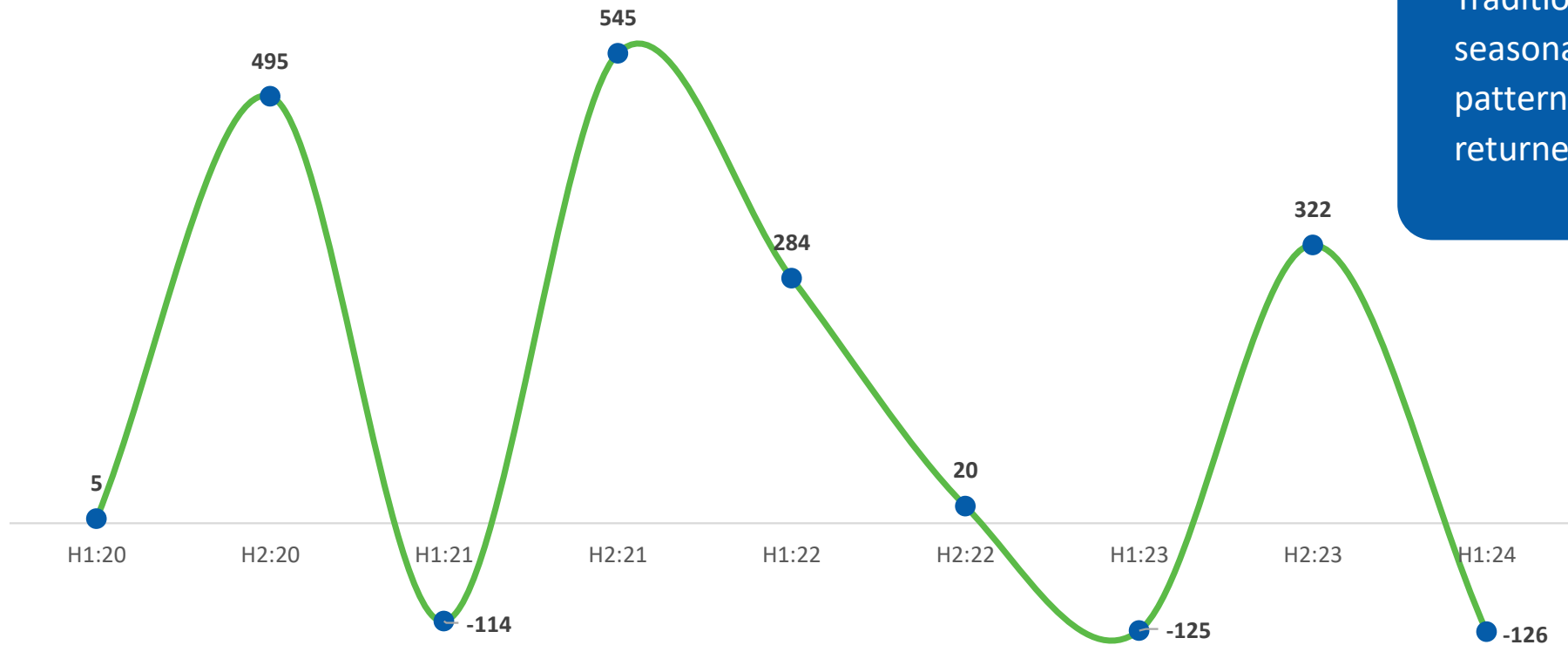
TRADE RECEIVABLE DAYS



- Debtor arrangements
- Project based deals
- Working capital management focus



CASH GENERATED FROM OPERATIONS



Traditional seasonality patterns have returned

STRATEGIC PRIORITIES



Structural improvements in working capital and liquidity



Unlocking the value in data driven decision making and process automation



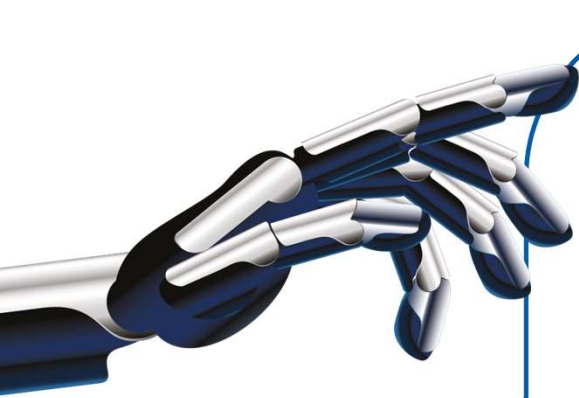
Grow product lines in sustainable technologies



Grow and develop the Group's human capital



OPPORTUNITIES



Cybersecurity solutions

Strategic partnerships and collaborations

Diversification of product portfolio

Artificial intelligence

Digital transformation and cloud solution offerings





THANK YOU



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Group FD

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SUSTAINABLE

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Group CEO

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