

**CASHBUILD LIMITED**

(Registration number: 1986/001503/06)

(Incorporated in the Republic of South Africa)

JSE share code: CSB

ISIN: ZAE000028320

("Cashbuild" or "the Group")

**SECOND QUARTER OPERATIONAL UPDATE – FY 2023**

Cashbuild herewith provides its voluntary quarterly operational update for the second quarter of the 2023 financial year ("second quarter").

Revenue for the second quarter for the Cashbuild Group was down 5% on the second quarter of the prior financial year ("comparative period"). The 309 existing stores revenue decreased by 6% and the seven new stores, opened since 1 July 2021, contributed 1%. This, combined with the results reported in the first quarter of the 2023 financial year, equates to a decrease in revenue for the half year of 4% compared to the prior half year.

Transactions through the tills during the second quarter for the Cashbuild Group decreased by 7% (half year: 7% down) to that of the comparative period, with existing stores decreasing by 8% (half year: 8% down) and new stores contributing 1% (half year: 1%).

Selling inflation was 4.5% at the end of December 2022 when compared to the end of December 2021.

A revenue performance breakdown per operating segment is reflected in the following table:

<b>Revenue performance 1<sup>st</sup> Half FY2023 versus 1<sup>st</sup> Half FY2022</b>					
<b>Operating Segment</b>		<b>Percentage of Total Sales</b>	<b>Total Growth %</b>	<b>New Growth %</b>	<b>Existing Growth %</b>
Cashbuild South Africa	Q1	81	(2)	1	(3)
	Q2	81	(4)	1	(5)
	Half Year	81	(3)	1	(4)
Cashbuild Common Monetary Areas	Q1	6	(9)	-	(9)
	Q2	7	(6)	-	(6)
	Half Year	7	(8)	-	(8)
Cashbuild Other *	Q1	5	(7)	-	(7)
	Q2	4	(9)	-	(9)
	Half Year	4	(8)	-	(8)
P&L Hardware South Africa	Q1	8	(11)	-	(11)
	Q2	8	(9)	-	(9)
	Half Year	8	(10)	-	(10)
<b>Total Group</b>	Q1	100	(4)	1	(5)
	Q2	100	(5)	1	(6)
	Half Year	100	(4)	1	(5)

\*Botswana and Malawi (The comparative period included Zambia which has since been closed.)

During the second quarter, the Group opened 3 new Cashbuild stores (half year: 3 Cashbuild), completed 8 Cashbuild and 2 P&L Hardware refurbishments (half year: 12 Cashbuild and 2 P&L Hardware) and closed 1 non performing P&L Hardware store (half year: four Cashbuild and 1 P&L Hardware), bringing the total number of stores trading at the end of the half year to 316.

A store breakdown by operating segment is reflected in the following table:

<b>Number of stores – end of quarter two</b>	<b>Percentage of total</b>	<b>Total</b>	<b>New</b>	<b>Existing</b>
Cashbuild South Africa	74	233	7	226
Cashbuild Common Monetary Areas	6	18	0	18
Cashbuild Other *	3	11	0	11
Cashbuild DIY Pilot stores	-	1	0	1
P&L Hardware South Africa	17	53	0	53
<b>Total Group</b>	<b>100</b>	<b>316</b>	<b>7</b>	<b>309</b>

\*Botswana and Malawi

The information contained in this operational update has not been reviewed or reported on by Cashbuild's auditors.

23 January 2023

Sponsor

Nedbank Corporate and Investment Banking, a division of Nedbank Limited