

## CA SALES HOLDINGS LIMITED

Incorporated in the Republic of South Africa

Registration number: 2011/143100/06

Registered as an external company in the Republic of Botswana

Botswana registration number: BW00001085331

JSE Limited (“**JSE**”) share code: CAA

Botswana Stock Exchange (“**BSE**”) share code: CAS-EQO

ISIN: ZAE400000036

(“**CA&S**” or “**the Company**” or “**the group**”)



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## UNAUDITED RESULTS FOR THE SIX MONTHS ENDED 30 JUNE 2023

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### 1. NATURE OF BUSINESS

CA&S is the holding entity of a collective of well-established fast-moving consumer goods (“**FMCG**”) retail solution businesses, operating throughout Southern Africa, offering comprehensive route-to-market services to prominent multinational brand owners, as well as leading national brand owners and manufacturers.

In collaboration with its clients, CA&S transcends boundaries, geographical and otherwise, to propel brands into diverse and expansive retail channels across Southern African markets. The group’s primary commitment lies in solving trade impediments, amplifying the presence of categories and brands on retail shelves, and safeguarding and growing clients’ market shares. The group’s array of services includes warehousing and distribution, retail execution and advisory, retail support, training, and technology and data-driven solutions.

CA&S fosters strategic partnerships, empowering its clients in navigating the complexity of the retail industry in these markets.

### 2. SALIENT FEATURES

Revenue growth was driven by sales volume increases, inflation, acquisitions, expansion into new regions as well as the on-boarding of new clients to the group’s portfolio. The positive top line growth and the gain on bargain purchase contributed to the increase in operating profit for the group.

Revenue increased by 22.5% to R5.2 billion, from R4.3 billion in the prior corresponding period.

Operating profit increased by 75.5% to R387.0 million, from R220.6 million in the prior corresponding period.

Headline earnings per share (“**HEPS**”) increased by 21.5% to 36.5 cents per share, from 30.0 cents per share in the prior corresponding period.

Earnings per share (“**EPS**”) increased by 108.9% to 63.4 cents per share, from 30.3 cents per share in the prior corresponding period.

EPS increased by a larger margin than HEPS mainly as a result of a gain on bargain purchase entry of R123.6 million, arising from the January 2023 acquisitions of the T&C Group in Namibia, which was excluded from headline earnings in the reporting period.

Total assets increased by 22.4% to R4.5 billion due to the increase in fixed and intangible assets as a result of business combinations as well as working capital from increased revenue.

No dividend has been declared for the six months ended 30 June 2023 (30 June 2022: nil), as it is the Company's policy to only declare dividends once a year, after its year-end.

### 3. OUTLOOK

Despite the challenging global economic landscape, marked by adverse conditions and persistent inflation, CA&S remains steadfast in its resilience and strategic positioning. With a robust balance sheet, a widespread geographical footprint across Southern Africa, as well as a portfolio marked by diversification, the group is poised to deliver favourable results throughout the remainder of the current financial year. Its growth strategy of expanding its services to existing and new clients, channel broadening, expansion into new geographies, coupled with value-adding acquisitions, will ensure the group remains firmly on course to attain its growth aspirations.

### 4. SHORT-FORM ANNOUNCEMENT

This short-form announcement is the responsibility of the directors of the Company. It contains only a summary of the information in the full announcement ("**Full Announcement**") and does not contain full or complete details. The Full Announcement can be found at:

<https://senspdf.jse.co.za/documents/2023/JSE/ISSE/CAAE/CAAHY23.pdf>

A copy of the Full Announcement is also available for viewing on the Company's website at <https://casholdings.co.za/investor-relations/?Financial%20Results/> or may be requested in person, at the Company's registered office or the office of the Company's JSE sponsor, PSG Capital, at no charge, during office hours.

Any investment decisions by investors and/or shareholders should be based on consideration of the Full Announcement, as a whole.

These interim results have not been audited, reviewed or reported on by the Company's auditors.

Centurion  
28 August 2023

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