

RESULTS ANNOUNCEMENT

for the year ended 30 June 2023

Virtual Presentation

Date | 19 September 2023

Time | 11h00

Presentation starts soon



SUSTAINABLE



Results announcement for the year ended 30 June 2023

Virtual Presentation

Date | 19 September 2023

Time | 11h00

Presentation starts soon



SUSTAINABLE

PRESENTERS

Hein Engelbrecht
Group CEO
heine@mustek.co.za

Shabana Aboo Baker Ebrahim
Group FD
ShabanaA@mustek.co.za





GROUP SALIENT FEATURES

REVENUE

R10.1bn up **14%**

EBITDA

R508m up **12%**

HEPS

375 cents up **5%**

NAV per share

R27,24 up **14%**

CASH generated from OPS

R198m down **35%**

DPS

77 cents up **1%**

GROUP OVERVIEW

**Established in
1987**

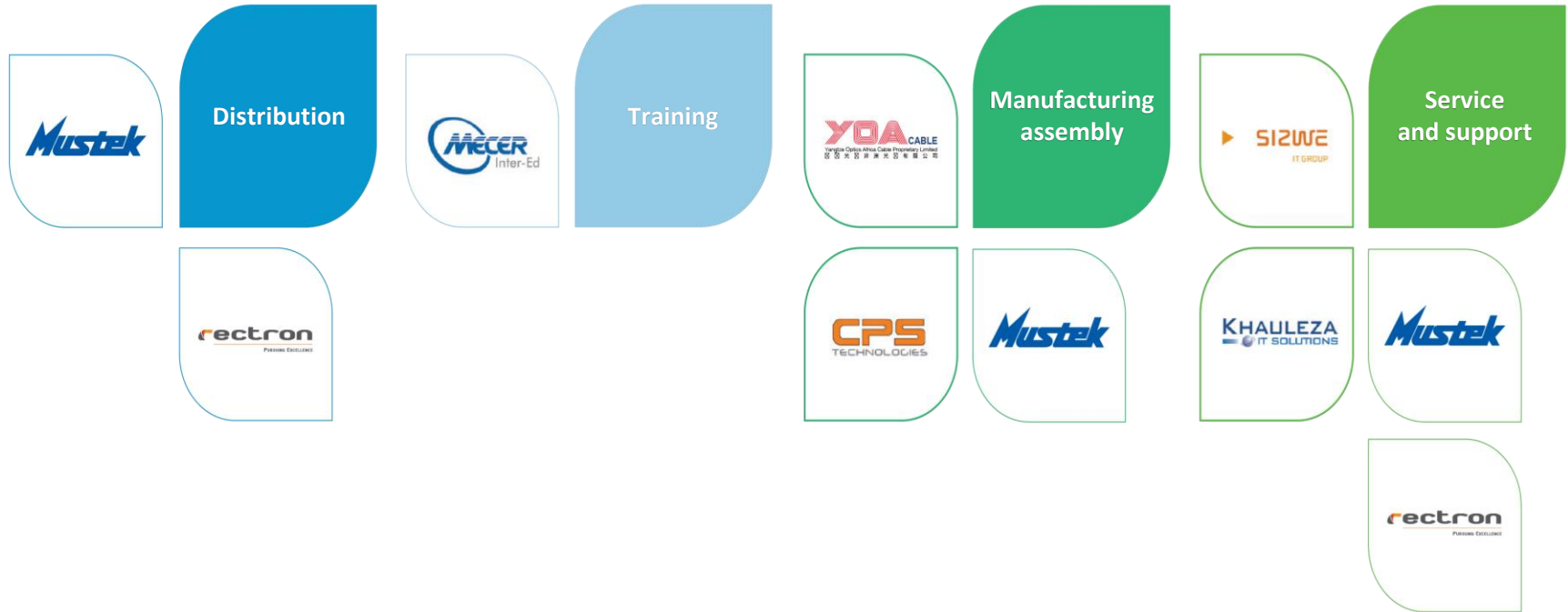
**Listed on the JSE
in 1997**

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

**National
presence**

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

GROUP STRUCTURE

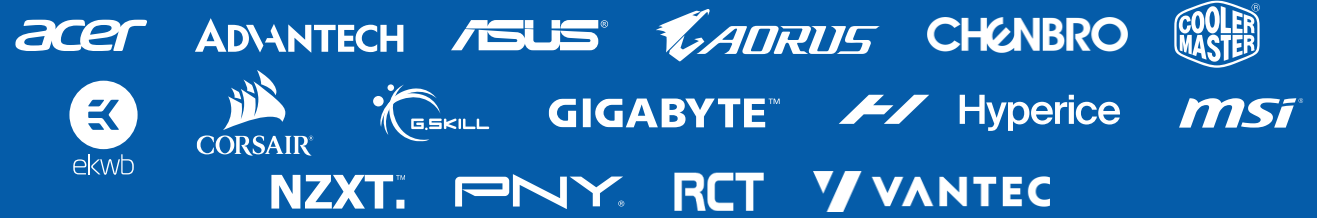


GROUP BRAND PORTFOLIO

Edge / Client



Gaming



Software / Cloud



GROUP BRAND PORTFOLIO

Network /
Infrastructure /
Servers



Sustainable energy



Security &
Compliance



Training &
Enablement



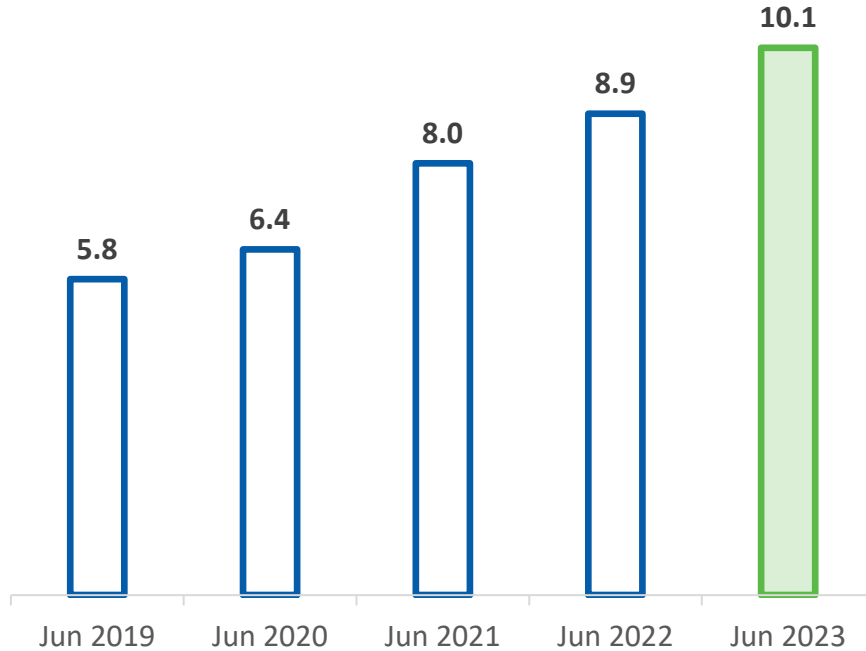
FINANCIAL SUMMARY

		FY19	FY20	FY21	FY22	FY23	CAGR
Revenue	(R billion)	5.8	6.4	8.0	8.9	10.1	15%
Gross Profit	(R million)	818	910	1 188	1 273	1 412	15%
GP margin	(%)	14.0%	14.2%	14.9%	14.3%	13.9%	
EBITDA	(R million)	243	247	516	456	508	20%
Net Profit	(R million)	107	88	296	225	220	20%
HEPS	(cents)	139	127	442	357	375	27%
NAV/Share	(cents)	1 494	1 598	2 046	2 395	2 724	16%
Return on Equity*	(%)	10%	8%	24%	16%	15%	

* ROE = Net profit / ((CY equity + PY equity)/2)

REVENUE

R (billion)

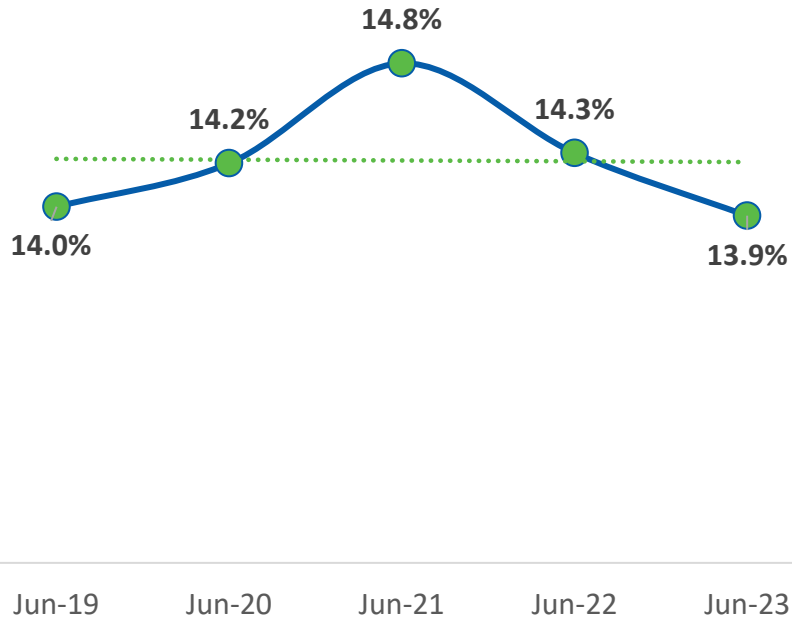


- Organic growth and relevance
- Sustainable energy
- Product portfolio
- Mobility category under strain



GROSS PROFIT MARGIN

%

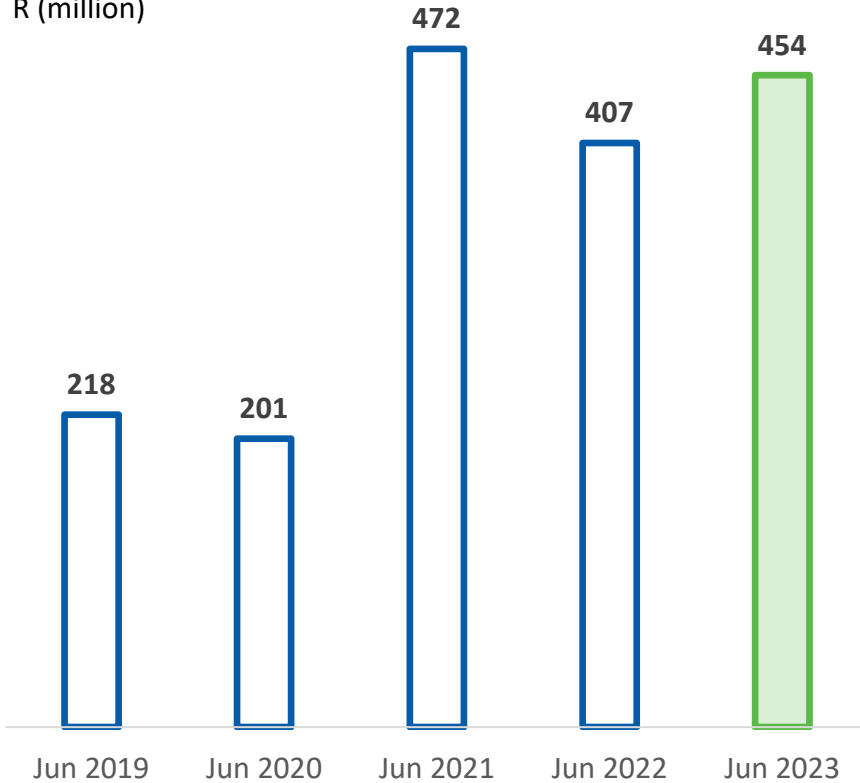


- Stabilisation of margins
- Over supply of entry level notebooks



PROFIT FROM OPERATIONS

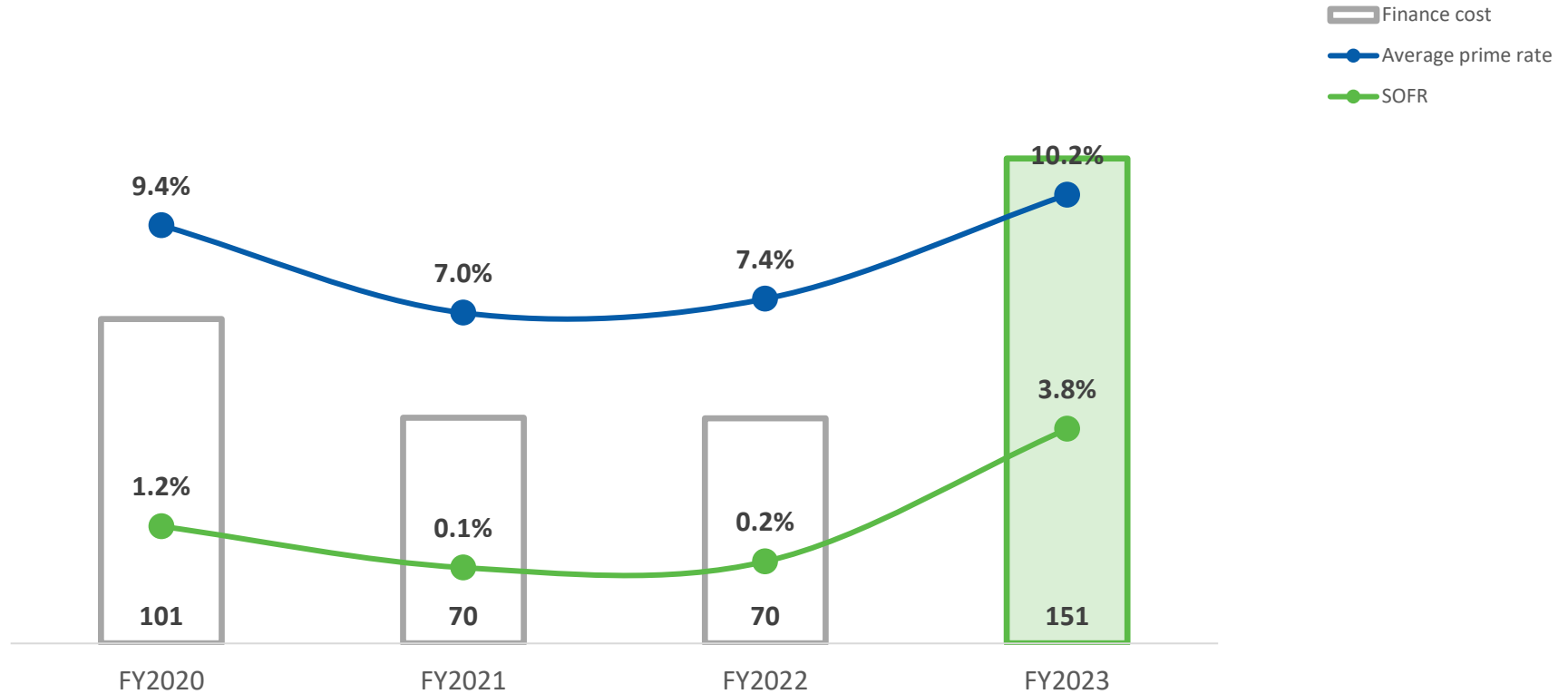
R (million)



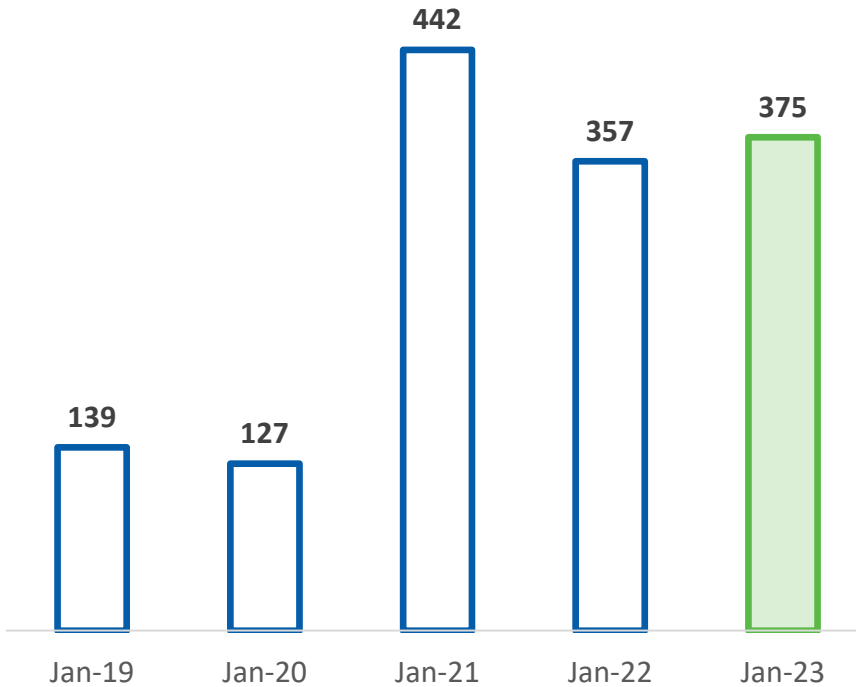
- Strong operational performance
- Expenses well controlled



NET FINANCING COST VS AVERAGE INTEREST RATES



HEPS (cents)

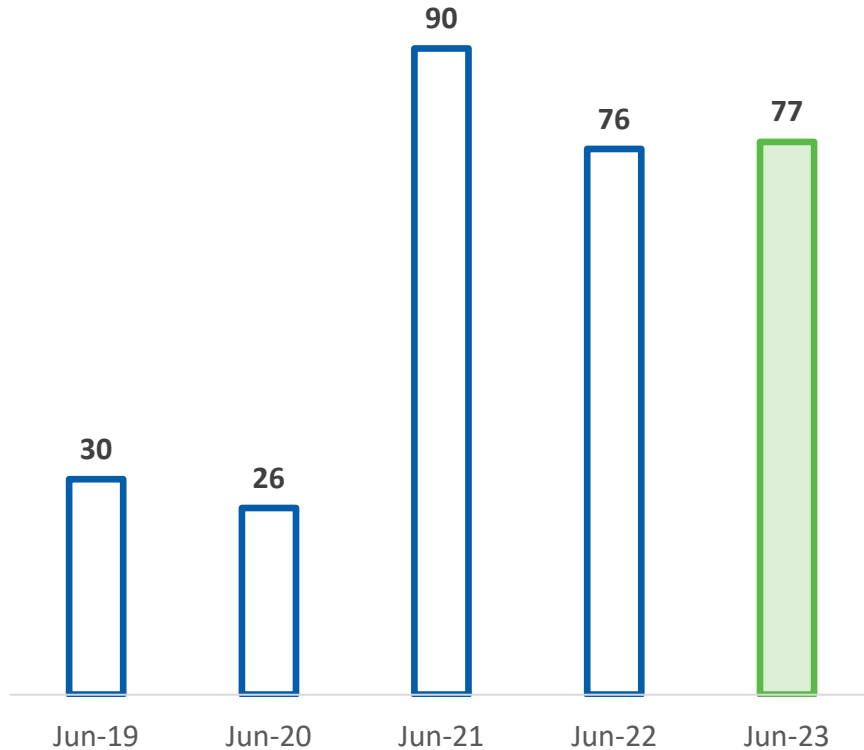


- Earnings growth and sustainability



# of shares	70m	70m	66m	59m	58m
-------------	-----	-----	-----	-----	-----

DIVIDEND PER SHARE (CENTS)



- 20% payout ratio maintained

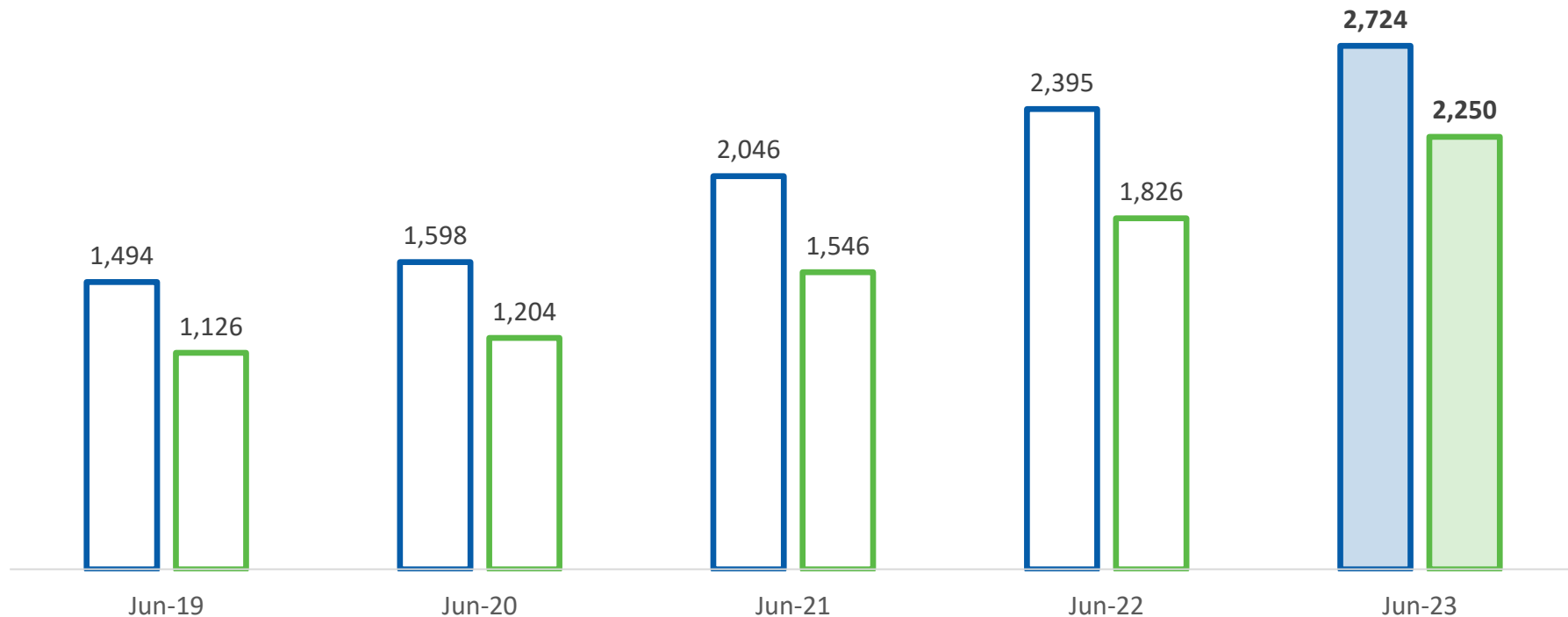


PE RATIO

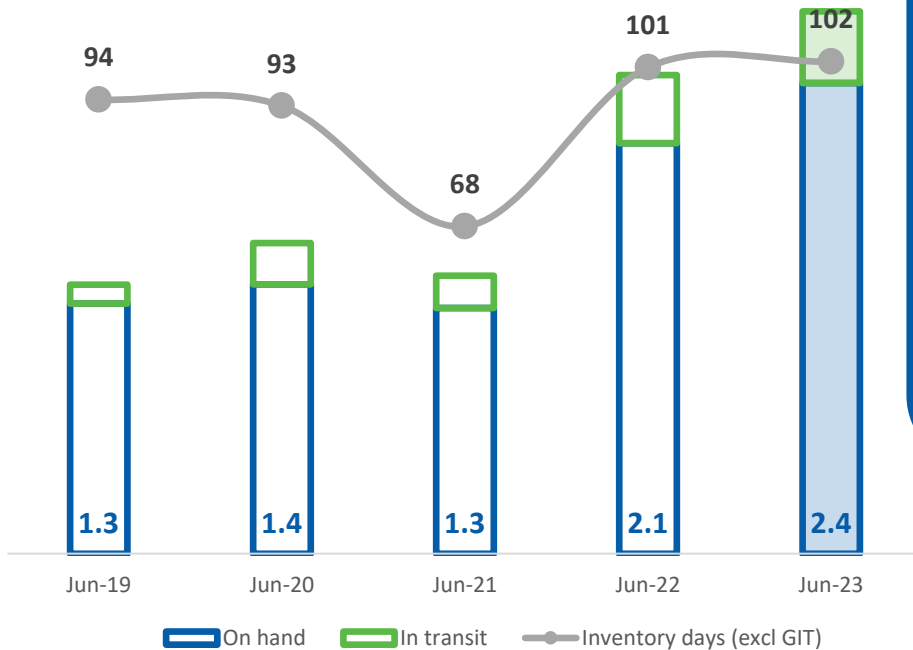


NAV AND NTAV PER SHARE

■ NAV per share (cents) ■ Tangible NAV per share (cents)



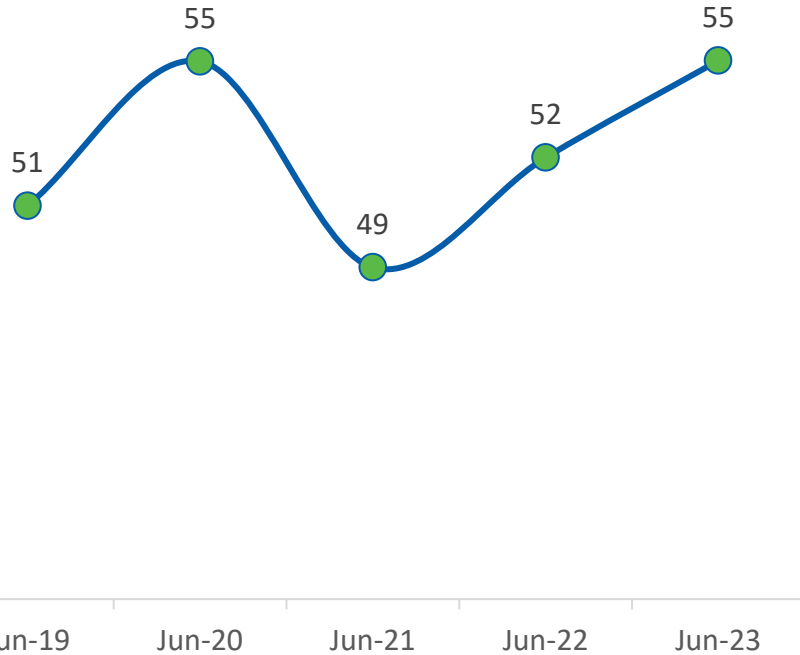
Inventory (billions) vs days



- Elevated stock levels
- Healthy mix
- Working capital management focus



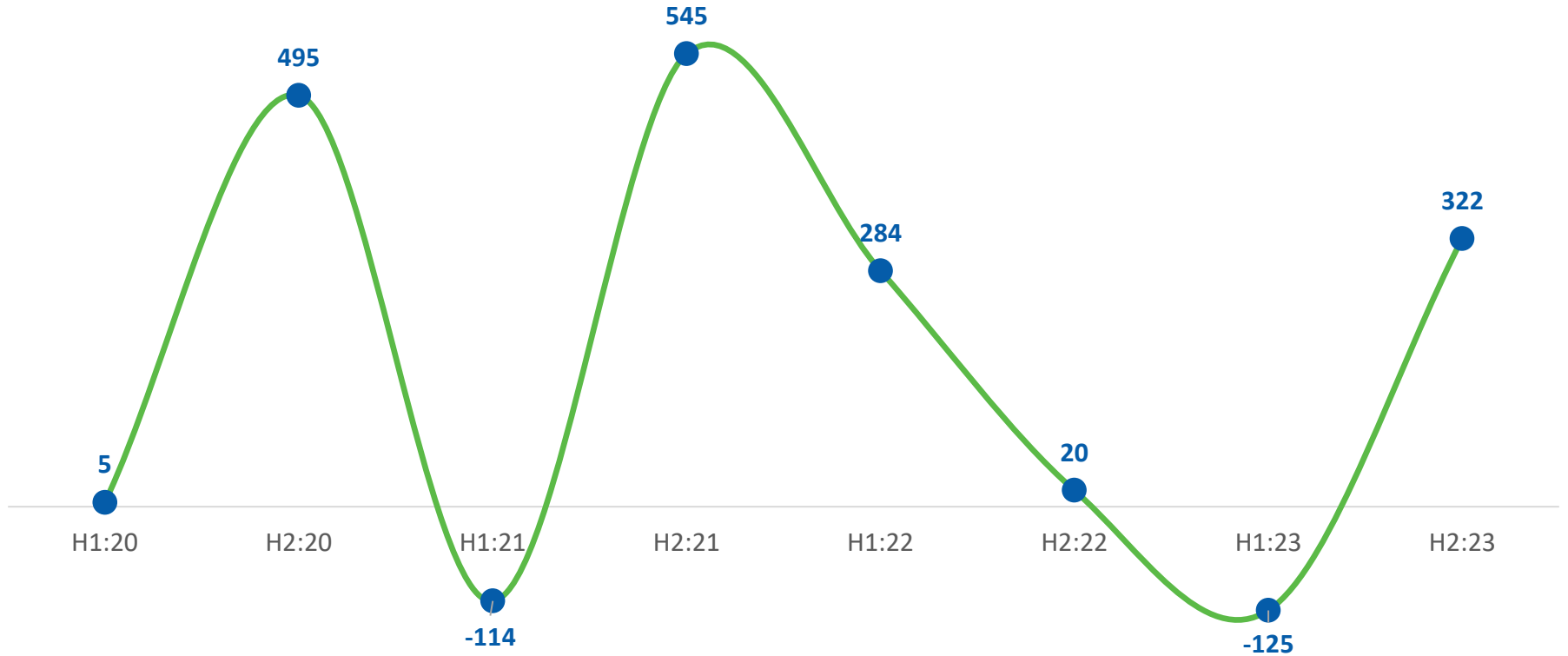
TRADE RECEIVABLE DAYS



- Debtor arrangements
- Working capital management focus



CASH GENERATED FROM OPERATIONS



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





Cybersecurity solutions

Strategic partnerships and collaborations

Diversification of product portfolio

Focusing on sustainable technologies

Digital transformation and cloud solution offerings



THANK YOU



SUSTAINABLE