



**SUSTAINABLE** 

# RESULTS ANNOUNCEMENT

for the six months ended 31 December 2023

Virtual Presentation

Date | 6 March 2024

Time | 11h00

*Presentation starts soon*



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# PRESENTERS



**Hein Engelbrecht**  
*Group CEO*  
[heine@mustek.co.za](mailto:heine@mustek.co.za)

**Shabana Aboo Baker Ebrahim**  
*Group FD*  
[ShabanaA@mustek.co.za](mailto:ShabanaA@mustek.co.za)





## 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**

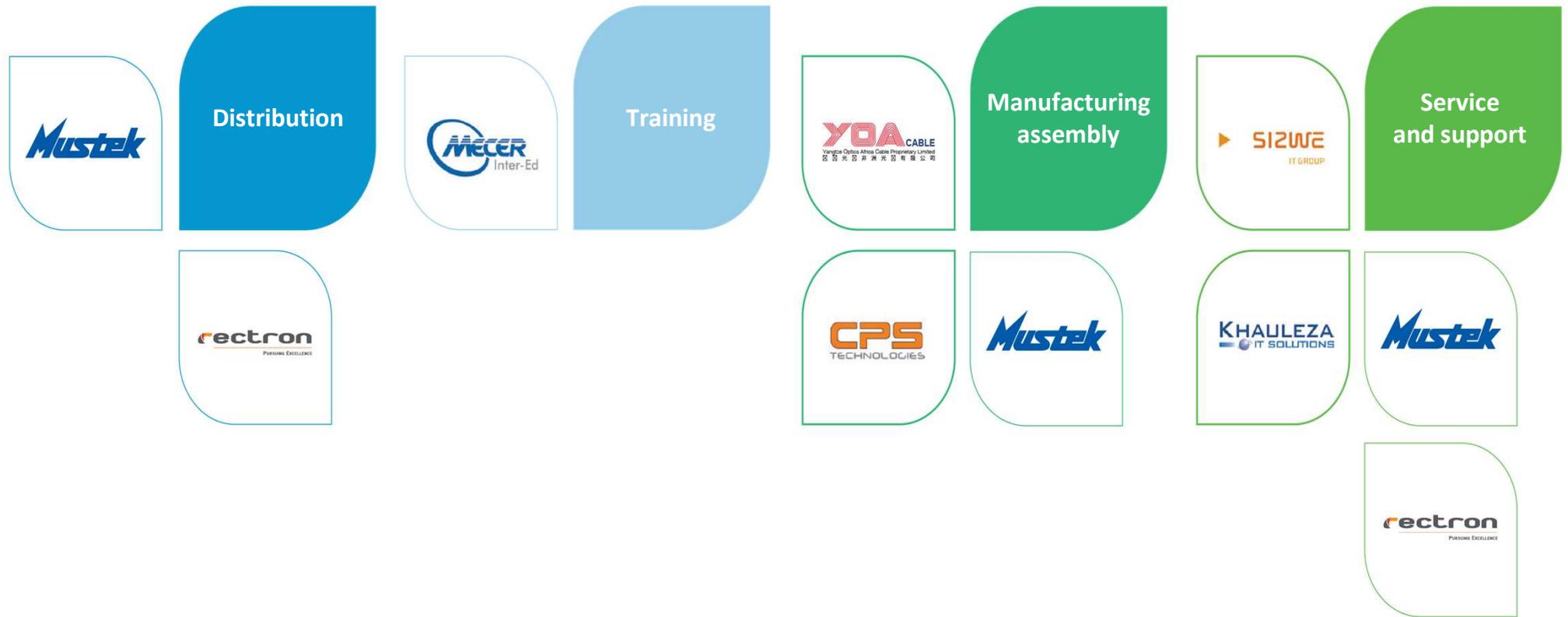
**Listed on the JSE  
in 1997**

**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



## Gaming



## Software / Cloud



# GROUP BRAND PORTFOLIO

Network /  
Infrastructure /  
Servers



Sustainable energy



Security &  
Compliance



Training &  
Enablement



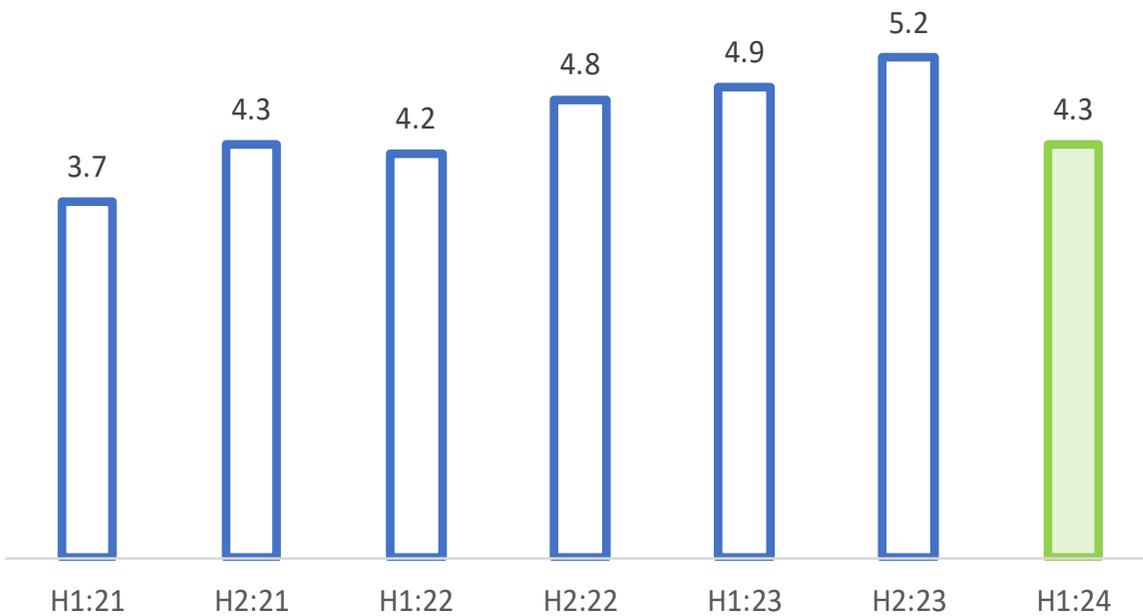
# FINANCIAL SUMMARY



		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

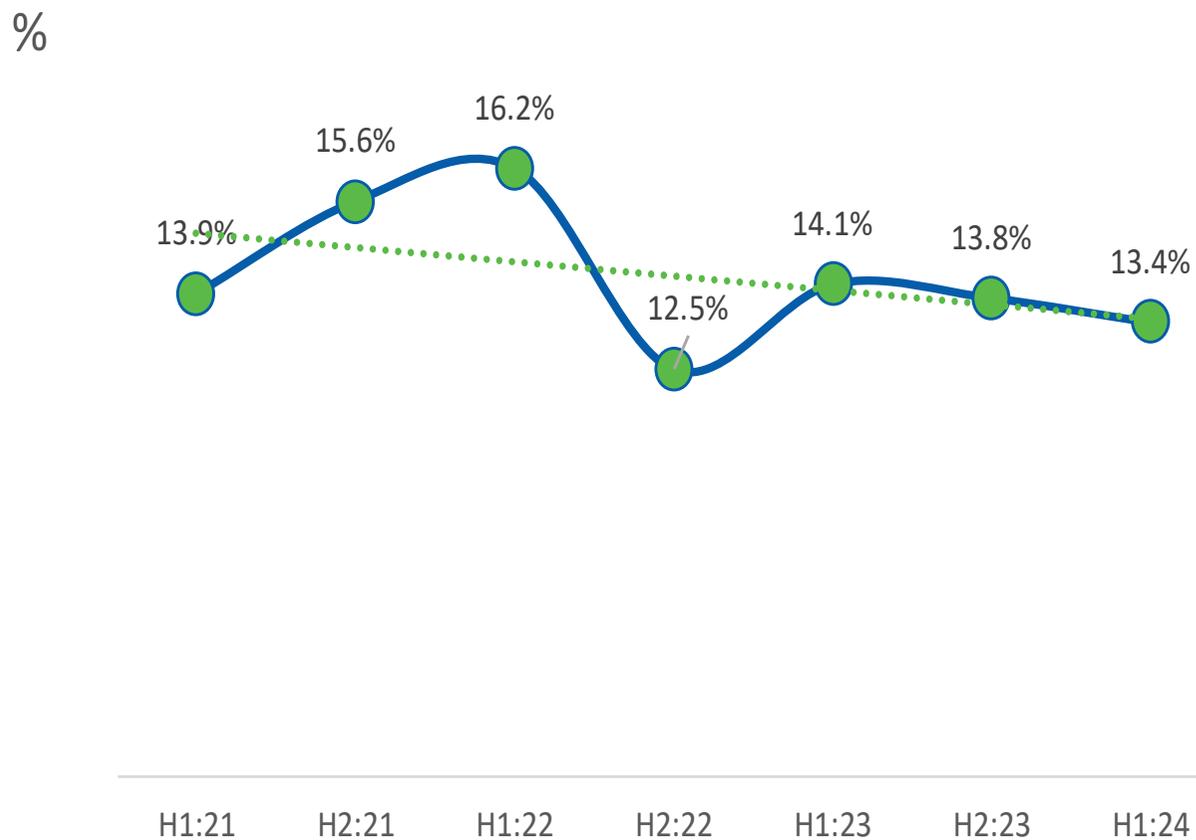
R billion



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



# GROSS PROFIT MARGIN

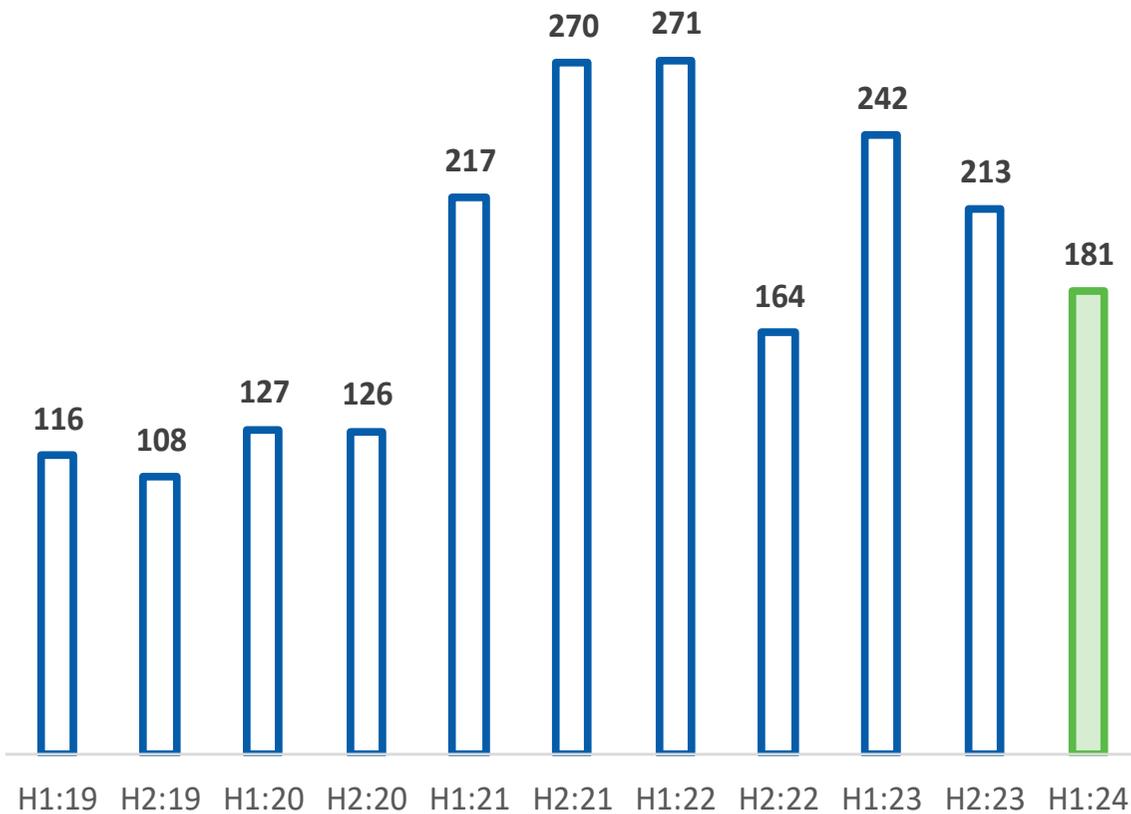


- Green energy products attained lower margins
- Margin growth in traditional business



# PROFIT FROM OPERATIONS

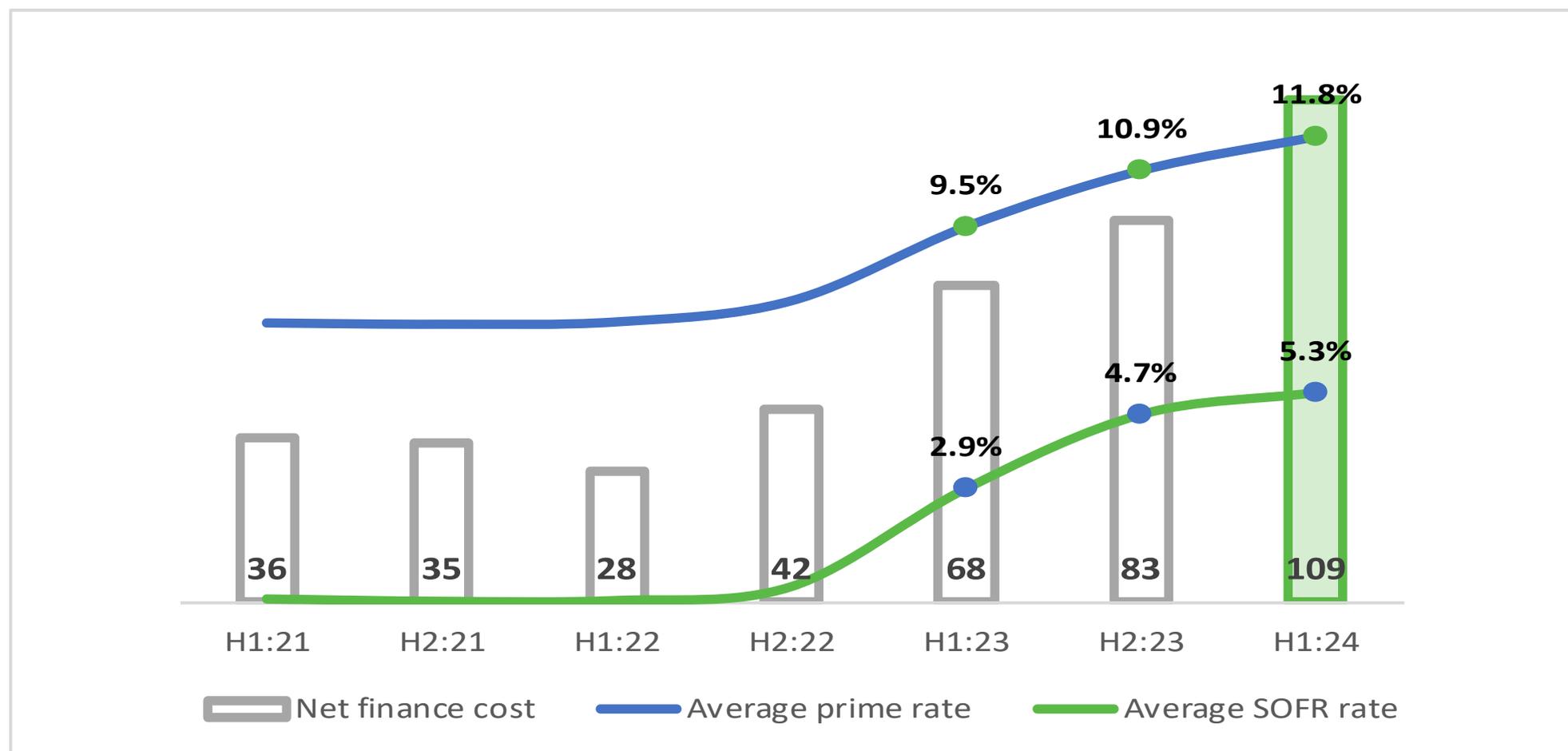
R (million)



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

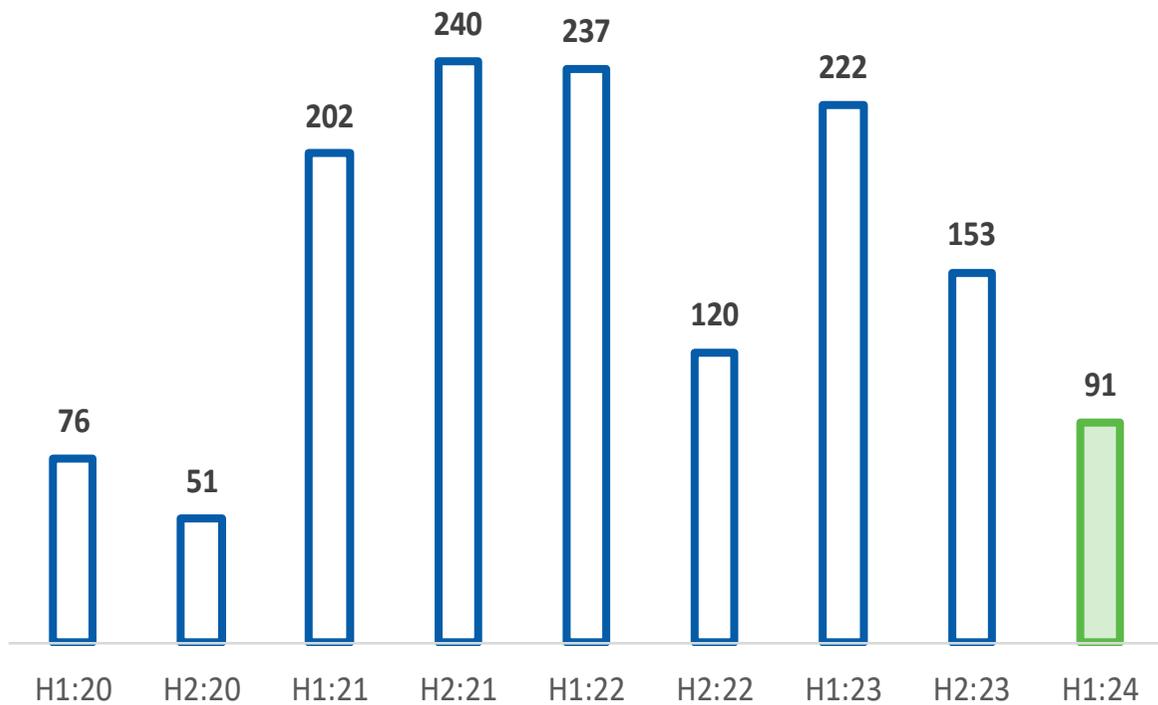


# NET FINANCING COST VS AVERAGE INTEREST RATES



SOFR: Secured Overnight Financing Rate

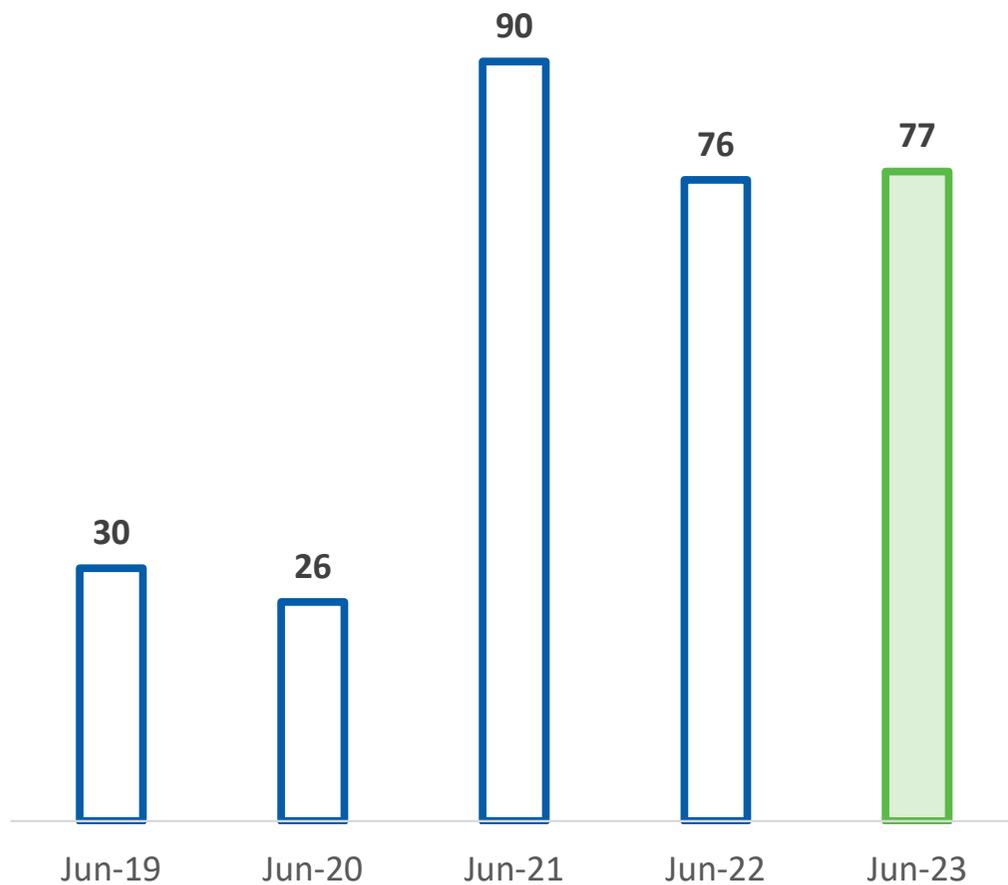
# HEPS (cents)



- Higher earnings versus pre-COVID



## DIVIDEND PER SHARE (CENTS)



- Year End declaration
- 20% payout ratio maintained



# PE RATIO

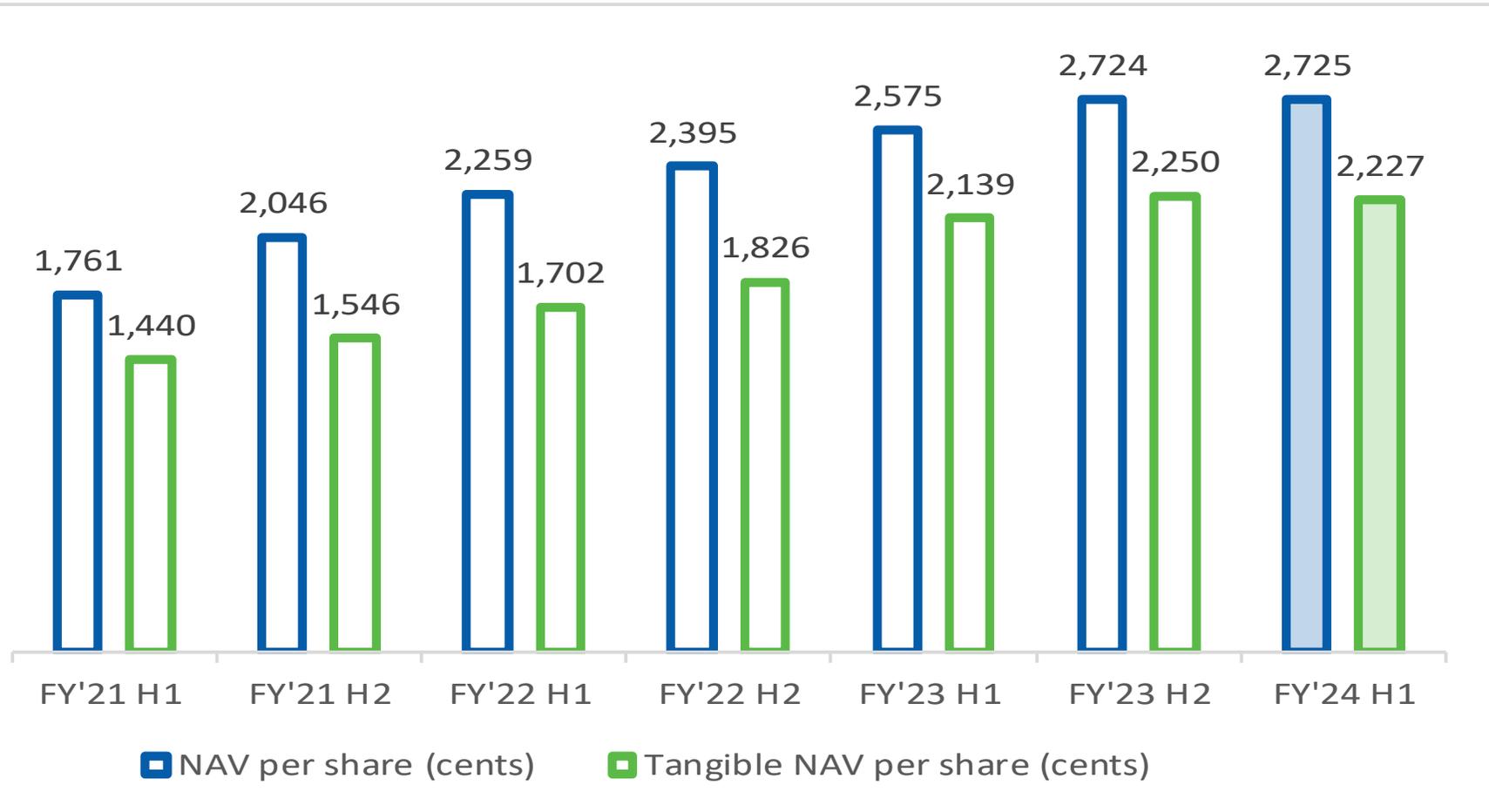
P/E ratio 2.758



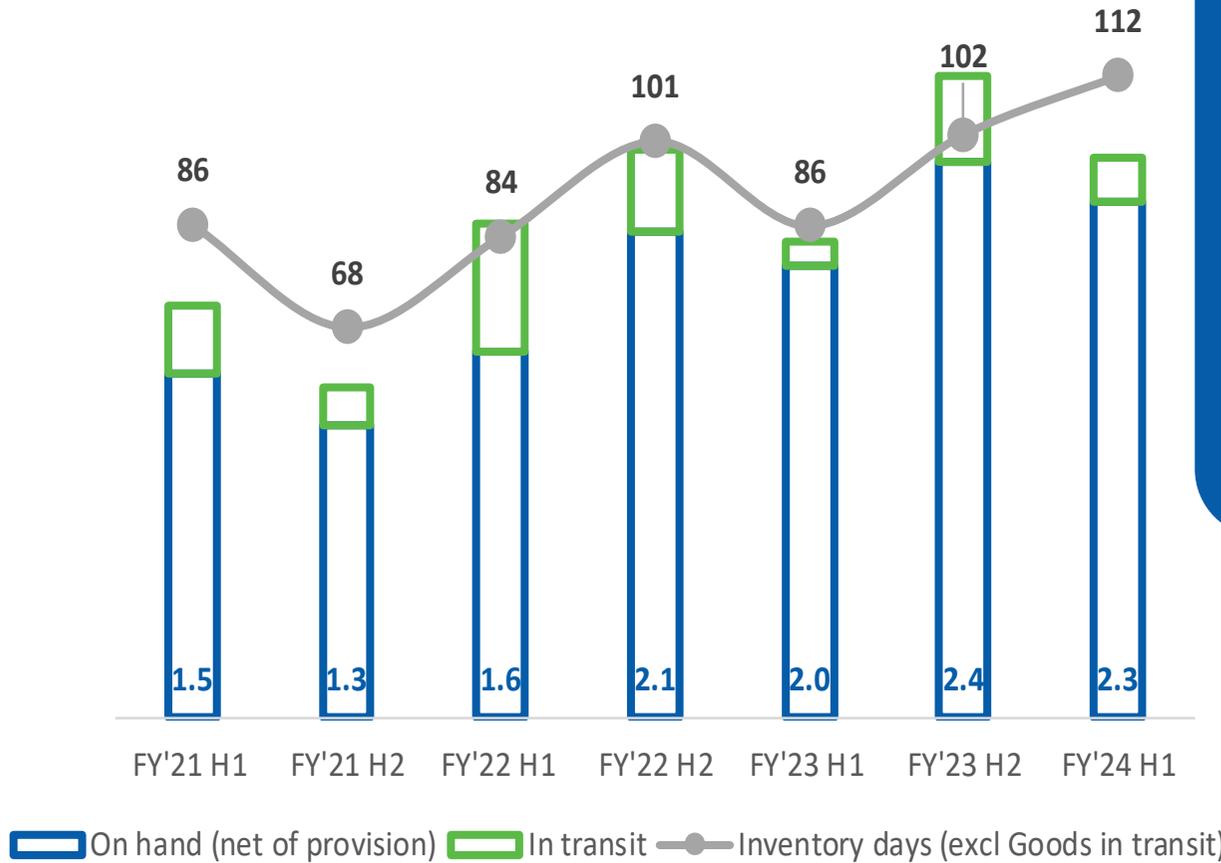
**TradingView**



# NAV AND NTAV PER SHARE



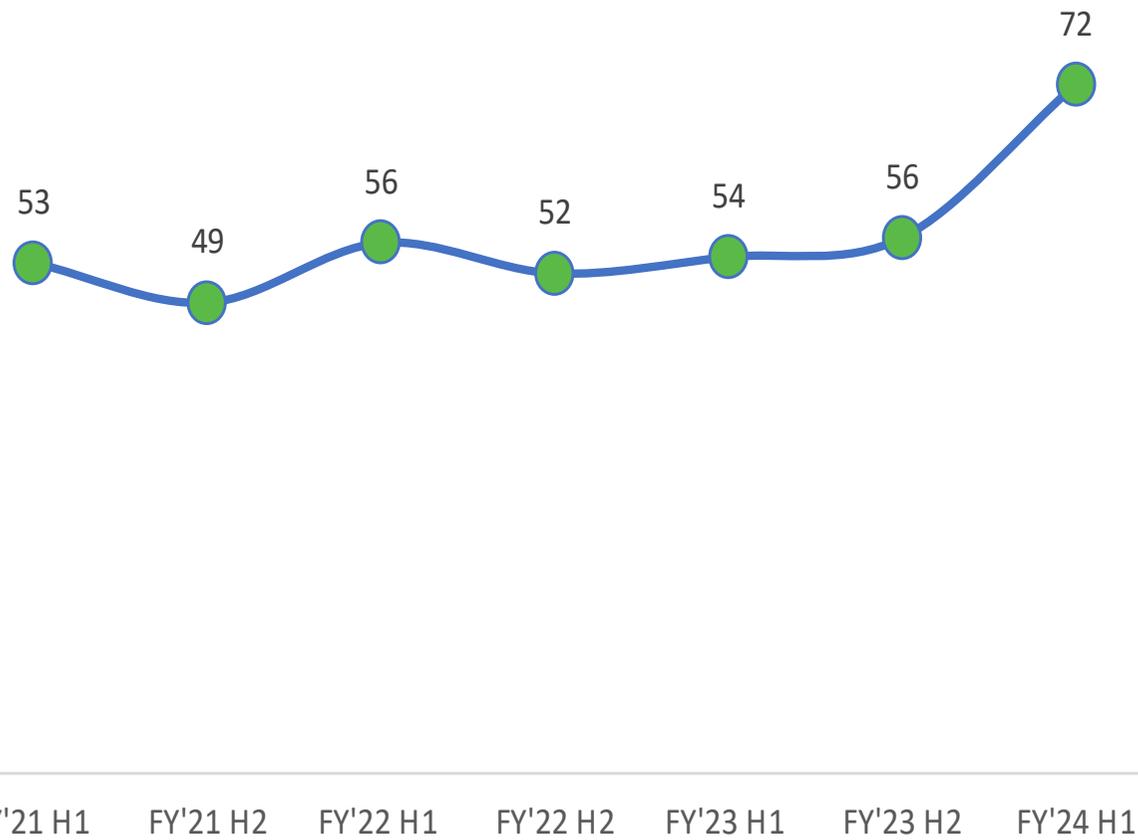
# INVENTORY



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



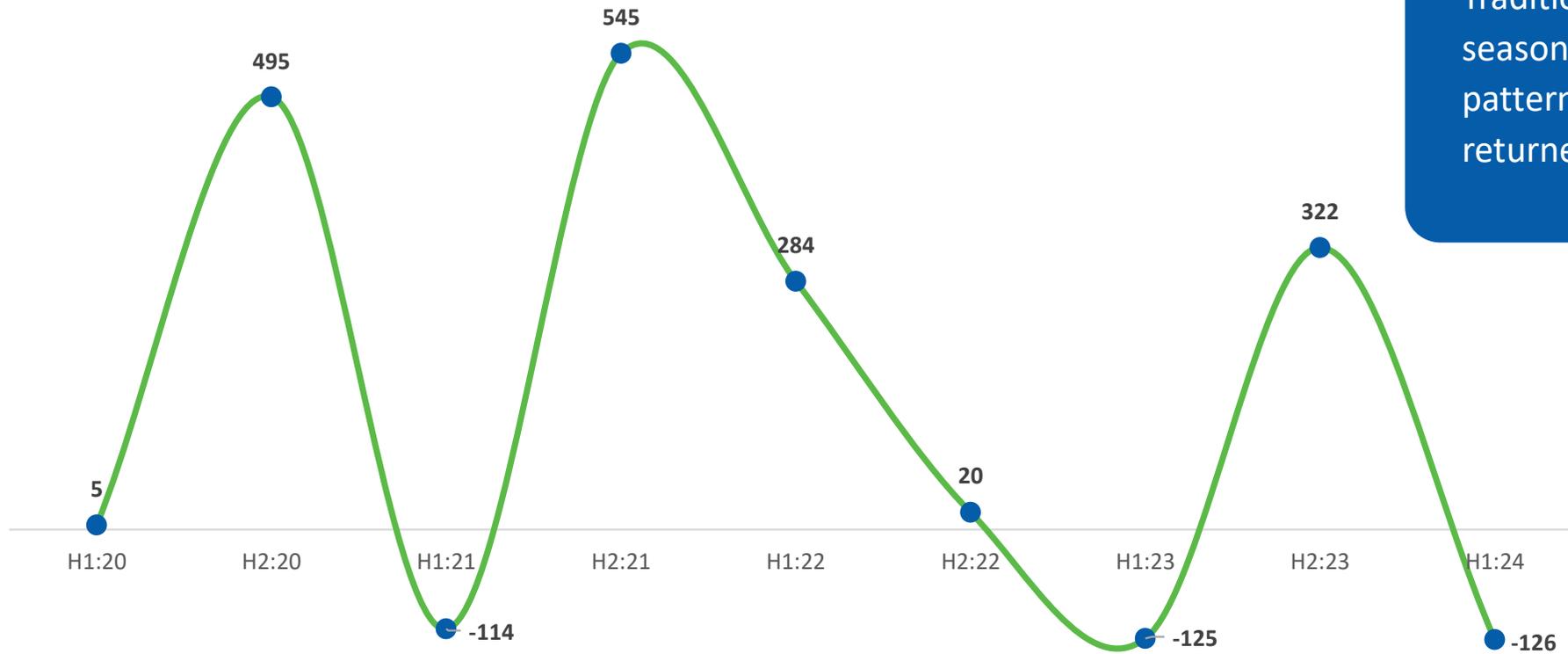
# TRADE RECEIVABLE DAYS



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



# CASH GENERATED FROM OPERATIONS

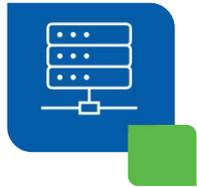


Traditional seasonality patterns have returned

# 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

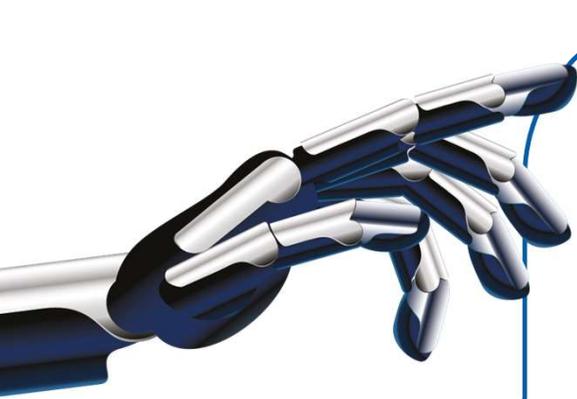


Grow and develop the Group's human capital



# OPPORTUNITIES

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**Cybersecurity solutions**

**Strategic partnerships and collaborations**

**Diversification of product portfolio**

**Artificial intelligence**

**Digital transformation and cloud solution offerings**





THANK YOU



**Shabana Aboo Baker Ebrahim**

*Group FD*

*ShabanaA@mustekgroup.com*

**SUSTAINABLE**

**Hein Engelbrecht**

*Group CEO*

*heine@mustekgroup.com*