

**CASHBUILD LIMITED**

(Registration number: 1986/001503/06)

(Incorporated in the Republic of South Africa)

ISIN: ZAE000028320

JSE share code: CSB

("Cashbuild" or "the Group")

**FOURTH QUARTER OPERATIONAL UPDATE – FY 2024**

Cashbuild herewith provides its voluntary quarterly operational update for the fourth quarter of the 2024 financial year ("fourth quarter").

The Group adopts the retail accounting calendar, which comprises the reporting period ending on the last Sunday of the month (Year ended June 2024 – 53 weeks; Year ended June 2023 – 52 weeks). Although the group traded for 53 weeks in this financial year, it is appropriate and in line with generally accepted practice in the retail sector to illustrate the comparative 52-week period (being the 53 weeks of the FY2024 year excluding the last week) as well as the statutory period trading (53 vs 52 weeks).

**52 vs 52 trading weeks:**

Revenue for the fourth quarter for the Group increased by 4% compared to the fourth quarter of the prior financial year ("the comparative period"). For the 310 existing stores (in existence prior to July 2022), revenue increased by 3% and the 12 new stores, contributed 1% growth. This, combined with the results reported in the previous quarters, equates to an increase of 3% for the financial year.

Transactions through the tills during the fourth quarter for the Group increased by 3% to that of the comparative period, with existing stores increasing by 2% and new stores contributing 1% growth.

A revenue performance on a statutory basis per operating segment is reflected in the following table: The table below shows 52 vs 52 week performance unless otherwise stated.

<b>Revenue performance 52 weeks FY2024 vs 52 weeks FY2023</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	Half Year	83	4	2	2
	Q3	82	3	1	2
	Q4	82	5	1	4
	Full Year	82	4	2	2
Cashbuild Common Monetary Areas	Half Year	6	2	-	2
	Q3	7	6	-	6
	Q4	6	-	-	-
	Full Year	6	3	-	3
Cashbuild Other *	Half Year	3	(1)	-	(1)
	Q3	3	(11)	-	(11)
	Q4	4	(12)	-	(12)
	Full Year	4	(6)	-	(6)
P&L Hardware	Half Year	8	(7)	1	(8)

	Q3	8	1	1	-
	Q4	8	4	1	3
	Full Year	8	(3)	1	(4)
<b>Total Group</b>	Half Year	100	2	1	1
	Q3	100	3	1	2
	Q4	100	4	1	3
	Full Year	100	3	1	2

\*Botswana and Malawi

The *pro forma* comparative information provided in the table above is the responsibility of the directors of Cashbuild, has been prepared for illustrative purposes only and because of its nature, may not fairly present the financial position, results of operations and cash flows of the Group.

53 vs 52 trading weeks:

Revenue for the 14 week fourth quarter for the Group increased by 13% on the 13 week fourth quarter of the prior financial year (“the non-comparative period”) while revenue for the financial year (53 vs 52 weeks) increased by 5%. Transactions through the tills during the 14 week fourth quarter for the Cashbuild Group increased by 12% and increased by 3% for the financial year (53 vs 52 weeks).

<b>Revenue performance 53 weeks FY2024 vs 52 weeks FY2023</b>					
		<b>Percentage of Total Sales</b>	<b>Total Growth %</b>	<b>New Growth %</b>	<b>Existing Growth %</b>
<b>Total Group</b>	Q4 (14 Weeks)	100	13	1	12
<b>Total Group</b>	Full Year (53 Weeks)	100	5	1	4

Selling inflation was 1,7% at the end of June 2024 when compared to June 2023.

During the fourth quarter the Group opened 3 new Cashbuild stores (6 full year: 5 Cashbuild & 1 P&L Hardware), closed 2 Cashbuild (full year: 2 Cashbuild) under performing stores. The Group further refurbished 14 Cashbuild and 2 P&L Hardware stores (full year: 18 Cashbuild & 2 P&L Hardware), relocated 1 Cashbuild store (full year: 1 Cashbuild) bringing the total number of stores trading at the end of the financial year to 322.

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

<b>Number of stores – end of quarter four</b>	<b>Percentage of total</b>	<b>Total</b>	<b>New</b>	<b>Existing</b>
Cashbuild South Africa	75	240	11	229
Cashbuild Common Monetary Areas	6	18	-	18
Cashbuild Other *	3	11	-	11
P&L Hardware South Africa	16	53	1	52
<b>Total Group</b>	100	322	12	310

\*Botswana and Malawi

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

23 July 2024

**Sponsor**

Nedbank Corporate and Investment Banking, a division of Nedbank Limited