

innodis

L'EXIGENCE QUALITÉ

Presentation to Investment Community



30 September 2019

Financial Highlights - Group

	Group 2017 Rs'm	Group 2018 Rs'm	Group 2019 Rs'm
Revenue	4,180	4,320 +3%	4,411 +2%
Profit from operations	200	171 -15%	215 +25%
Profit/(loss) for the year	114	118 +4%	135 +14%

- Revenue growth at Group level in line with last year
- Marked improvement in operational results
 - Operating profit + 25%
 - PAT +14%
- Satisfactory results from subsidiaries except for MFLda
- EPS has improved from Rs2.90 to Rs3.04

Financial Highlights - Company

	Company 2017 Rs'm	Company 2018 Rs'm	Company 2019 Rs'm
Revenue	2,379	2,420 +2%	2,598 +7%
Profit from operations	105	102 -3%	153 +50%
Profit/(loss) for the year	(37)	77	(114)

- ➔ Impairment provision of Rs228m resulted in loss of Rs114m at company level
- ➔ Core operations of Innodis remained resilient despite impairment of Mozambique investment
 - ➔ Revenue +7% to Rs2,598M
 - ➔ Operating Profit grew by 50% to Rs153M

Financial Highlights - Company

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Revenue	2,379	2,420 +2%	2,598 +7%
Profit from operations	105	102 -3%	153 +50%
Profit/(loss) for the year	(37)	77	(114)
Impairment (MFLda)	(133)	-	(228)
Profit before impairment	96	77 -20%	114 +48%

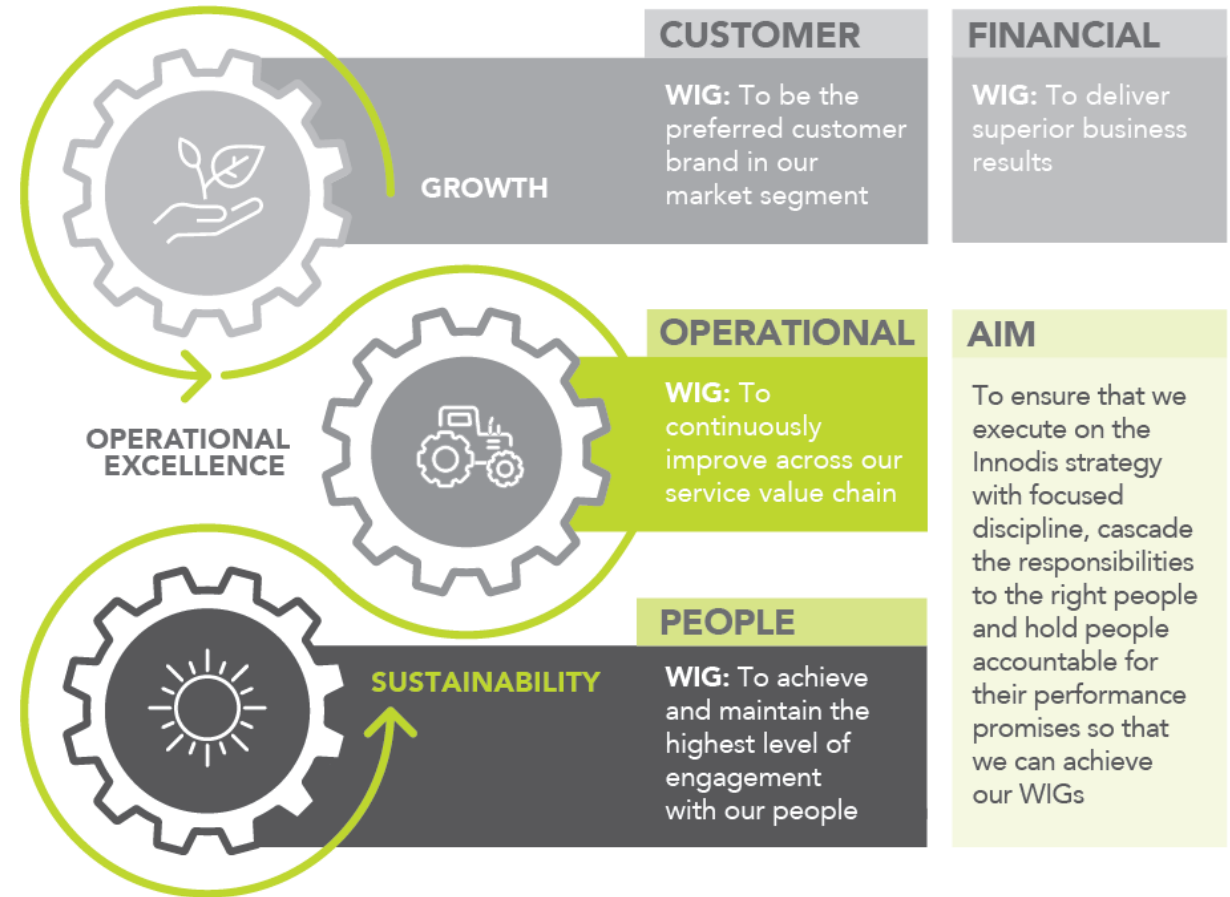
- ➔ Impairment provision of Rs228m resulted in loss of Rs114m at company level
- ➔ Core operations of Innodis remained resilient despite impairment of Mozambique investment
 - Revenue +7% to Rs2,598M
 - Operating Profit grew by 50% to Rs153M
- ➔ Profit before impairment improved by 48% to Rs114m

Purpose, Values & Goals

OUR PURPOSE IS TO
CONNECT
PEOPLE TO A
BETTER LIFE

A D @ P T
Authenticity Discipline Agility Passion Teamwork

TRUST



Entreprise Performante, Passionnée, Bienveillante

FY2018-19 : An eventful year

➔ Refreshed vision

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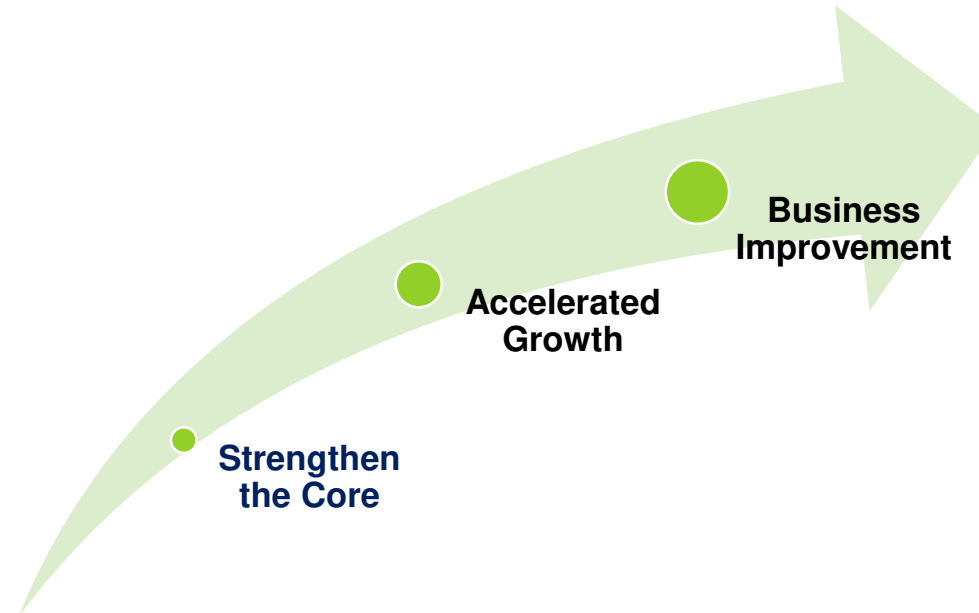
TRUST

➔ Growth initiatives

- ➔ Emphasis on own brands
- ➔ Focus on HORECA
- ➔ Develop new distribution channels
- ➔ Portfolio extension

➔ Improvement initiatives

- ➔ Buy better
- ➔ Reduce unnecessary costs
- ➔ ISO45001 certification
- ➔ Community integration & the circular economy



Improving financial indicators

	Group 2018	Group 2019		Company 2018	Company 2019
Turnover growth	3.3%	7.7%*		1.7%	7.4%
PBIT Margin (before impairment)	4.2%	5.8%		4.0%	4.9%
Cost to income ratio (Selling, admin. & storage expenses as % of turnover)	22.8%	20%		19.4%	16.7%

* Pre IFRS 15 adjustments

**Good Today
Better Tomorrow**



THANK YOU

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“YOUR SUCCESS IS OUR PRIORITY...”