



Net cash generated from operations
R175.05 million

2015: R374.02 million

Revenue from continuing operations
4.8%

2016: R5.29 billion
2015: R5.04 billion

Net asset value per share
5.1%

2016: 1 008.08 cents
2015: 959.00 cents

AUDITED PROVISIONAL CONSOLIDATED FINANCIAL RESULTS FOR THE YEAR ENDED 30 JUNE 2016

SUMMARISED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

	30 June 2016 R000	30 June 2015 R000 (Re-presented)
Continuing operations		
Revenue	5 286 384	5 042 119
Cost of sales	(4 605 634)	(4 376 692)
Gross profit	680 750	665 427
Other income	3 465	35 461
Foreign currency losses	(11 784)	(1 680)
Distribution, administrative and other operating expenses	(483 603)	(462 351)
Profit from operations	188 828	236 857
Investment revenues	19 278	17 319
Finance costs	(109 950)	(76 014)
Share of profit of associates	15 352	10 813
Profit before tax	113 508	188 975
Income tax expense	(28 753)	(50 155)
Profit for the year from continuing operations	84 755	138 820
Discontinued operations		
Loss for the year from discontinued operations	(5 811)	(4 713)
Profit for the year	78 944	134 107
Other comprehensive income		
Exchange profits on translation of foreign operations	4 262	540
Other comprehensive income for the year, net of tax	4 262	540
Total comprehensive income for the year	83 206	134 647
Profit attributable to:		
Owners of the parent	74 630	132 720
Non-controlling interest	4 314	1 387
Total comprehensive income attributable to:	78 944	134 107
Owners of the parent	78 590	133 840
Non-controlling interest	4 616	807
Total comprehensive income attributable to:	83 206	134 647
Earnings and dividend per share (cents)		
Weighted number of ordinary shares in issue	100 674 400	106 228 765
Ordinary shares in issue	98 000 000	103 623 471
Dividend per ordinary share – paid	35.00	28.00
Dividend per ordinary share – proposed	15.00	35.00
From continuing and discontinued operations		
Headline earnings per ordinary share	76.88	125.05
Basic earnings per ordinary share	74.13	124.94
From continuing operations		
Headline earnings per ordinary share	80.07	127.60
Basic earnings per ordinary share	79.59	127.49
From discontinued operations		
Headline loss per ordinary share	(3.20)	(2.55)
Basic loss per ordinary share	(5.46)	(2.55)
Reconciliation between basic and headline earnings		
Basic earnings attributable to owners of the parent	74 630	132 720
Group's share of loss on disposal of property, plant and equipment	4 288	118
Group's share of loss on disposal of shares in subsidiary	278	-
Headline earnings from continuing and discontinued operations	77 396	132 838
Plus Group's share of loss for the year from discontinued operations	3 217	2 713
Headline earnings from continuing operations	80 613	135 551
Basic earnings attributable to owners of the parent	74 630	132 720
Plus Group's share of loss for the year from discontinued operations	5 495	2 713
Basic earnings from continuing operations	80 125	135 433
Net asset value per share (cents)	1 008.08	959.00

SUMMARISED CONSOLIDATED STATEMENT OF FINANCIAL POSITION

	30 June 2016 R000	30 June 2015 R000
ASSETS		
Non-current assets		
Property, plant and equipment	152 458	174 709
Intangible assets	67 059	62 843
Investments in associates	84 848	61 478
Other investments and loans	67 809	77 653
Deferred tax asset	17 312	29 593
	389 486	406 276
Current assets		
Inventories	1 111 929	1 129 663
Inventories in transit	95 753	206 035
Trade and other receivables	1 074 823	1 246 139
Foreign currency assets	3 059	8 179
Tax assets	14 219	2 059
Bank balances and cash	383 613	459 832
Short-term loans	12 676	-
	2 896 072	3 051 907
TOTAL ASSETS	3 085 558	3 458 183
EQUITY AND LIABILITIES		
Capital and reserves		
Ordinary stated capital	50 531	93 354
Retained earnings	927 669	894 636
Non-distributable reserve	809	809
Foreign currency translation reserve	8 909	4 949
Equity attributable to owners of the parent	987 918	993 748
Non-controlling interest	(581)	19 288
Total equity	987 337	1 013 016
Non-current liabilities		
Long-term borrowings	499	23 127
Deferred tax liabilities	4 504	4 576
Deferred income	12 632	15 627
	17 635	43 330
Current liabilities		
Short-term borrowings	555	2 687
Trade and other payables	1 670 595	2 011 195
Foreign currency liabilities	10 031	1 373
Deferred income	19 284	22 238
Tax liabilities	2 408	2 595
Bank overdrafts	377 713	361 749
	2 080 596	2 401 837
TOTAL LIABILITIES	2 098 221	2 445 167
TOTAL EQUITY AND LIABILITIES	3 085 558	3 458 183

SUMMARISED CONSOLIDATED CASH FLOW STATEMENT

	30 June 2016 R000	30 June 2015 R000
OPERATING ACTIVITIES		
Cash receipts from customers	5 563 726	4 902 999
Cash paid to suppliers and employees	(5 388 679)	(4 528 976)
Net cash from operations	175 047	374 023
Investment revenues received	19 281	17 384
Finance costs paid	(110 793)	(77 416)
Dividends paid	(35 605)	(29 871)
Income taxes paid	(34 697)	(29 329)
Net cash from operating activities	13 233	254 771
Net cash used in investing activities	(56 949)	(46 726)
Net cash (used in) from financing activities	(32 503)	48 624
Net (decrease) increase in cash and cash equivalents	(76 219)	256 669
Cash and cash equivalents at the beginning of the year	459 832	203 163
Cash and cash equivalents at the end of the year	383 613	459 832

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 2016 has been prepared in accordance with the framework concepts and measurement and recognition requirements of International Financial Reporting Standards (IFRS), the SAICA Reporting Guides as issued by the Accounting Practices Committee and Financial Reporting Pronouncements as issued by the Financial Reporting Standards Council, the information at a minimum 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 provisional financial information, which are based on reasonable judgements and estimates, have been prepared using accounting policies that comply with IFRS. These are consistent with those applied in the consolidated financial statements for the year ended 30 June 2015.

Auditor's opinion
Mustek's independent auditors, Deloitte & Touche, have issued their unmodified opinion on the Group's annual consolidated financial statements and this set of summarised consolidated financial statements for the year ended 30 June 2016. 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's financial statements and are consistent in all material aspects with the Group's financial statements. Their unmodified audit report for this set of summarised consolidated financial statements and the Group's 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.

Fair value measurement of financial instruments
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).

	Level	Audited year-end 30 June 2016 R000	Audited year-end 30 June 2015 R000
Financial assets and liabilities			
Held-for-trading: Foreign currency assets			
These financial assets 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 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.	2	3 059	8 179
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 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.	2	10 031	1 373
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	18 741	18 741

Discontinued operations and re-presentation of comparative numbers
On 11 February 2016, Rectron Holdings Limited, a wholly owned subsidiary of Mustek, has disposed of its 100% stake in Rectron Electronics Proprietary Limited (Rectron Australia). As a result, the comparative statement of comprehensive income has been re-presented to include the results of Rectron Australia BV as part of discontinued operations.

The loss for the period from discontinued operations is as follows:

	Audited 30 June 2016 R000	Audited 30 June 2015 R000
Revenue	146 233	267 983
Cost of sales	(131 558)	(247 490)
Gross profit	14 675	20 493
Other income	556	2 365
Foreign currency (losses) profits	(503)	1 133
Distribution, administrative and other operating expenses	(18 937)	(27 346)
Loss from operations	(4 209)	(3 355)
Investment revenue	3	44
Finance cost	(843)	(1 402)
Loss on disposal of discounted operation	(2 278)	-
Loss before tax	(7 327)	(4 713)
Income tax benefit	1 516	-
Loss for the year	(5 811)	(4 713)
Plus loss attributable to outside shareholders	316	2 000
Group's share of loss for the year from discontinued operations	(5 495)	(2 713)

Operating results
The Group's revenue from continuing operations increased by 4.8% to R5.29 billion (2015: R5.04 billion). The major reason for the slowdown in growth was the reduction in the spend from the government sector. The balance of the market showed signs of severe strain but both Mustek and Rectron were able to maintain if not gain market share.

The gross profit percentage from continuing operations reduced from 13.2% to 12.9% predominantly as a result of product mix, the drive to reduce inventory levels, an increase in inventory provisions and an increase in inventory written off. 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.

Other income in the comparative period included an amount of R26.8 million that arose from certain disputes that were settled between Mustek and various parties.

The Group's more conservative forex hedging policy proved effective, considering the sharp depreciation of the Rand from 30 June 2015 to 30 June 2016. Forex losses from continuing operations, which includes the cost of forward points, was R11.8 million compared to R17.1 million in the comparative period.

Distribution, administrative and other operating expenses from continuing operations were well controlled, increasing by 4.8%.

The Group has been negatively affected by an increase in net finance charges from continuing operations of R58.7 million to R90.7 million after average working capital levels were well above that of the previous financial year. Working capital levels have since normalised and for the year ended 30 June 2016, both inventory and accounts receivable are at lower levels when compared to the previous financial year.

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 R14.3 million (2015: R9.6 million) was classified as finance costs, as opposed to forex losses.

The contribution from our associates increased mainly as a result of the earnings growth of Szeve Africa IT Group Proprietary Limited. Discontinued operations (Rectron Australia BV) also negatively impacted earnings by R5.5 million.

As a result, Mustek's headline earnings per share is 38.5% lower at 76.88 cents (2015: 125.05 cents) and basic earnings per share is 40.7% lower at 74.13 cents (2015: 124.94 cents).

Cash flow
The improvement in working capital levels contributed to cash generated from operations of R175.0 million (2015: R374.0 million) and is an improvement of R593.7 million compared to the cash used in operations of R418.7 million reported at 31 December 2015. Inventory on hand reduced by 1.6% and trade and other receivables reduced by 13.7% compared to the previous financial year. Compared to 31 December 2015, inventories on hand has reduced by R208.9 million. 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 ICT sector codes. Management has continued to meaningfully extend its initiatives in employment equity, skills development and corporate social investment during the period. The Group is committed to a process of further transformation and economic empowerment of its stakeholders, such that an acceptable balance between the operational 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
Rev Dr Vukile Mehana was appointed as non-executive chairman on 2 February 2016 in place of Dr Len Konar who resigned with effect from 4 December 2015.

Ms Lindani Dhlamini was also appointed as independent non-executive director on 4 December 2015 following the resignation of Ms Themba Dinga who resigned with effect from 13 October 2015.

The Board would like to thank Dr Len Konar and Ms Themba Dinga for their contributions to the Board and wishes them success with their future endeavours.

Mr Spencer Chen has been appointed to the Social and Ethics Committee effective 31 August 2016 in place of Ms Lindi Shortt who resigned with effect from 31 August 2016.

SUMMARISED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

	Ordinary stated capital R000	Retained earnings R000	Non-distributable reserve R000	Foreign currency translation reserve R000	Attributable to owners of the parent R000	Non-controlling interest R000	Total R000
Balance at 30 June 2014	119 627	791 787	809	3 829	916 052	18 461	934 513
Net profit for the year	-	132 720	-	-	132 720	1 387	134 107
Other comprehensive income	-	-	-	1 120	1 120	(580)	540
Dividends paid	-	(29 871)	-	-	(29 871)	-	(29 871)
Buy back of shares	(42 491)	-	-	-	(42 491)	-	(42 491)
Share capital issued	16 218	-	-	-	16 218	-	16 218
Balance at 30 June 2015	93 354	894 636	809	4 949	993 748	19 288	1 013 016
Net profit for the year	-	74 630	-	-	74 630	4 314	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

SUMMARISED SEGMENT ANALYSIS

	Total	Mustek	Rectron	Group	Eliminations
	30 June 2016 R000	30 June 2015 R000 (Re-presented)	30 June 2016 R000	30 June 2015 R000	30 June 2015 R000
Business segments					
Revenue	5 286 384	5 042 119	3 274 542	3 241 781	2 132 376
EBITDA*	217 645	259 003	128 690	181 057	97 092
Depreciation and amortisation	(28 817)	(22 146)	(20 867)	(17 608)	(7 950)
Profit (loss) from operations	188 828	236 857	107 823	163 449	89 142
Investment revenues	19 278	17 319	10 395	9 102	6 187
Finance costs	(109 950)	(76 014)	(66 591)	(45 383)	(43 359)
Share of profit of associates	15 352	10 813	-	-	-
Profit before tax	113 508	188 975	51 627	127 168	51 970
Income tax expense	(28 753)	(50 155)	(13 680)	(33 895)	(14 756)
Profit for the year from continuing operations	84 755	138 820	37 947	93 273	37 214
Discontinued operations					
Loss for the year from discontinued operations	(5 811)	(4 713)	-	-	(5 811)
Profit for the year	78 944	134 107	37 947	93 273	31 403
Attributable to:					
Owners of the parent	74 630	132 720	37 947	93 273	31 719
Non-controlling interest	4 314	1 387	-	-	