

Cashbuild



FINAL RESULTS PRESENTATION

for the 53 weeks ended 30 June 2024

Nature of Business

Mass retailer of building materials, home improvement and related products

Offers a focused range of **quality products** at competitive prices

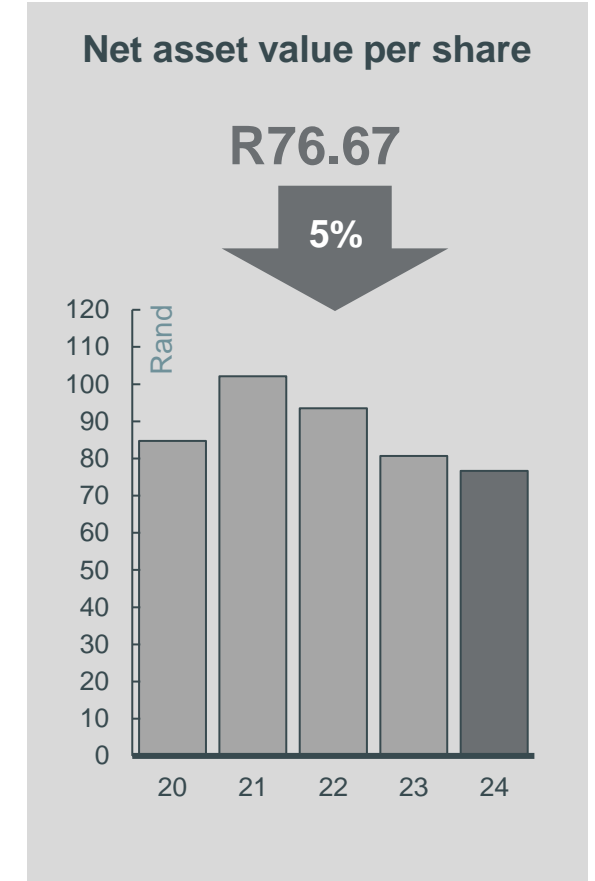
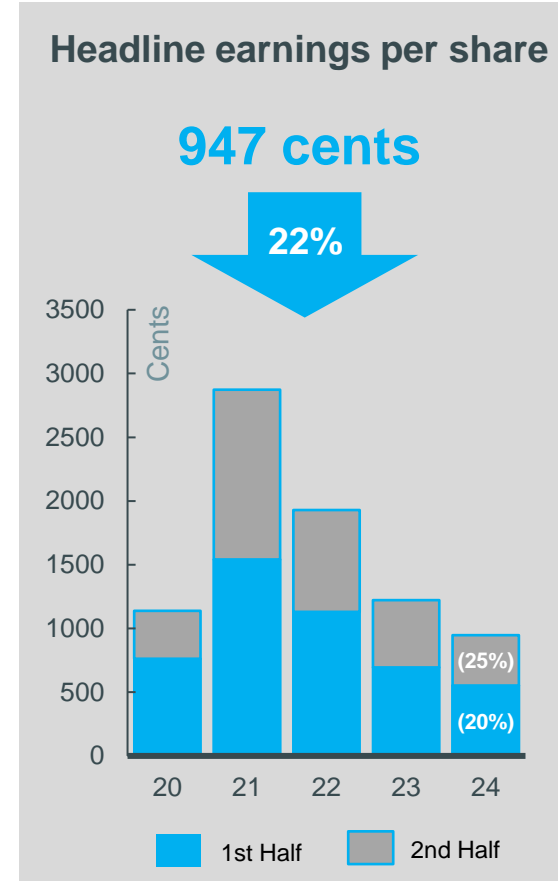
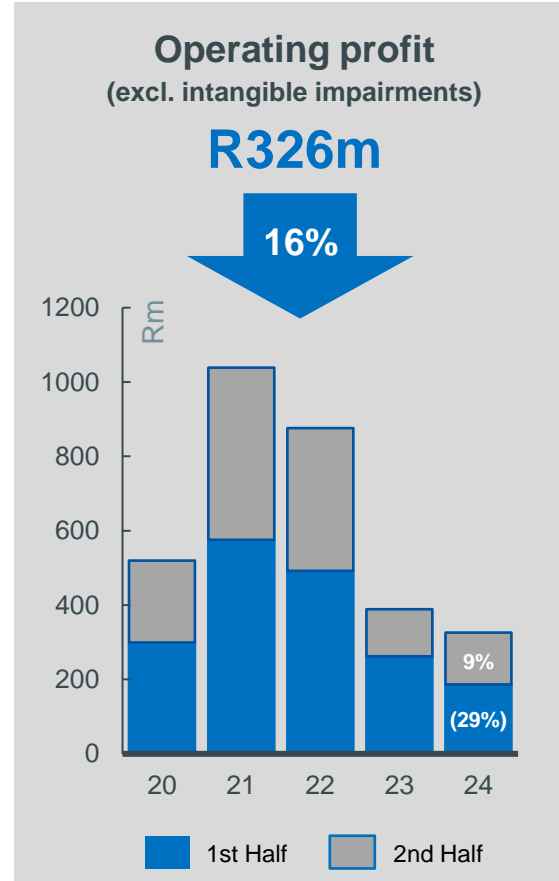
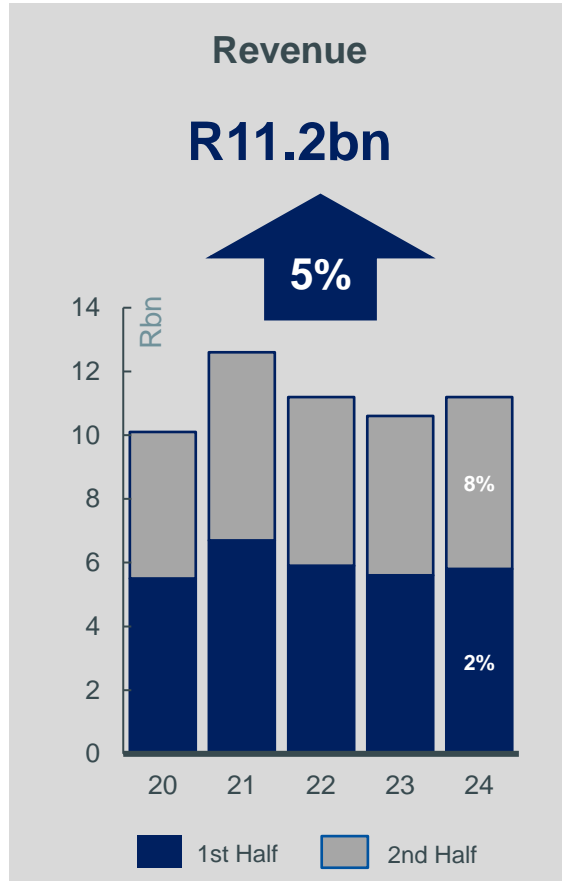
Selling predominantly for **cash**

322 stores through the Cashbuild and P&L Hardware brands



Financial Key Statistics

Statutory year-on-year



Compound Annual Growth Rate (CAGR)

2 year 0%
5 year 1%

(39%)

(30%)

(9%)
(2%)

FY2024 includes the 53rd week



01

FINANCIAL REVIEW

Income Statement

Statutory year-on-year

R'm	Audited 30 June 2024 (53 Weeks)	Audited 25 June 2023 (52 Weeks)	% variance
Revenue	11 192	10 653	5
Gross profit	2 770	2 705	2
<i>Gross profit %</i>	24.7	25.4	
Operating expenses*	(2 581)	(2 472)	4
<i>Operating expenses %</i>	23.1	23.2	
Operating profit	189	233	(19)
<i>Operating profit %</i>	1.7	2.2	
Net financing cost	(51)	(55)	(8)
Profit for the year	88	115	(24)
Earnings per share (cents)	396	457	(13)
Headline earnings per share (cents)	947	1 222	(22)
Dividend per share (cents)	561	732	(23)
Weighted number of shares ('000)	21 180	22 174	(5)

* Operating expenses include the intangible assets' impairments related to P&L Hardware's goodwill and trademark of R137 million (FY2024) and R156 million (FY2023)

Income Statement

Comparable year-on-year

R'm	Audited 30 Jun 2024 (53 Weeks)	Adjustments 53 rd Week	Pro forma 30 Jun 2024 (52 Weeks)	Audited 25 Jun 2023 (52 Weeks)	% variance
Revenue	11 192	240	10 952	10 653	3
Gross profit	2 770	68	2 702	2 705	-
<i>Gross profit %</i>	24.7	28.2	24.7	25.4	
Operating expenses*	(2 581)	(11)	(2 570)	(2 472)	4
<i>Operating expenses %</i>	23.1	4.3	23.5	23.2	
Operating profit	189	57	132	233	(43)
<i>Operating profit %</i>	1.7	23.8	1.2	2.2	
Net financing cost	(51)	-	(51)	(55)	(8)
Profit for the year	88	42	46	115	(60)
Earnings per share (cents)	396		200	457	(56)
Headline earnings per share (cents)	947		757	1 222	(38)

* Operating expenses include the intangible assets' impairments related to P&L Hardware's goodwill and trademark

Income Statement

Half year comparison

R'm	2 nd Half			1 st Half		
	FY2024	FY2023	% variance	FY2024	FY2023	% variance
Revenue	5 403	5 004	8	5 789	5 649	2
Gross profit	1 339	1 274	5	1 431	1 431	-
<i>Gross profit %</i>	24.8	25.5		24.7	25.3	
Operating expenses – excluding impairments	(1 200)	(1 147)	5	(1 244)	(1 169)	6
Impairment of goodwill and trademark	-	(156)		(137)	-	
<i>Operating expenses % – excluding impairments</i>	22.2	22.9		21.4	20.7	
Operating profit – excluding impairments	139	127	9	187	262	(29)
Operating profit/(loss)	139	(29)	>100	50	262	(81)
<i>Operating profit % - excluding impairments</i>	2.6	2.5		3.2	4.6	

Operating expenses

R'm	% of revenue	% of total	30 June 2024*	25 June 2023	% variance	Existing stores# % variance June 2024
Total	23.1		2 581	2 472	4	3
Goodwill and trademark impairments			(137)	(156)		
Total excluding impairments	21.8		2 444	2 316	6	4
Main contributors:						
People	9.6	44.0	1 076	1 044	3	2
Advertising	1.7	7.7	187	178	5	4
Delivery	1.3	5.9	144	147	(2)	(4)
IT	1.4	6.5	160	158	1	1
Property	4.0	18.3	447	399	12	10

- Headcount at 30 June 2024: 5 472 (25 June 2023: 6 046)
- Average cost-of-living increases was 8.0% for FY2024
- Property cost up 12% due to excessive rates and tax increases as well as higher maintenance as refits are postponed

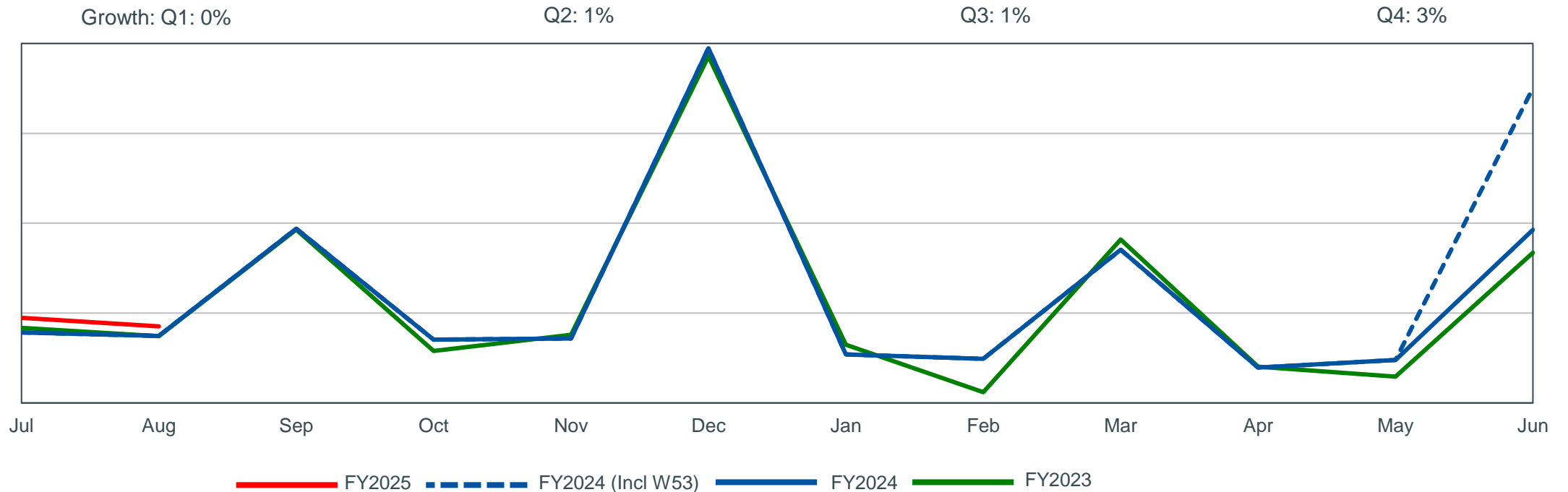
* FY2024 includes 53rd week

Existing stores refer to stores that have comparative trading results for a full prior financial year

Customer Transactions

'000

All stores



- Continue to advertise highly competitive product category drivers
- Ongoing product range updates
- Continuous review of operational processes to ensure customer centricity
- FY2024 53 weeks vs FY2023 52 weeks growth was 3%
- Transaction growth for the six weeks subsequent to year end is 3% higher than the prior year

FY2024 & FY2023 smoothed for comparative 5 weeks and 4 weeks

Average Basket Size

Rand

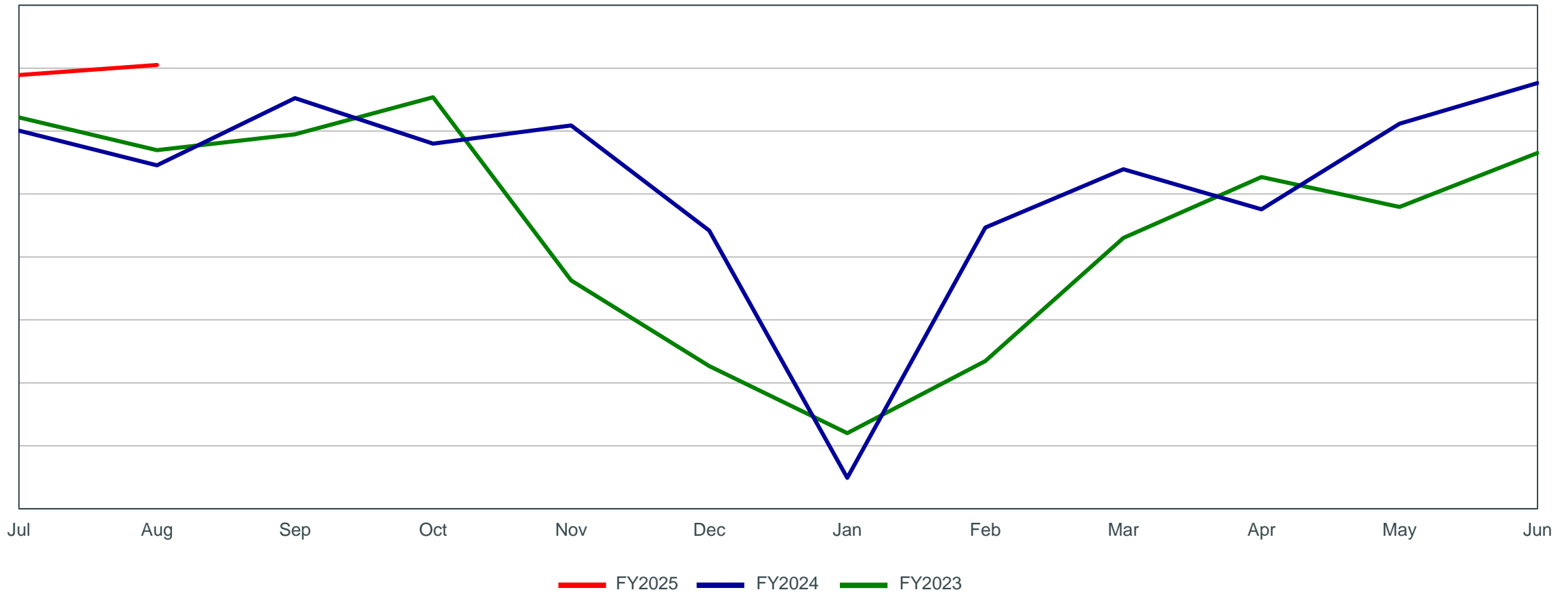
All Stores

Growth Q1: 0%

Q2: 4%

Q3: 2%

Q4: 2%



FY2024 & FY2023 smoothed for comparative 5 weeks and 4 weeks

Segmental Disclosure

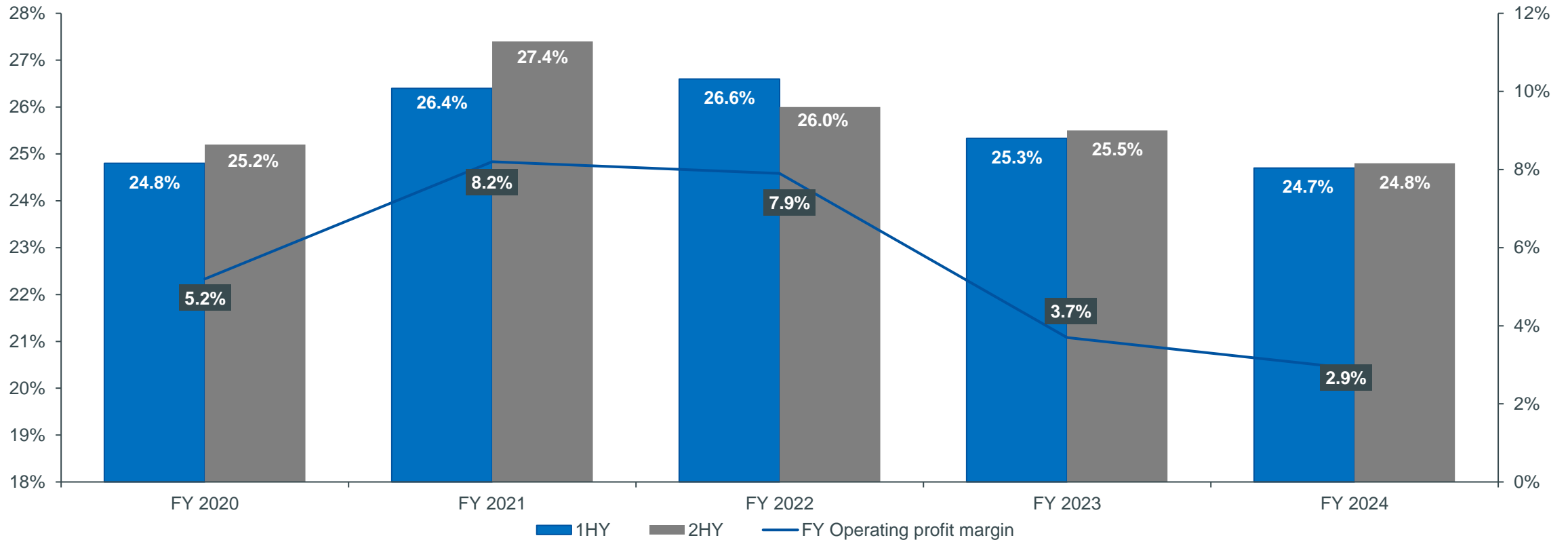
R'm	Cashbuild South Africa			P&L Hardware South Africa			Cashbuild Namibia, Lesotho and eSwatini			Cashbuild Botswana and Malawi*			Total Group		
	30 June 2024	25 June 2023	%	30 June 2024	25 June 2023	%	30 June 2024	25 June 2023	%	30 June 2024	25 June 2023	%	30 June 2024	25 June 2023	%
Revenue	9 175	8 644	6	824	826	-	721	690	4	472	493	(4)	11 192	10 653	5
<i>% Contribution to Group</i>	<i>82.0</i>	<i>81.1</i>		<i>7.4</i>	<i>7.8</i>		<i>6.4</i>	<i>6.5</i>		<i>4.2</i>	<i>4.6</i>		<i>100.0</i>	<i>100.0</i>	
Gross profit	2 328	2 254	3	161	161	-	160	160	-	121	130	(7)	2 770	2 705	2
<i>GP %</i>	<i>25.4</i>	<i>26.1</i>		<i>19.5</i>	<i>19.5</i>		<i>22.2</i>	<i>23.2</i>		<i>25.6</i>	<i>26.4</i>		<i>24.7</i>	<i>25.4</i>	
Operating profit/(loss)	284	331	(14)	(141)#	(191)#	26	34	39	(13)	12	54	(78)	189	233	(19)
<i>OP %</i>	<i>3.1</i>	<i>3.8</i>		<i>(17.1)</i>	<i>(23.1)</i>		<i>4.7</i>	<i>5.7</i>		<i>2.5</i>	<i>11.0</i>		<i>1.7</i>	<i>2.2</i>	
Capital investment	134	145	(8)	12	7	71	7	6	17	8	1	>100	161	159	1

* FY2024 excludes Zambia which was closed in FY2023

P&L Hardware operating loss includes the intangible assets' impairments related to goodwill and trademark of R137 million (FY2024) and R156 million (FY2023)

Gross Profit and Operating Profit Margin

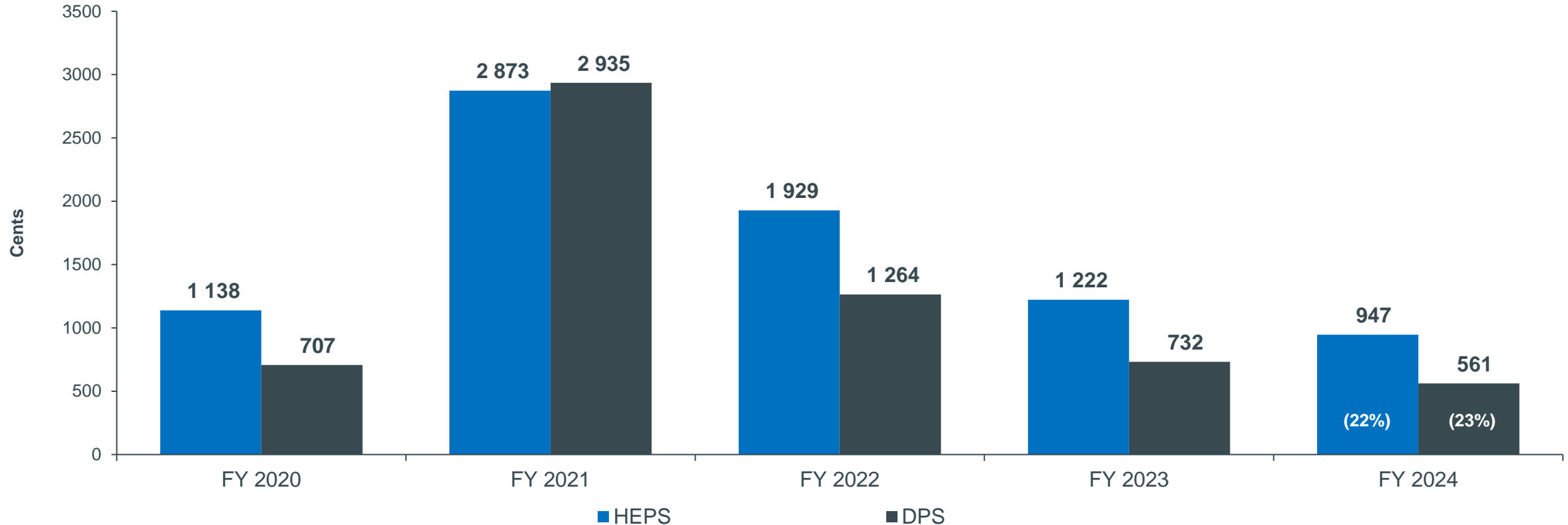
Excluding intangible impairments



Operating profit margin including the intangible assets' impairments in FY2024 is 1.7% (FY2023: 2.2%)

Headline Earnings per Share (HEPS) and Dividend per Share (DPS)

Year-on-year



Dividend cover policy maintained at 1.5 times, excluding the intangible assets' impairments
Cashbuild Empowerment Trust – R362.9 million to date

Statement of Financial Position

Statutory

R'm	Audited 30 June 2024	Audited 25 June 2023	% variance
Assets			
Property, plant and equipment	1 238	1 243	-
Right-of-Use assets	1 036	1 141	(9)
Intangible assets	124	271	(54)
Inventories	1 787	1 698	5
Trade and other receivables	134	90	49
Cash resources	999	1 582	(37)
Shareholders' equity and liabilities			
Shareholders' equity	1 832	1 956	(6)
Lease liabilities	1 513	1 601	(5)
Trade and other liabilities	2 212	2 630	(16)
Net asset value per share (Rand)	76.67	80.68	(5)
Working capital days			
Inventory	90	90	
Creditors	80	72	

Cash Flow

R'million



* 53rd Week creditors payment of R859 million included



02

PRODUCT CATEGORIES

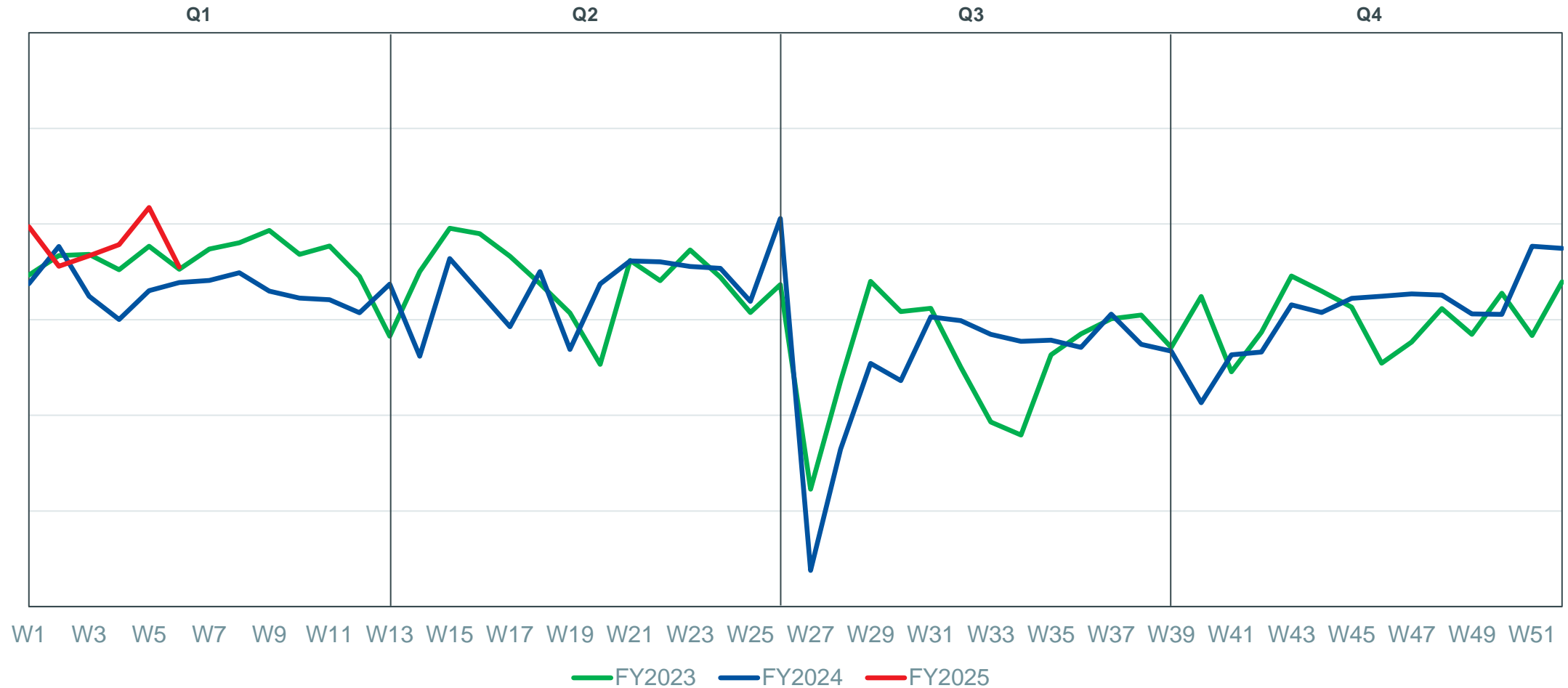
Group Sales per Week

R'million



Cement Sales

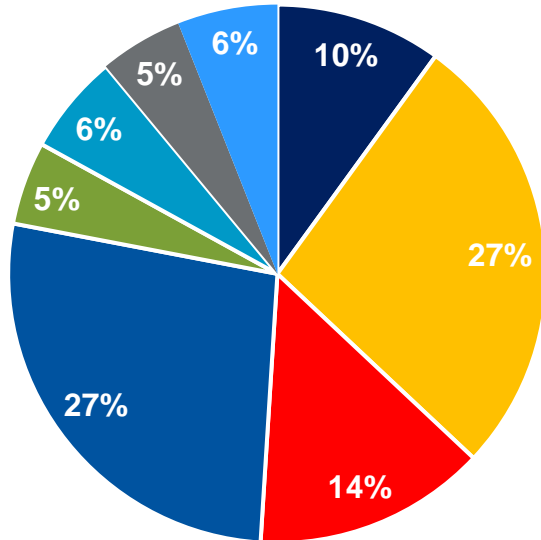
Pockets



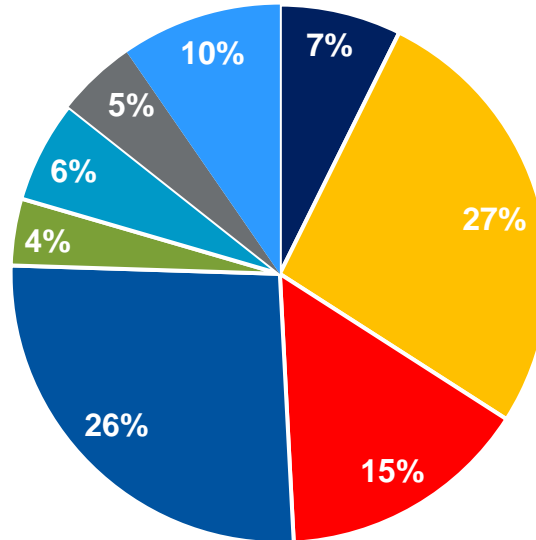
Cement Unit Sales

Per Supplier

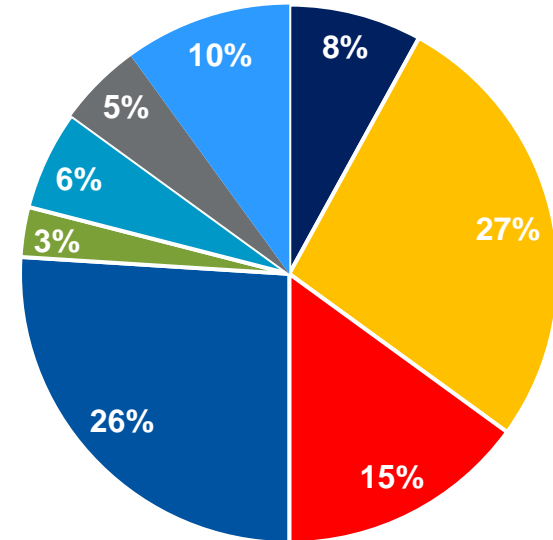
Jun 2023



Dec 2023



Jun 2024



AFRISAM

PPC

AFRIMAT

NPC

SEPHAKU

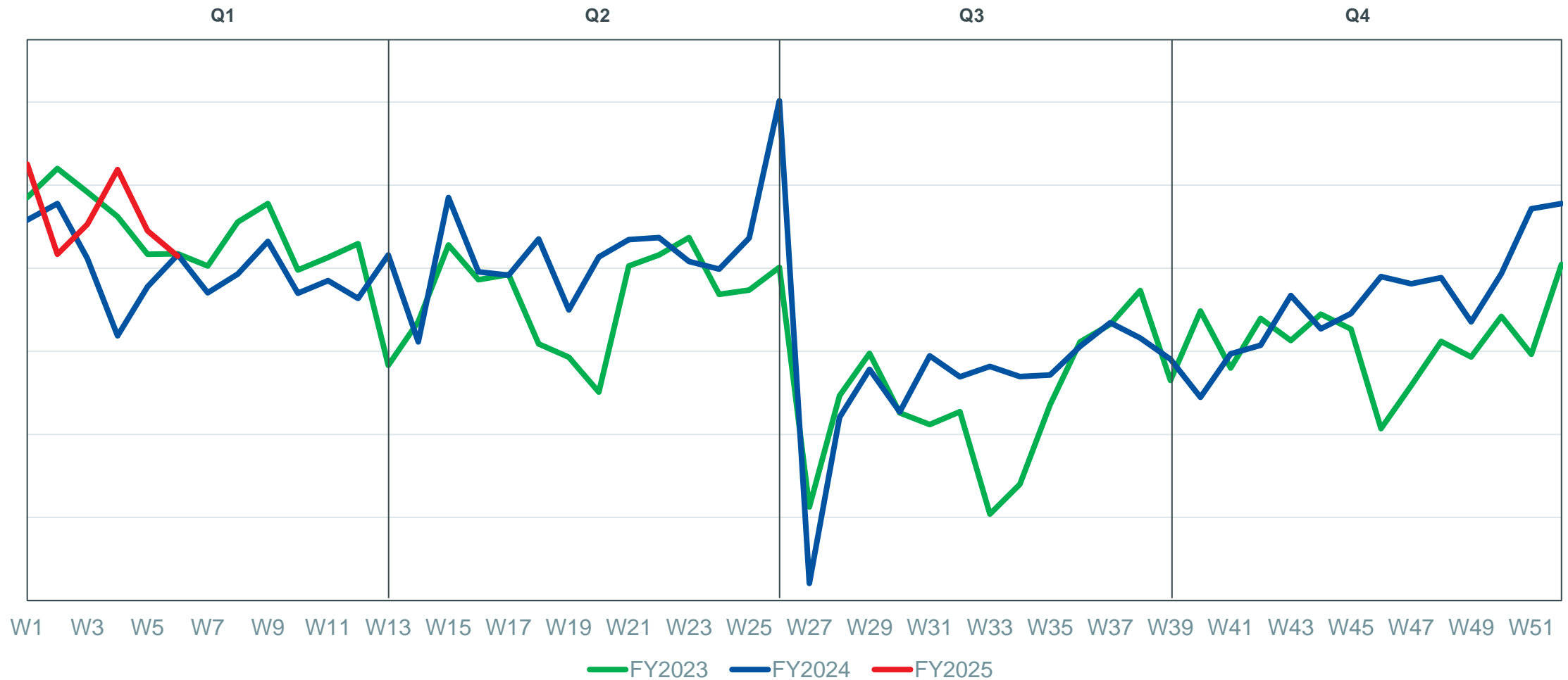
MAMBA

CEMZA

OTHER

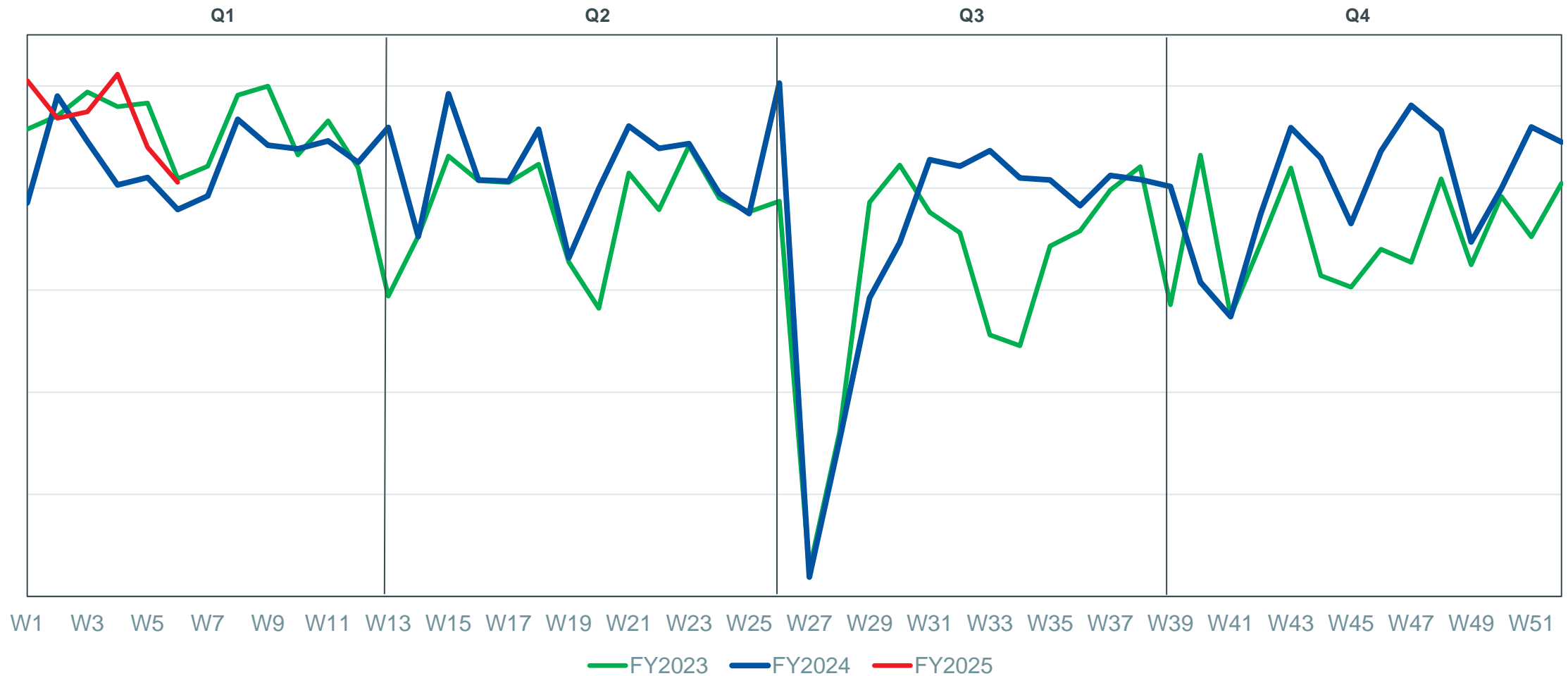
Total Timber Sales

R'million



Total Brick Sales

R'million



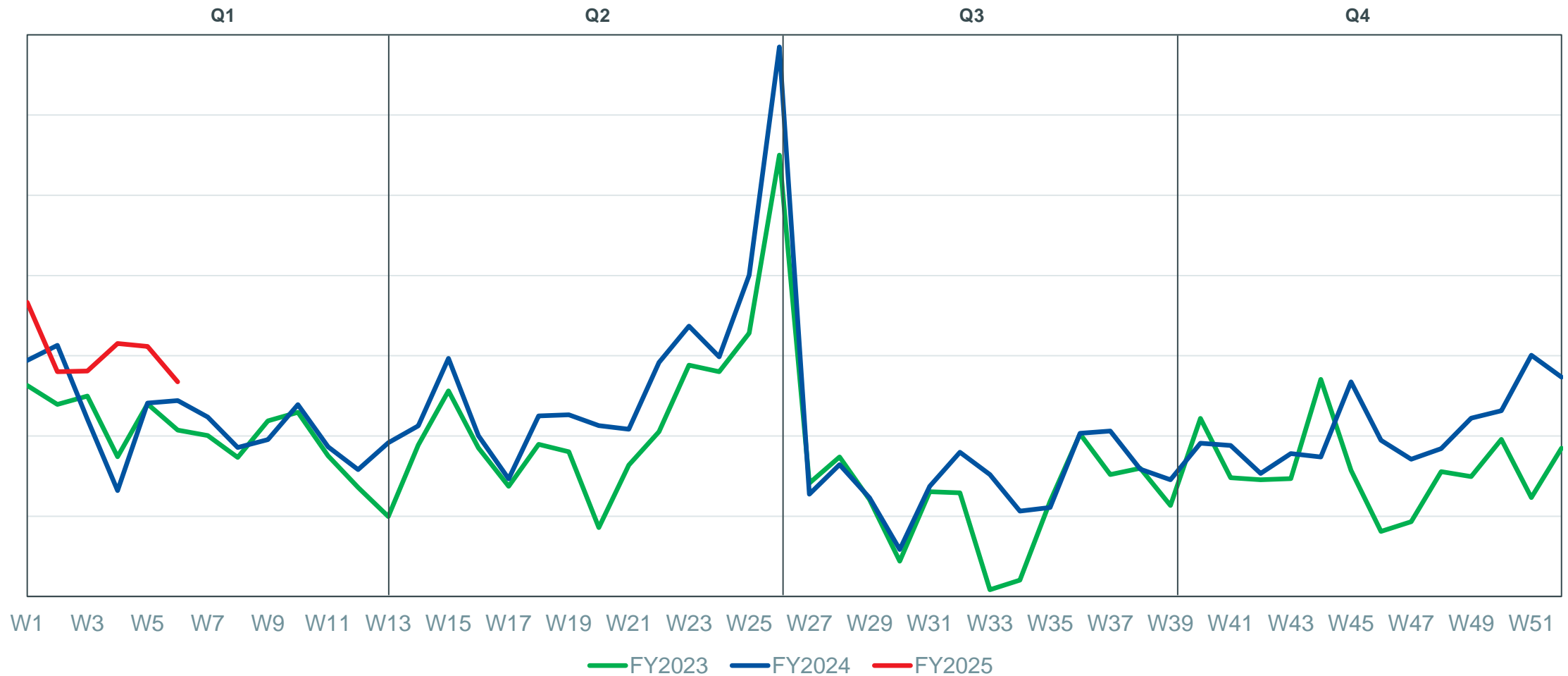
Total Roof Sales

R'million



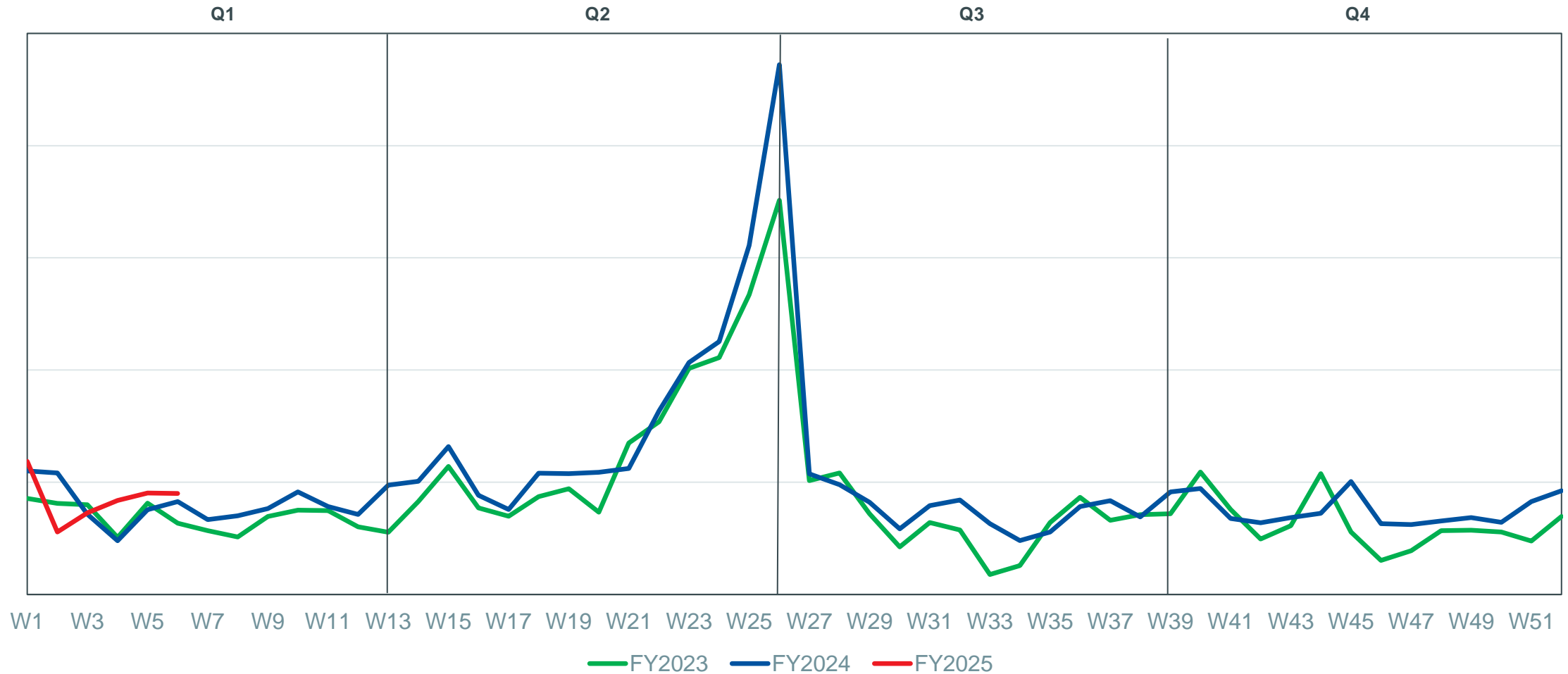
Total Opening Sales

R'million



Total Decorative Sales

R'million





03

STORE DEVELOPMENT AND SUMMARY

Competitor Landscape

Corporate Competitors

c. R40 billion market



Owned by

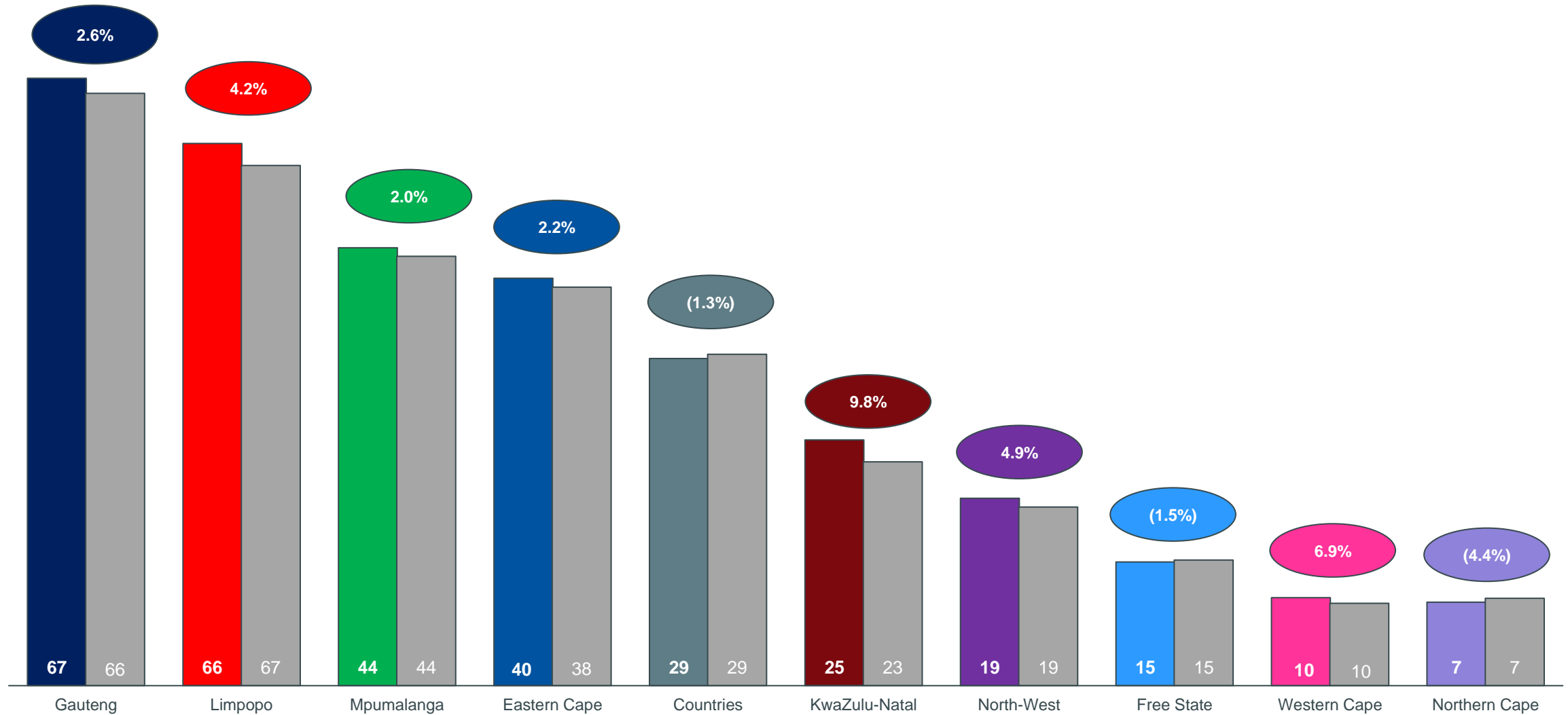


Independent Competitors

c. R40 billion market



Sales by Province



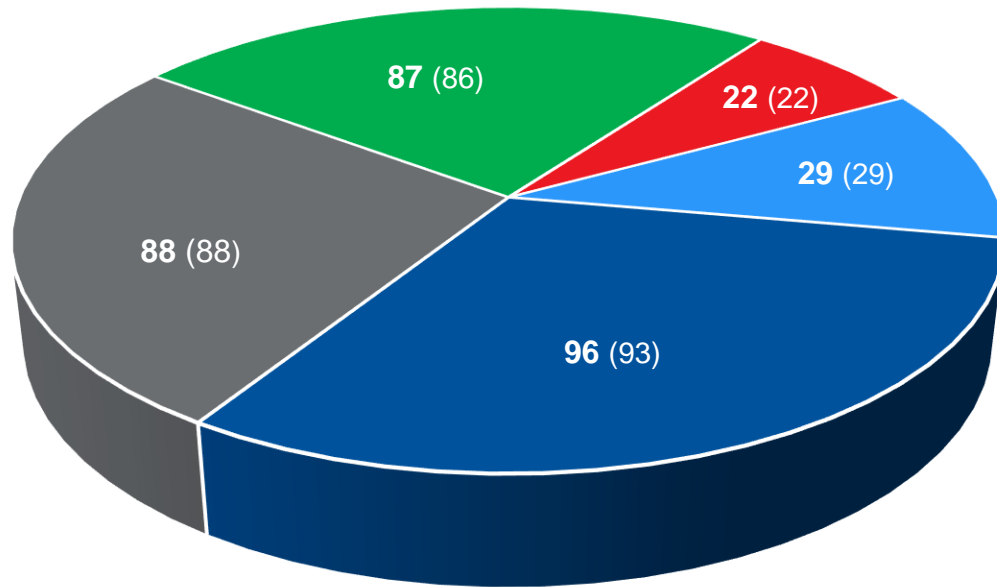
○ Year-on-year sales change

■ FY2024 excludes 53rd Week

■ FY2023

Stores by Location

Number of stores **Jun 2024** (Jun 2023)

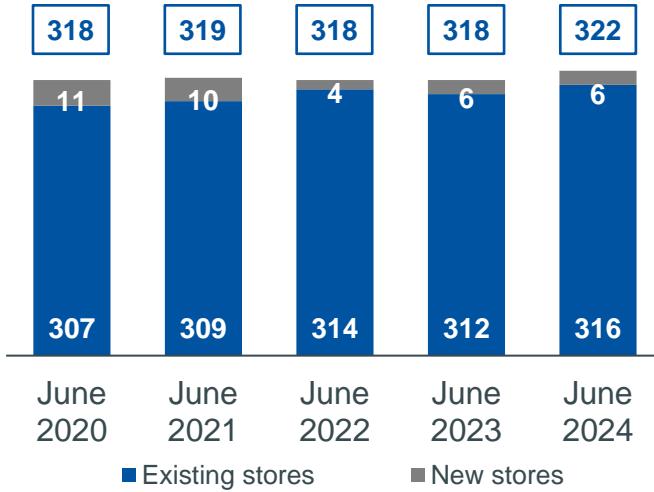


Location	Town	Rural	Township	Metro	Countries
Sales Growth*	2%	6%	3%	(2%)	(1%)
Existing Growth*	1%	3%	2%	(2%)	(1%)

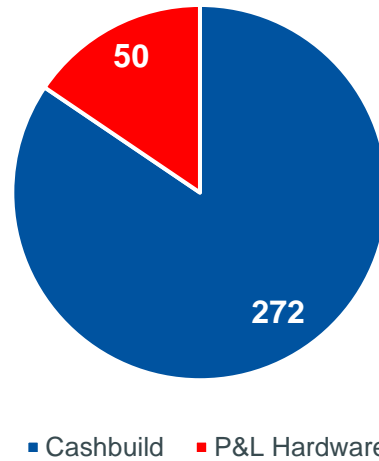
* Growth excludes 53rd Week in FY2024

Store Development

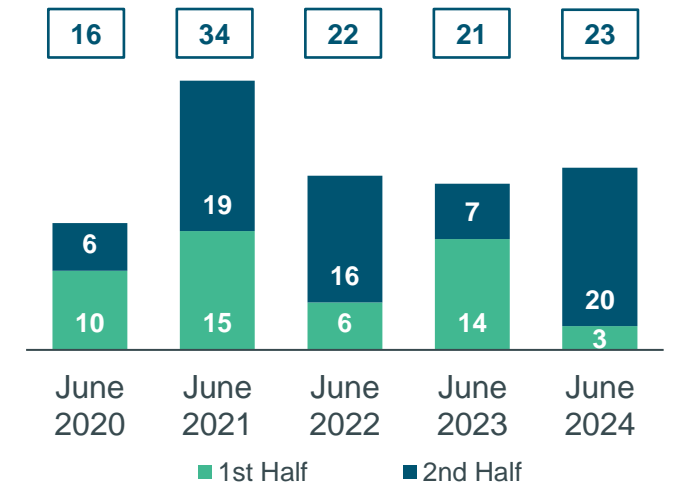
Total Group Stores



Brand representation



Group Refits, Relocations and Conversions



FY2024 Store Summary

New stores

5 Cashbuild and
1 P&L Hardware

Refits and relocations

19 Cashbuild and
2 P&L Hardware

Conversions

2 P&L Hardware to
Cashbuild

Closures

2 Cashbuild

**322
Stores**

New Stores FY2024



Cashbuild

Gauteng

- Vereeniging (SMS)

Eastern Cape

- Maclear (SMS)
- Tsolo (SMS)

KwaZulu-Natal

- Emondlo (SMS)
- Newcastle (SMS)



Gauteng

- Kwa-Thema



Cashbuild



P&L Hardware

SMS – Small Model Stores

Zakhelikhaya™ Project



Zakhelikhaya™ seeks to address South Africa's pressing affordable housing shortage through an agreement with NHFC

- Facilitate NHFC first-time homeowner grant applications through our stores
- Access to “top-up” finance provided by financial institutions in-store
- Pre-costed house plan options



Partnering with:



Summary

Market sentiment has improved following the national elections

Sales in 1st 6 weeks of FY2025 up 5%

Anticipated interest rate cut and Two-Pot system to stimulate economic growth

Roll-out of SMS progressing well and P&L Hardware store conversion to Cashbuild positive

Cashbuild Group remains one of southern Africa's leading retailers of quality building materials, associated products & services through the Cashbuild and P&L Hardware brands



THANK YOU FOR YOUR ATTENDANCE AND PARTICIPATION



www.cashbuild.co.za

+27 11 248 1500

Werner de Jager
Chief Executive Officer

Etienne Prowse
Outgoing Chief Financial Officer

Shane Thoresson
Operations Director

For any further Investor Relations questions
please contact:

Keyter Rech Investor Solutions

Marlize Keyter

mkeyter@kris.co.za | +27 83 701 2021

Disclaimer

This presentation differs from the presentation available on the website as a result of industry sensitive information contained therein. The financial information pertaining to Cashbuild Limited's (Cashbuild's) results are based on the results published on SENS in terms of the JSE Limited's Listings Requirements.

The Group adopts the retail accounting calendar, which comprises the reporting period ending on the last Sunday of the month (FY2024: 30 June 2024 (53 weeks) and FY2023: 25 June 2023 (52 weeks)). Please note the percentage change indicated might differ from the actual calculation using the exact number.

The additional pro forma financial information has not been reviewed or reported on by the Company's auditors. The pro forma financial information has been prepared for illustrative purposes only and is the responsibility of the directors of Cashbuild.

This presentation may contain certain "forward-looking statements" regarding views or expectations of Cashbuild, its directors and other members of its senior management about Cashbuild's financial condition, results of operations, cash flow, strategy and business and the transactions described in this presentation. Forward-looking statements include statements concerning plans, objectives, goals, strategies, future events or performance, and underlying assumptions and other statements, which are other than statements of historical facts. The words "believe", "view", "expect", "anticipate", "intend", "estimate", "forecast", "project", "will", "may", "should" and similar expressions identify forward-looking statements but are not the exclusive means of identifying such statements. Such forward-looking statements are not guarantee of future performance. Rather, they are based on current views and assumptions and involve known and unknown risks, uncertainties and other factors, many of which are outside the control of Cashbuild and are difficult to predict, that may cause the actual results, performance, achievements or developments of Cashbuild or the industry in which it operates to differ materially from any future results, performance, achievements or developments expressed by or implied from the forward-looking statements. Each member of Cashbuild expressly disclaims any obligation or undertaking to provide or disseminate any updates or revisions to any forward-looking statements contained in this announcement. Any comparable information has been prepared for illustrative purposes only and is the responsibility of the directors of Cashbuild. Any comparable information has not been reviewed or reported on by the Company's auditors.