Audited summarised consolidated financial results for the year ended 30 June 2017



Summarised consolidated statement of comprehensive income

	30 June 2017 R000	30 June 2016 R000
Continuing operations		
Revenue	5 243 147	5 286 384
Cost of sales	(4 581 639)	(4 605 634)
Gross profit	661 508	680 750
Foreign currency losses	(464)	(11 784)
Distribution, administrative and other operating expenses	(487 352)	(480 138)
Profit from operations	173 692	188 828
Investment revenues	20 937	19 278
Finance costs	(108 266)	(109 950)
Other losses	(468)	-
Share of profit of associates	7 956	15 352
Profit before tax	93 851	113 508
Income tax expense	(20 131)	(28 753)
Profit for the year from continuing operations	73 720	84 755
Discontinued operations		
Loss for the year from discontinued operations	-	(5 811)
Profit for the year	73 720	78 944
Other comprehensive income		
Exchange differences on translation of foreign operations	(7 740)	4 262
Other comprehensive income for the year, net of tax	(7 740)	4 262
Total comprehensive income for the year	65 980	83 206
Profit attributable to:		
Owners of the parent	73 091	74 630
Non-controlling interest	629	4 314
	73 720	78 944
Total comprehensive income attributable to:		
Owners of the parent	65 351	78 590
Non-controlling interest	629	4 616
	65 980	83 206
Earnings and dividend per share (cents)		
Weighted number of ordinary shares in issue	91 003 326	100 674 409
Ordinary shares in issue	83 000 000	98 000 000
Dividend per ordinary share – paid	15.00	35.00
Dividend per ordinary share – proposed	16.00	15.00
From continuing and discontinued operations		
Basic earnings per ordinary share	80.32	74.13
From continuing operations		
Basic earnings per ordinary share	80.32	79.59
From discontinued operations		
Basic loss per ordinary share	-	(5.46)

Summarised consolidated statement of financial position

	So Julie	SU JULIE
	2017	2016
	R000	R000
ASSETS		
Non-current assets		
Property, plant and equipment	156 237	152 458
Goodwill	55 627	48 018
Intangible assets	37 889	19 041
Investments in associates	103 006	84 848
Other investments and loans	77 920	67 809
Deferred tax asset	16 572	17 312
	447 251	389 486
Current assets		
Inventories	1 078 035	1 111 929

128 375

95 753

Inventories in transit

Commentary

Corporate information

Mustek is a public company incorporated and domiciled in South Africa. The main business of Mustek, its subsidiaries, joint ventures and associates is the assembling, marketing and distribution of Information Communication Technology (ICT) products and services.

Basis of preparation

The audited summarised consolidated financial information for the year ended 30 June 2017 has been prepared in accordance with the framework concepts and measurement and recognition requirements of International Financial Reporting Standards (IFRS), the SAICA Financial Reporting Guides as issued by the Accounting Practices Committee and Financial Reporting Pronouncements as issued by the Financial Reporting Standards Council, and as a minimum contain the information required by IAS 34 Interim Financial Reporting, the Listings Requirements of the JSE Limited and the requirements of the Companies Act of South Africa. The audited consolidated financial statements and this set of summarised financial information, which are based on reasonable judgements and estimates, have been prepared using accounting policies that comply with IFRS. The accounting policies are consistent with those applied in the consolidated financial statements for the year ended 30 June 2016.

Audit report

Mustek's independent auditors, Deloitte & Touche, have issued their unmodified opinion on the consolidated financial statements and this set of summarised consolidated financial statements for the year ended 30 June 2017. The audit was conducted in accordance with International Standards on Auditing. The directors take full responsibility for the preparation of this provisional report and the financial information has been derived from the Group financial statements and are consistent in all material aspects with the Group financial statements. Their unmodified audit report for this set of summarised consolidated financial statements and the Group annual financial statements are available for inspection at the company's registered office. The auditor's report does not necessarily report on the information contained in this announcement. Shareholders are therefore advised that in order to obtain a full understanding of the nature of the auditor's engagement, they should obtain a full copy of the auditor's report, together with the accompanying financial information from the issuer's registered office. Any reference to future financial performance included in this announcement has not been reviewed or reported on by the company's auditors.

Headline earnings per ordinary share		
	30 June 2017	30 June 2016
From continuing and discontinued operations	2017	2010
· · ·	01.05	70.00
Headline earnings per ordinary share (cents)	81.26	76.88
From continuing operations		
Headline earnings per ordinary share (cents)	81.26	80.07
From discontinued operations		
Headline loss per ordinary share (cents)	-	(3.20)
Reconciliation between basic and headline earnings (R000)		
Basic earnings attributable to owners of the parent	73 091	74 630
Group's share of after tax loss on disposal of property, plant and equipment	391	488
Group's share of loss on impairment of goodwill	468	-
Group's share of loss from disposal of shares in subsidiary	-	2 278
Headline earnings from continuing and discontinued operations	73 950	77 396
Plus Group's share of loss for the year from discontinued operations	-	5 495
Headline earnings from continuing operations	73 950	82 891
Basic earnings attributable to owners of the parent	73 091	74 630
Plus Group's share of loss for the year from discontinued operations	-	5 495
Basic earnings from continuing operations	73 091	80 125
Net asset value per share (cents)	1 169.08	1 008.08

Fair value measurement of financial instrument

Fair value measurements of financial assets and liabilities are analysed as follows: · Level 1 fair value measurements are those derived from quoted prices (unadjusted) in active markets for identical assets or liabilities;

Level 2 fair value measurements are those derived from inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either

directly (ie as prices) or indirectly (ie derived from prices); and Level 3 fair value measurements are those derived from valuation techniques that include inputs for the asset or liability that are not based on observable market data (unobservable inputs).

Financial assets and liabilities	Level	30 June 2017 R000	
Held-for-trading: Foreign currency assets			
These financial assets consist of foreign currency forward contracts and options, and are measured using discounted cash flows. Fut we cash flows are estimated based on the observable yield curring of forward interest rates at the end			

of the reporting period, as well as contract interest rates. The revaluation of these assets are included in foreign currency losses

Held-for-trading: Foreign currency liabilities

- These financial liabilities consist of foreign currency forward contracts and options, and are measured using
- discounted cash flows. Future cash flows are estimated based on the observable yield curves of forward interest
- ting period, as well as contract inte st rates. The revaluation of the rates at the end of the

The improvement in working capital levels contributed to cash generated from operations of R228.8 million (2016: R175.0 million). Inventory on hand reduced by 3.0% and trade and other receivables reduced by 0.7% compared to the previous financial year. Management continues to focus on optimal working capital management as it remains a driver of profitability in our industry.

Transformation

Following an audit by an accredited verification agency, Mustek retained its level 2 BBBEE rating, using the amended ICT sector codes

Management has continued to meaningfully extend its initiatives in employment equity, skills development and corporate social investment during the year. The Group is committed to a process of further transformation and economic empowerment of its stakeholders, such that an acceptable balance between the operations and commercial benefits of such a process can be achieved, thereby ensuring the sustainability and prosperity of the Group in a competitive market sector.

Board of directors

No changes were made to the board during the period under review.

Corporate activities

On 1 March 2017, Rectron Holdinos Limited, a wholly owned subsidiary of Mustek, acquired a 50.1% stake in Palladium Business Solutions Proprietary Limited. an independent software vendor for a total consideration of R16.2 million. R7.9 million of the total consideration is conditional upon the achievement of profit guarantees over the next two financial years.

On 12 June 2017, the Group acquired a notarial lease on land in Cape Town that shall expire after a period of 99 years calculated from 18 March 2015 for a purchase consideration of R9.6 million. The board approved a further R35.0 million for the development of the site.

Retirement benefit plan

The Mustek Group Retirement Fund is a defined contribution fund and payments to the plan are expensed as they fall due. The majority of the Group's employees belong to this fund. The Group does not provide additional post-retirement benefits.

Environmental, social and governance aspects

The Group subscribes to and complies in all material aspects with the Code on Corporate Governance Practices and Conduct as contained in the King III Report on Corporate Governance.

Mustek is committed to transparent and integrated reporting in the spirit of King III and the Global Reporting Initiative (GRI). We are accordingly continuously reviewing our corporate governance practices and are enhancing our internal information gathering systems to provide the quality and type of information required for authentically integrated reporting.

Mustek has successfully maintained its ISO 14001 certification since 2004 and has not been sanctioned or fined for non-compliance with environmental laws and regulations.

Mustek has a consistent record in community support and corporate social investment (CSI). The Group focuses its CSI efforts on children's needs - in particular their education - but also supports charities, sporting events and community facilities.

For more than a decade, we have conducted a comprehensive HIV/Aids strategy and programme that also provides antiretroviral drugs to HIV-positive staff.

Company and industry outlook

According to the International Data Corporation, ICT spending in South Africa will top USD26.6 billion in 2017 as organisations increasingly embrace digital transformation initiatives in a bid to streamline their costs and bolster their flexibility. It is expected that communication, finance, and government will be to biggest-spending verticals in 2017, but healthcare, transportation, and utilities are expected to be the fastest growing over the five-year forecast period.

The three pillars that constantly evolve and change are communications, mobility and energy and Mustek is well positioned to service and add value in those pillars with our Huawei Enterprise portfolio offering and Hytera, a provider of radio communication technology. We have several best-in-class brands and products to service the mobility market including Lenovo, Acer, Apple, Asus and Toshiba. Our Renewable Energy division is showing good, steady growth and our fibre-optic cabling partner, YOA, officially opened its manufacturing plant in KwaZulu-Natal in January. This comes amid a global shortage of cabling as demand for FTTH increases

The smart education and learning market is expected to grow as more education institutions realise the importance of digitisation in the mobile and connected world. We are excited to be able to support schools and universities with digital education deployment and to assist them in taking advantage of this growth opportunity. As an early adopter of 3D printing we expect this product line to show growth in the coming years as the line-up becomes mainstream. The document scanning market is expected to grow at a compound annual growth rate of 13.85% between 2016 and 2020 and we are excited to support our partners, Epson, Brother and Fujitsu, to take advantage of this growth.

It is clear that the Internet of Things, including home automation, security, personal/medical health and fitness, self-driving cars, etc are getting major coverage at the moment. We have seen tremendous growth in the field of digital surveillance. Many large camera installations are now realising that advanced analytics are required to make sense of all the data. We at Mustek are carefully seeking alliances with the players that will translate to our unique geography and provide appropriate opportunities

The growth in PC gaming and e-sports is being carefully monitored and new brands like MSI have been added to the product portfolio to ensure we meet the needs of this market. We do however note the phenomenal rise in GPU sales based on intense interest in Crypto currency mining by the public and supply is unable to meet the demand.

Although economic and market conditions are expected to remain difficult, net finance costs should reduce in line with lower inventory levels at both Mustek and Rectron. Lower inventory levels should also have a positive effect on gross profit margins.

In conjunction with strategic partners from across the ICT industry, Mustek is well positioned for the forthcoming years

Share repurchase programme

Mustek acquired 15 000 000 ordinary shares of its issued share capital on the open market for a purchase consideration in aggregate of R68 986 289. The general repurchase commenced on 1 September 2016 and continued on a day-to-day basis as market conditions allowed and in accordance with the JSE Limited (JSE) Listings Requirements until 23 June 2017.

The repurchase of shares will continue to be considered by the board in conjunction with an evaluation of current and future funding requirements in the period to 30 June 2018. This programme will be effected in accordance with the terms of the authority granted by shareholders at the annual general meeting held on 8 December 2016. It is currently intended that any shares purchased will be cancelled and de-listed. The market will be notified in accordance with applicable listing rules and regulations if and when purchases are made.

Dividend

Audited 30 June

2016

R000

3 059

2 602

The declaration of cash dividends will continue to be considered by the board in conjunction with an evaluation of current and future funding requirements and opportunities to repurchase shares. It will be adjusted to levels considered appropriate at the time of declaration.

Irade and other receivables	1 093 565	1 101 /18
Foreign currency assets	2 602	3 059
Bank balances and cash	230 371	383 613
	2 532 948	2 696 072
TOTAL ASSETS	2 980 199	3 085 558
EQUITY AND LIABILITIES		
Capital and reserves		
Ordinary stated capital	-	50 531
Retained earnings	969 164	927 669
Non-distributable reserve	-	809
Foreign currency translation reserve	1 169	8 909
Equity attributable to owners of the parent	970 333	987 918
Non-controlling interest	8 128	(581
Total equity	978 461	987 337
Non-current liabilities		
Long-term borrowings	5 637	499
Deferred tax liabilities	10 617	4 504
Deferred income	13 215	12 632
	29 469	17 635
Current liabilities		
Trade and other payables	1 715 277	1 673 558
Foreign currency liabilities	4 481	10 031
Deferred income	13 233	19 284
Bank overdrafts	239 278	377 713
	1 972 269	2 080 586
Total liabilities	2 001 738	2 098 221
TOTAL EQUITY AND LIABILITIES	2 980 199	3 085 558

Summarised consolidated cash flow statement

	30 June 2017 R000	30 June 2016 R000
OPERATING ACTIVITIES		
Cash receipts from customers	5 251 783	5 563 726
Cash paid to suppliers and employees	(5 023 008)	(5 388 679)
Net cash from operations	228 775	175 047
Investment revenues received	20 937	19 281
Finance costs paid	(108 266)	(110 793)
Dividends paid	(13 950)	(35 605)
Income taxes paid	(27 637)	(34 697)
Net cash from operating activities	99 859	13 233
Net cash used in investing activities	(52 354)	(56 949)
Net cash used in financing activities	(200 747)	(32 503)
Net decrease in cash and cash equivalents	(153 242)	(76 219)
Cash and cash equivalents at beginning of the year	383 613	459 832
Cash and cash equivalents at end of the year	230 371	383 613

Summarised consolidated statement of changes in equity

	Ordinary stated	Retained	Non- distributable	currency translation	Attributable to owners	Non- controlling	
	capital R000	earnings R000	reserve R000	reserve R000	of the parent R000	interest R000	Total R000
Balance at 30 June 2015	93 354	894 636	809	4 949	993 748	19 268	1 013 016
Net profit for the year	-	74 630	-	-	74 630	4 3 1 4	78 944
Other comprehensive income	-	-	-	3 960	3 960	302	4 262
Dividends paid	-	(35 605)	-	-	(35 605)	-	(35 605)
Buy back of shares	(42 823)	-	-	-	(42 823)	-	(42 823)
Acquisition of additional shareholding in a							
controlled entity	-	-	-	-	-	(24 465)	(24 465)
Premium on acquisition of additional							
shareholding in a controlled entity	-	(5 992)	-	-	(5 992)	-	(5 992)
Balance at 30 June 2016	50 531	927 669	809	8 909	987 918	(581)	987 337
Net profit for the year	-	73 091	-	-	73 091	629	73 720
Other comprehensive income	-	-	-	(7 740)	(7 740)	-	(7 740)
Dividends paid	-	(13 950)	-	-	(13 950)	-	(13 950)
Buy back of shares	(50 531)	(18 455)	-	-	(68 986)	-	(68 986)
Acquisition of subsidiary	-	-	-	-	-	8 080	8 080
Non-distributable reserves recycled to							
retained earnings	-	809	(809)	-	-	-	-
Balance at 30 June 2017	-	969 164	-	1 169	970 333	8 128	978 461

included in foreign currency losses	2	4 481	10 031
Available-for-sale: Other investments and loans			
This financial asset consists of shares held in Zinox Technologies Limited. The inputs used to measure the fair value of this investment are the Group's share of the net asset value of Zinox Technologies Limited. As the fair value			
approximates the carrying value of this asset, no revaluation was done during the reporting periods presented	3	18 742	18 742

Operating results

The Group's revenue from continuing operations decreased by 0.8% to R5.24 billion (2016: R5.29 billion). The maior reason for the slowdown in anowth was the reduction in the spending from the government sector.

The gross profit percentage from continuing operations was marginally down from 12.9% to 12.6%, predominantly as a result of product mix, the drive to reduce inventory levels and an increase in inventory provisions. Although the gross profit percentages achieved by products such as Huawei Enterprise Solutions and Microsoft Volume Licensing are lower, their contributions to profit are expected to continue growing.

The Group's hedging policy proved effective, as forex losses from continuing operations, which includes the cost of forward points, was R0.5 million compared to R11.8 million in the comparative period.

Distribution, administrative and other operating expenses from continuing operations were well controlled, increasing by 1.5%. This is despite a once-off R3.7 million spent on retrenchment costs.

Net finance charges from continuing operations continues to decrease. After incurring net finance charges of R45.3 million during the first six months of the current financial year, the Group incurred net finance charges of R42.0 million during the second half of the financial year. As a result, net finance charges decreased from R90.7 million to R87.3 million. Working capital management continues to be a driver of profitability and is currently receiving management's full attention. The Group applies hedge accounting where the requirements of IAS 39 have been met to separate the interest and spot elements from the forward contracts, and R18.5 million (2016: R14.3 million) was classified as finance costs, as opposed to forex losses.

The contribution from our associates decreased mainly due to the start-up losses incurred at Yangtze Optics Africa Holdings Proprietary Limited (YOA). The Group's share of losses equity accounted amounted to R4.7 million. All the required manufacturing equipment was completely installed and commissioned during November 2016 and core employees are now fully trained. YOA started production during January 2017 and managed to grow its monthly revenue each month without exception from February 2017 to July 2017 and produced their first monthly operating profit during July 2017.

Mustek's headline earnings per share is 5.7% higher at 81.26 cents (2016: 76.88 cents) and basic earnings per share is 8.4% higher at 80.32 cents (2016: 74.13 cents)

Summarised segmental analysis

Mustek's continued commitments to optimal cash utilisation will mean that cash generated by the operations will be used to fund our growth and reduce our debt. To this end, the board has declared a final dividend of 16 cents (2016: 15 cents) per ordinary share for the financial year ended 30 June 2017.

Notice is hereby given that a final dividend of 16 cents per ordinary share for the year ended 30 June 2017 is declared, payable to shareholders recorded in the books of the company at the close of business on the record date appearing below. This dividend is declared out of income reserves. The company's income tax reference number is 9550081716 and the company has 83 000 000 ordinary shares in issue and ranking for dividend at the date of this declaration. The South African dividend tax rate is 20% and no secondary tax on companies credits have been utilised, resulting in a net dividend of 12.80 cents per share to shareholders who are not tax exempt.

The salient dates applicable to the final dividend are as follows

Tuesday, 26 September 2017
Wednesday, 27 September 2017
Friday, 29 September 2017
Monday, 2 October 2017

No share certificates may be dematerialised or rematerialised between Wednesday, 27 September 2017 and Friday, 29 September 2017, both days inclusive.

Where applicable, payment in respect of certificated shareholders will be transferred electronically to shareholders' bank accounts on the payment date. In the absence of specific mandates, payment cheques will be posted to certificated shareholders at their risk on the payment date. Shareholders who have dematerialised their shares will have their accounts at their Central Securities Depository Participant or broker credited on the payment date.

Financial assistance

During the 2014 and 2015 financial years, the board authorised the company in terms of section 45 of the Companies Act (the Act) to provide financial assistance in the form of loans to certain directors and senior employees in order to buy shares pursuant to an employee share scheme that satisfies the requirements of section 97 of the Act. At the time, the board decided to charge interest on these loans at the reporate plus 1%.

On 24 August 2017, after being satisfied that the company would satisfy the solvency and liquidity test, the board resolved that with effect from 1 September 2017, the company will not charge interest on these loans until they are fully repaid. All fringe benefit tax will be paid by the company and capitalised to these loans.

Post-balance sheet events

There have been no significant events subsequent to year-end up until the date of this report that requires adjustment or disclosure.

On behalf of the board of directors

David Kan	Neels Coetzee, CA(SA)	29 August 2017
Chief Executive Officer	Financial Director (preparer of provisional Group results)	Midrand

Summansed segmental analysis	Tot	Total Mustek		Rec	Rectron Gro		oup Eliminations		tions	
Business segments	30 June 2017 R000	30 June 2016 R000								
Revenue	5 243 147	5 286 384	3 135 498	3 274 542	2 429 919	2 341 781	-	-	(322 270)	(329 939)
EBITDA *	202 465	217 645	132 170	128 690	86 265	97 092	(15 970)	(8 137)	-	-
Depreciation and amortisation	(28 773)	(28 817)	(18 759)	(20 867)	(10 014)	(7 950)	-	-	-	-
Profit (loss) from operations	173 692	188 828	113 411	107 823	76 251	89 142	(15 970)	(8 137)	-	-
Investment revenues	20 937	19 278	7 818	10 395	13 780	6 187	4 988	9 268	(5 649)	(6 572)
Finance costs	(108 266)	(109 950)	(57 759)	(66 591)	(50 507)	(43 359)	(5 649)	(6 572)	5 649	6 572
Other losses	(468)	-	-	-	-	-	(468)	-	-	-
Share of profit of associates	7 956	15 352	-	-	-	-	7 956	15 352	-	-
Profit before tax	93 851	113 508	63 470	51 627	39 524	51 970	(9 143)	9 9 1 1	-	-
Income tax (expense) benefit	(20 131)	(28 753)	(13 933)	(13 680)	(9 273)	(14 756)	3 075	(317)	-	-
Profit (loss) for the year from continuing operations	73 720	84 755	49 537	37 947	30 251	37 214	(6 068)	9 594	-	-
Discontinued operations										
Loss for the year from discontinued operations	-	(5 811)	-	-	-	(5 81 1)	-	-	-	-
Profit (loss) for the year	73 720	78 944	49 537	37 947	30 251	31 403	(6 068)	9 594	-	-
Attributable to:										
Owners of the parent	73 091	74 630	49 537	37 947	29 574	31 719	(6 020)	4 964	-	-
Non-controlling interest	629	4 3 1 4	-	-	677	(316)	(48)	4 630	-	-
	73 720	78 944	49 537	37 947	30 251	31 403	(6 068)	9 594	-	-

* Earnings before interest, taxation, depreciation and amortisation.										
	Total		South Africa Mustek East Africa		ast Africa	Mustek Techno	ology (Taiwan)	Rectron Australia		
Geographical segments	30 June 2017 R000	30 June 2016 R000	30 June 2017 R000	30 June 2016 R000	30 June 2017 R000	30 June 2016 R000	30 June 2017 R000	30 June 2016 R000	30 June 2017 R000	30 Jun 2010 R000
Revenue	5 243 147	5 286 384	5 204 256	5 214 394	37 762	51 761	1 129	20 229	-	
Profit (loss) before tax	93 851	113 508	94 205	108 758	(1 600)	(4 528)	1 246	9 278	-	
Income tax (expense) benefit	(20 131)	(28 753)	(20 863)	(28 418)	1 295	1 473	(563)	(1 808)	-	
Profit (loss) for the year from continuing operations	73 720	84 755	73 342	80 340	(305)	(3 055)	683	7 470	-	
Discontinued operations										
Loss for the year from discontinued operations	-	(5 811)	-	-	-	-	-	-	-	(5 81
Profit (loss) for the year	73 720	78 944	73 342	80 340	(305)	(3 055)	683	7 470	-	(5 81
Attributable to:										
Owners of the parent	73 091	74 630	73 390	75 710	(305)	(3 055)	683	7 470	(677)	(5 49
Non-controlling interest	629	4 314	(48)	4 630	-	-	-	-	677	(31
	73 720	78 944	73 342	80 340	(305)	(3 055)	683	7 470	-	(5 81

CORPORATE INFORMATION: Company secretary: Sirkien van Schalkwyk, 1 Carlsberg, 430 Nieuwenhuyzen Street, Erasmuskloof Extension 2, 0181. PO Box 4896, Rietvalleirand, 0174, Telephone: +27 (0) 12 751 6000. Transfer secretaries: Computershare Investor Services Proprietary Limited, Rosebank Towers, 15 Biermann Avenue, Rosebank, 2196. PO Box 61051, Marshalltown, 2107. Telephone: +27 (0) 11 370 5000. Registered office: 322 15th Road, Randjespark, Midrand, 1685. Postal address: PO Box 1638, Parklands, 2121. Contact numbers: Telephone: +27 (0) 11 237 1000 Facsimile: +27 (0) 11 314 5039 Email: Itd@mustek.co.za. Sponsor: Deloitte & Touche Sponsor Services Proprietary Limited. www.mustek.co.za