

# Interim Results

Six months to December 2022

## Virtual Presentation

Thursday 9th March 2023

Time: 10h00 - 11h00

 Presentation starts soon



Interim results for the  
Six months ended  
31 December 2022



**Mustek**



# Mustek Limited

## Presenters

- Hein Engelbrecht ( Group CEO)
- Shabana Aboo Baker Ebrahim ( Group FD)



**Mustek**



# Overview

- Established in 1987
- Listed on JSE in 1997
- Distributor of IT and green energy products and services
- Head office in Midrand



# Group Structure

Mustek Limited

Distribution

Mustek  
Rectron

Training

Mecer Inter-Ed

Manufacturing

YOA  
Continuous Power  
Systems  
Mustek

Service and  
Support

Sizwe  
Khauleza  
Mustek  
Rectron

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# 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  
CORSAIR ekwb G.SKILL GIGABYTE HYPERICE MSI  
NZXT PNY RCT VANTEC

## Software/ Cloud

A Acronis BLACKFOG Bitdefender HUAWEI HUAWEI CLOUD ivanti  
Microsoft NET Trace SAMSUNG Knox SIGNIFLOW

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# Group Brand Portfolio (continued)

Network/  
Infrastructure/  
Servers



Sustainable  
energy



Security &  
Compliance



Training  
&  
Enablement





# Group – salient features

- Revenue at R4.91 bn (up 18%)
- EBITDA at R268m (down 3%)
- HEPS of 222 cents (down 6.5% )
- NAV per share of R25.75 (up 14%)
- Cash used in operations R125m

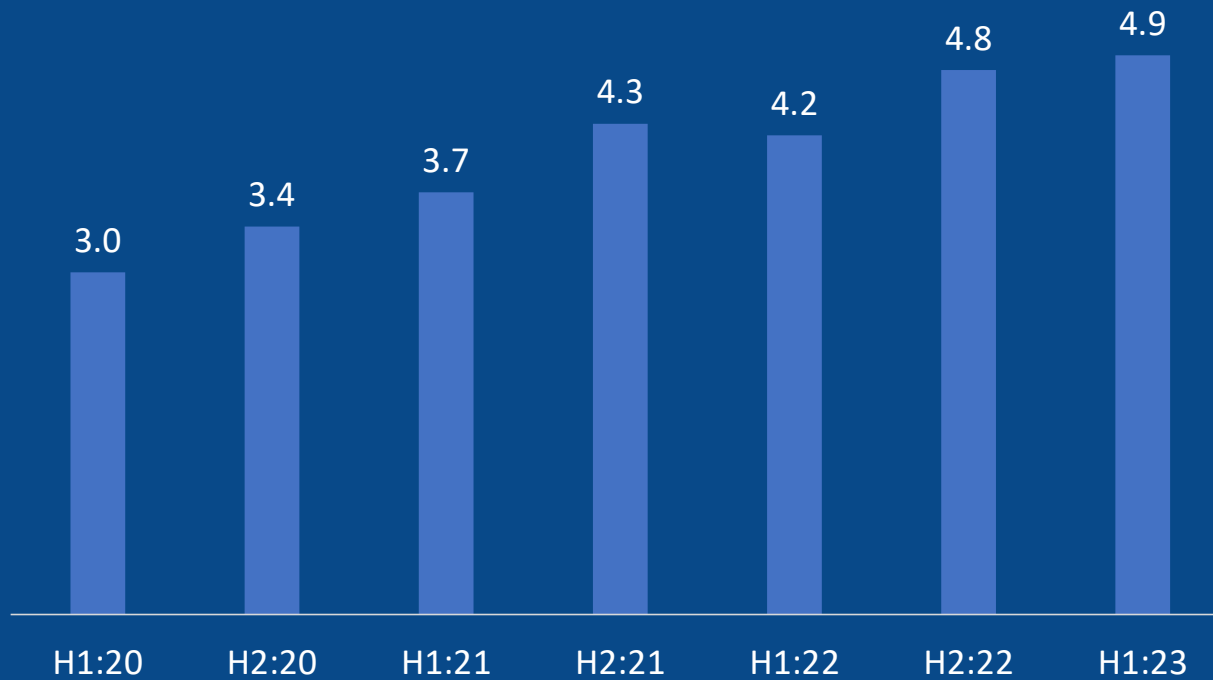




# Financial Summary

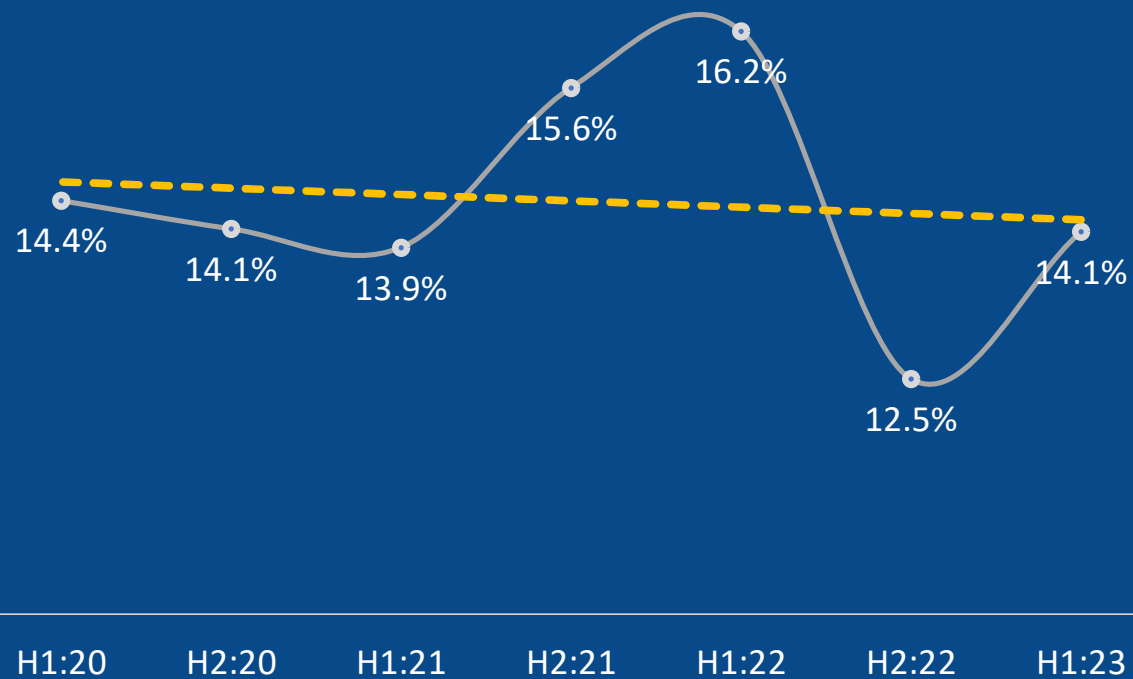
	H1:20	H2:20	H1:21	H2:21	H1:22	H2:22	H1:23
Revenue (R billion)	3.0	3.4	3.7	4.3	4.2	4.8	<b>4.9</b>
Gross Profit (R million)	432	479	516	672	677	596	<b>691</b>
GP %	14.4%	14.1%	13.9%	15.6%	16.2%	12.5%	<b>14.1%</b>
EBITDA (R million)	142	105	236	280	277	179	<b>268</b>
Net profit (R million)	54	35	140	157	152	73	<b>129</b>
HEPS (cents)	76	51	202	240	237	120	<b>222</b>
NAV/share (cents)	1 540	1 598	1 761	2 046	2 259	2 395	<b>2 575</b>

# Revenue R(billion)



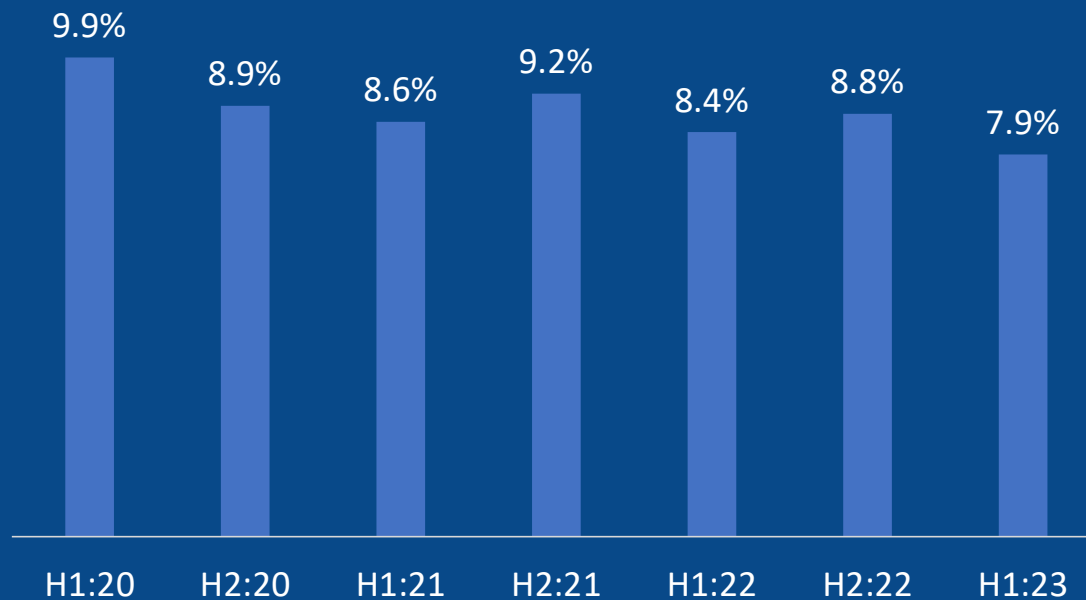
- Organic growth and relevance
- Green energy products
- Notebook market under strain

# Gross Profit Margin



- Margin pressure from reducing high mobility stock
- Rest of margins stable
- Margin stabilisation

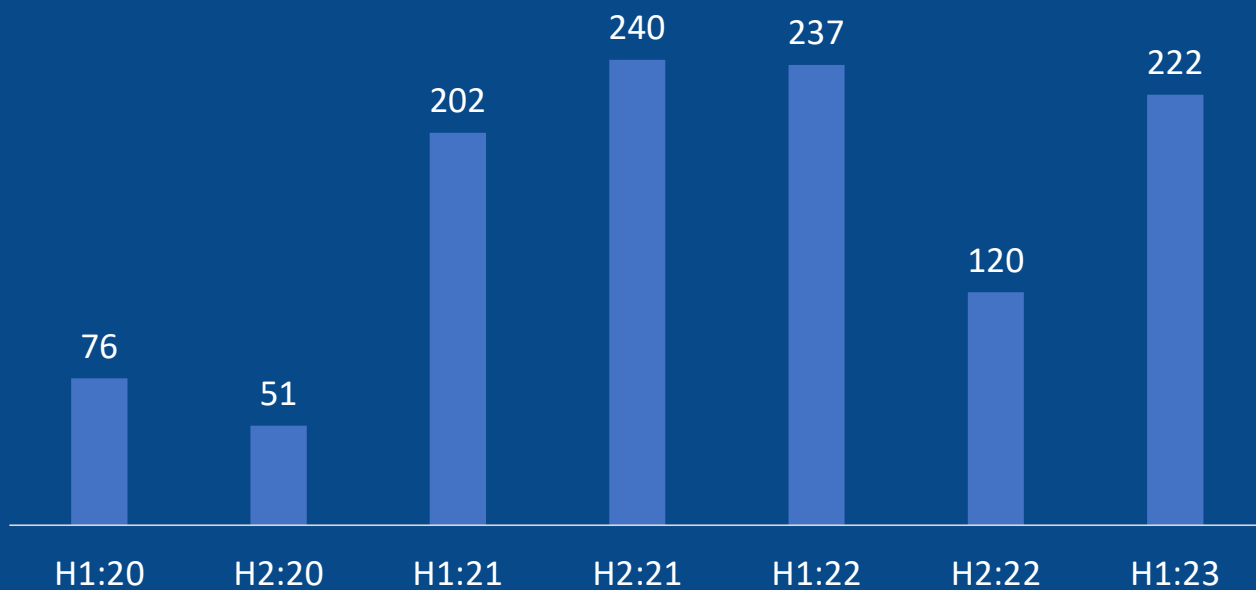
# Opex as % of sales



- Absolute increase of 11%
- Opex mostly fixed and well controlled
- Higher than inflationary increases on some expenses



# HEPS (cents)

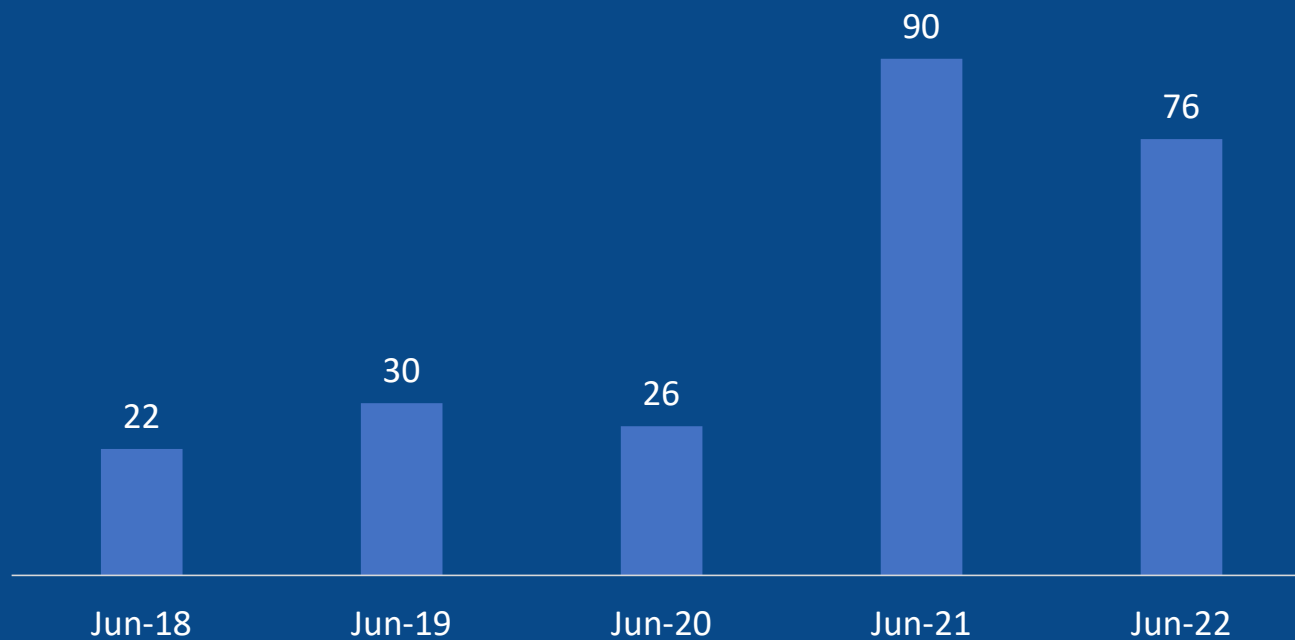


- Recovery from H2:2022

# of shares	70 m	70 m	70 m	66m	61m	59m	58 m
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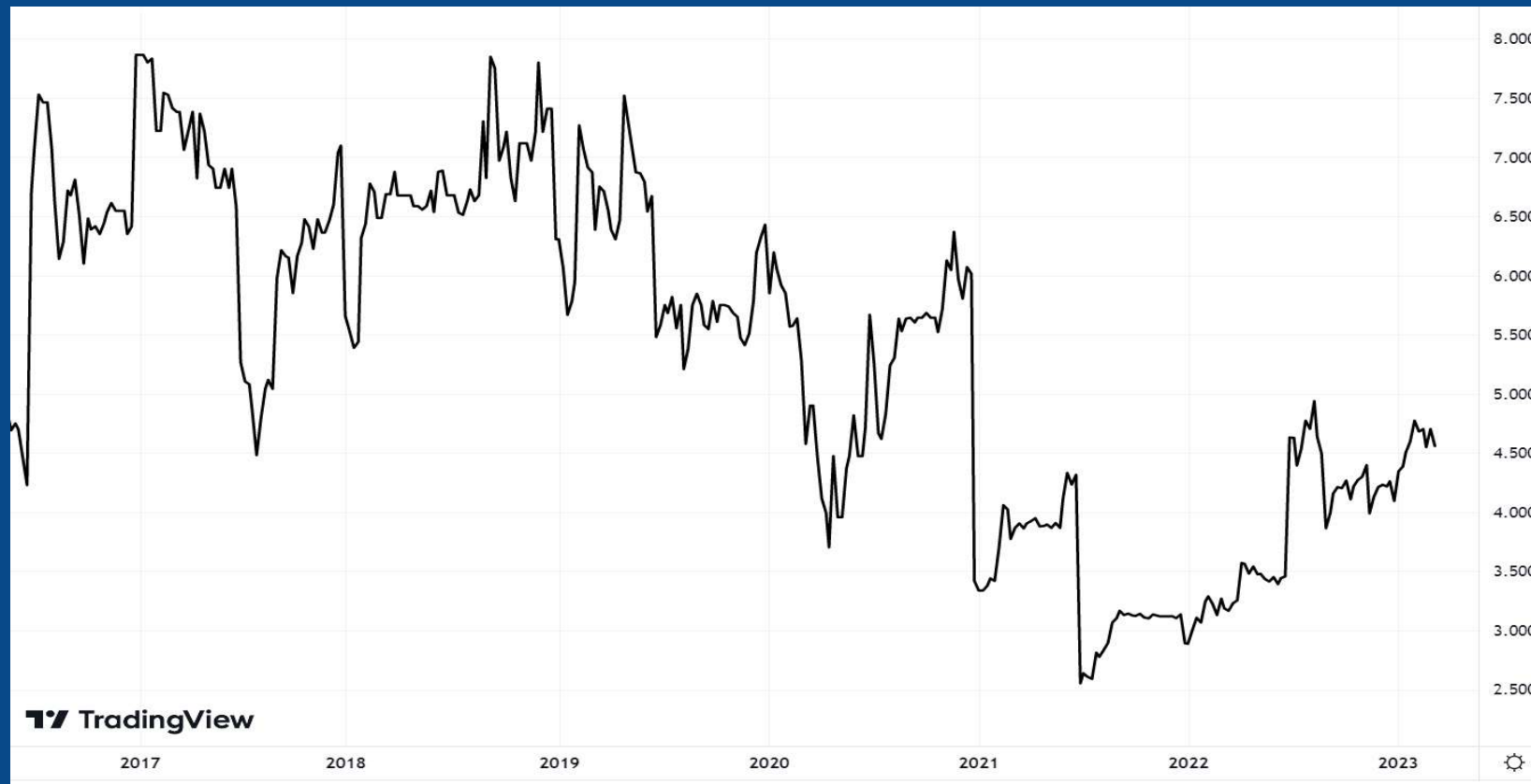
# Dividends per share (cents)



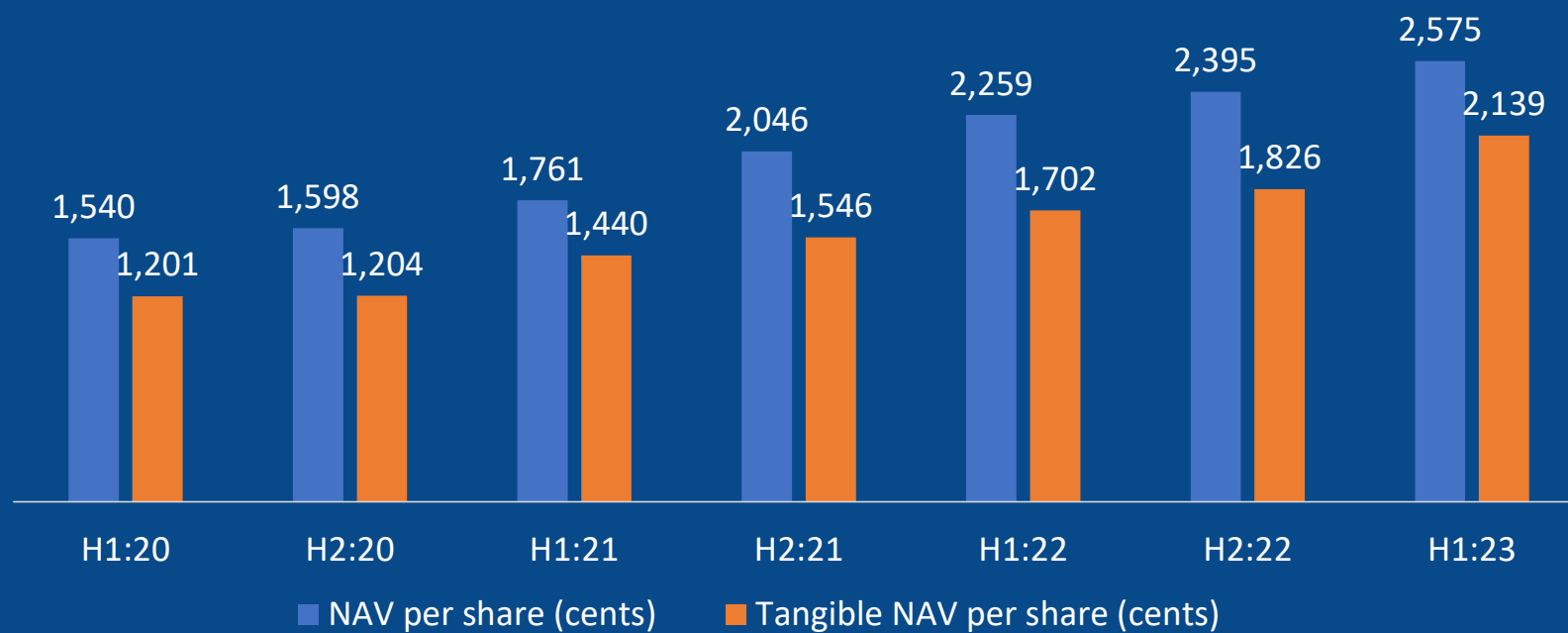
- Year-end
- Pay out ratio – 20%

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# PE Ratio



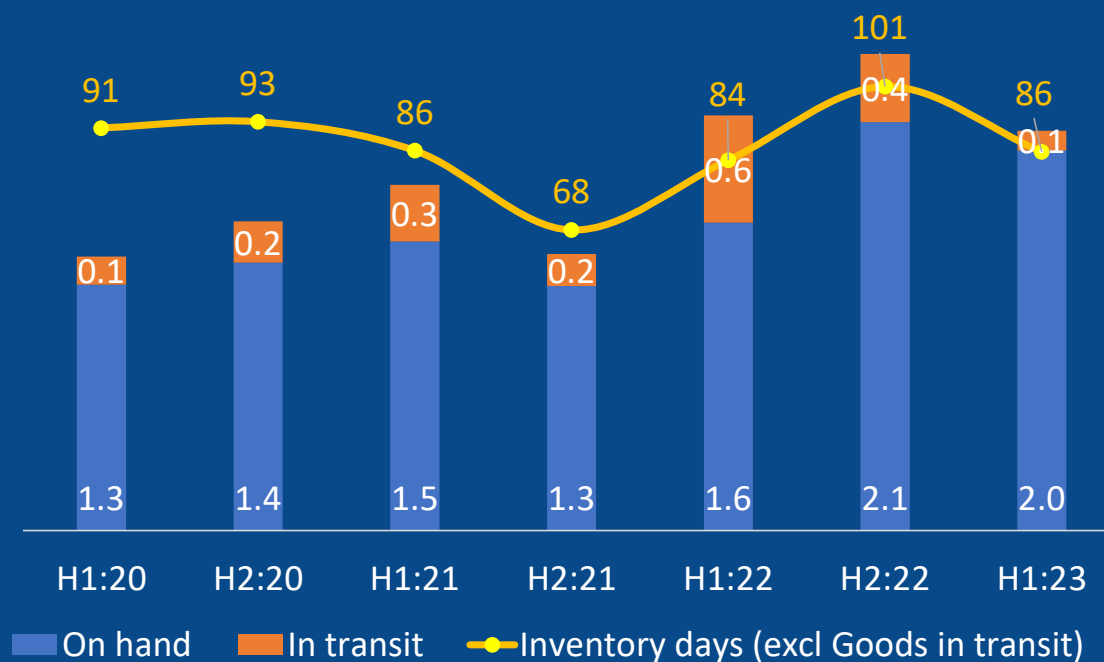
# NAV and TNAV per share





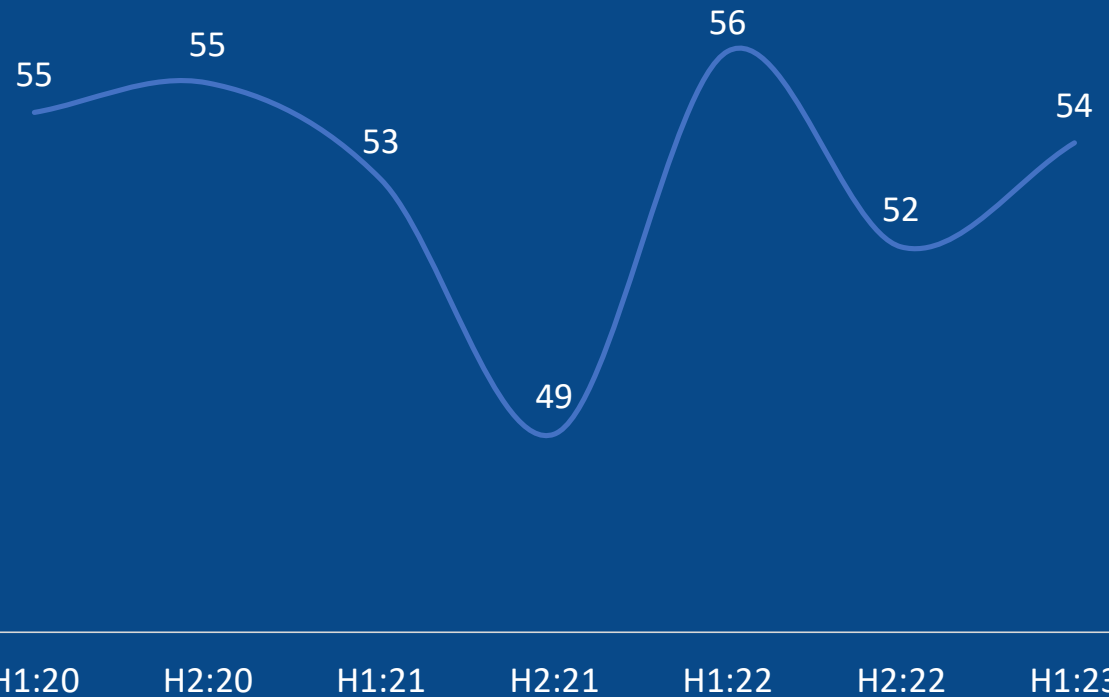
# Inventory

Inventory R (billion) vs Inventory days



- Stock management remains a focus
- Lead times improving
- Supply chain continues easing

# Trade Receivable Days



- Carefully managed and in line

# Cash Flow

	H1:20	H2:20	H1:21	H2:21	H1:22	H2:22	H1:23
EBITDA (R million)	142	105	236	280	277	179	268
Cash generated from ops (R million)	5	495	-114	545	284	20	-125
CFO (excl div paid) (R million)	-61	422	-188	429	205	-73	-210

# Strategic Priorities

- Working capital management
- Evaluate new products with growth potential and phase out non-performers
- Software distribution
- IT Training
- Maintain BBBEE Level 1
- Unlock earnings potential of investments in associates





# Opportunities

- Green energy
- Cybersecurity and cloud solutions
- Increased infrastructure and network size
- New brands
- Drone technology solutions
- IT Training



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