



AUDITED CONSOLIDATED RESULTS FOR THE YEAR ENDED 30 SEPTEMBER 2024 AND CASH DIVIDEND DECLARATION

The Group's Board of Directors ("**the Board**") is pleased to present the financial results for the year ended 30 September 2024 following the unbundling and separate listing of WeBuyCars on the Main Board of the JSE Limited on 11 April 2024.

Salient features

For the year ended 30 September		2024	2023	% change
Units bought	Number	167 741	142 337	17,8
Units sold	Number	165 185	141 851	16,4
Revenue	Rm	23 319,2	20 018,0	16,5
Core headline earnings ⁱ	Rm	815,4	661,1	23,4
Core headline earnings per share ^{i,ii}	Cents	217,4	197,9	9,9
Basic earnings	Rm	343,1	821,1	(58,2)
Basic earnings per share ⁱⁱ	Cents	91,5	245,9	(62,8)
Headline earnings	Rm	343,9	818,8	(58,0)
Headline earnings per share ⁱⁱ	Cents	91,7	245,1	(62,6)

- i. Core headline earnings is a non-IFRS measure which excludes gains/losses, costs and adjustments relating to acquisitions and disposals of investments; once-off transaction costs which are directly attributable to corporate activity; and non-cash accounting adjustments to the call option derivative asset relating to a non-controlling interest.
- ii. Weighted average number of ordinary shares ("**Shares**") in issue at 30 September 2024: 375 029 205. Actual number of Shares in issue at 30 September 2024: 417 181 120. During the year ended 30 September 2024: 717 481 ordinary shares were issued to Transaction Capital Motor Holdco Proprietary Limited on 29 February 2024; 42 467 760 ordinary shares were issued to Coronation Asset Management Proprietary Limited on 27 March 2024 and 40 000 000 ordinary shares were issued on 11 April 2024 to the Bookbuild investors as part of the pre-listing capital raise.

Group results

The Group delivered exceptional results in a challenging trading environment, characterised by low GDP growth, pressure on consumer affordability, high interest rates and low levels of consumer confidence.

WeBuyCars utilises core headline earnings to measure and benchmark the underlying performance of the business. Core headline earnings represents headline earnings adjusted for certain non-recurring or non-cash items that, in the view of the Board, may distort the financial results from period to period.

WeBuyCars has continued its long-term earnings growth with core headline earnings for the year ended 30 September 2024 at R815,4 million growing 23,4% and core headline earnings per share growing 9,9%, when compared to the prior year. The key drivers of this growth in core headline earnings were higher volumes, higher average selling prices, operational efficiencies, higher inventory turns, and cost efficiencies driven by economies of scale. Gross margins were maintained at similar levels to those recorded in the prior year, despite the difficult trading conditions. The core headline earnings per share was unfavourably impacted by

the February and March 2024 new share issues (83 185 241 ordinary shares) implemented as part of the pre-unbundling steps and the pre-listing capital raising initiatives.

Basic earnings per share and headline earnings per share for the year ended 30 September 2024 were impacted by the following non-core, once-off transaction costs and non-cash call option derivative accounting adjustments:

- For the year ended 30 September 2024, pursuant to the successful listing on the Main Board of the JSE Limited, the Group incurred once-off professional, Legal and JSE listing fees totalling R45,0 million.
- As set out in the WeBuyCars Pre-listing statement, dated 12 March 2024, the Group held various call options which gave it the right to purchase the 25,1% shareholding in the Group from I VDW Holdings Proprietary Limited, for which a call option derivative asset was raised in the prior periods. Upon adoption of the new Memorandum of Incorporation (on 25 March 2024) the shareholders' agreement was cancelled which led to the cancellation of the call options. The call option derivative asset of R426,5 million (as at 30 September 2023) was consequently derecognised on 25 March 2024. This fair value loss on derecognition of the call option derivative is once-off in nature, non-core and has no cashflow impact.

Group revenue at R23,3 billion increased by 16,5% when compared to the prior year. Buying and selling volumes at 167 741 and 165 185 units were up 17,8% and 16,4%, respectively. Sold volumes reached an all-time monthly record for WeBuyCars of 14 594 units in July 2024.

WeBuyCars' balance sheet is conservatively geared, supported by high cash conversion rates. The net cash generated from operating activities (at R591,4 million) for the year ended 30 September 2024 was up 1,6% on the prior year. Net interest-bearing liabilities (excl. IFRS 16) of R1 119,6 million, which consists primarily of property mortgage loans (R715,3 million) and working capital borrowings (R404,3 million) to fund inventory, are 8,5% down on the prior year. During the first half of the 2024 financial year, management refinanced the property portfolio with Rand Merchant Bank at a lower interest rate and more recently has also been successful in lowering the interest rates on the working capital facilities.

Outlook

WeBuyCars is well-positioned to benefit from lower interest rates, higher levels of consumer confidence, an improvement in new vehicle sales volumes and cost efficiencies driven by economies of scale.

In May 2024, the Group communicated its ambition to grow monthly volumes to 23 000 and to double market share by 2028. Pursuant to this, the Group sets out below an update on the following growth initiatives:

- the successful opening of the East London supermarket in the Eastern Cape, with a capacity to accommodate 300 vehicles for sale, on 10 June 2024.
- the successful opening of the Rustenburg supermarket in the North West province, with a capacity to accommodate 300 vehicles for sale, on 1 October 2024.
- in September 2024, WeBuyCars signed a lease agreement to secure a bigger, more prominent trading location in Pietermaritzburg in KwaZulu-Natal. The new location has the capacity to accommodate approximately 350 vehicles for sale.
- the planning for the Lansdowne supermarket in Cape Town is progressing well and the development is scheduled for completion in October 2025. This supermarket will have the capacity to accommodate approximately 1 150 vehicles for sale.
- the Group entered into a property sale agreement to purchase land in Montana, Pretoria, which will be developed during 2025 to accommodate approximately 1 000 vehicles for sale.
- during October 2024, an existing motor dealership in Vereeniging in Gauteng was acquired. WeBuyCars plans to commence trading from this facility in May 2025.

These developments will be funded through existing cash resources and available debt facilities.

WeBuyCars continues to improve its digital vehicle buying and selling platforms as well as its leads management processes and systems.

Dividends

As set out in the WeBuyCars Pre-listing statement, the Company's normal dividend policy, as a high level benchmark, is to declare between 25% and 33% of its headline earnings as a dividend, subject to working capital requirements and capital expenditure required for expansion and maintenance. WeBuyCars is a growth company and intends to responsibly grow its footprint across South Africa. It believes that there are opportunities to capitalise on in the short- to medium-term, some of which are set out under Outlook above. The pursuit and efficient execution of these opportunities should add value to shareholders.

Notice is hereby given that a gross final cash ordinary dividend of 25 cents per ordinary share (2023: 8 205 cents per ordinary share) has been declared by the Board, payable to shareholders of the 417 181 120 (2023: 2 071 797) ordinary shares. The dividend has been calculated at 25% of the core headline earnings of WeBuyCars for the second half of the financial year to 30 September 2024. The dividend will be paid out of income reserves to all holders of ordinary shares recorded in the Company's register on the record date. The dividend will be subject to local dividend withholding tax at a rate of 20% unless the shareholder is exempt from paying dividend tax or is entitled to a reduced rate. This will result in a net final dividend of 20 cents per ordinary share for those shareholders who are not exempt from paying dividend withholding tax.

The salient dates relating to the payment of the ordinary dividend are as follows:

<u>Salient dates and times</u>	<u>2024</u>
Publication of declaration data	Monday, 18 November
Last date to trade cum dividend	Tuesday, 3 December
First trading day ex dividend	Wednesday, 4 December
Record date	Friday, 6 December
Payment date	Monday, 9 December

The income tax number of WeBuyCars is 948 083 8193.

Share certificates may not be dematerialised or rematerialised between Wednesday, 4 December 2024 and Friday, 6 December 2024, both days inclusive.

All dividend payments will only be made into a nominated bank account by electronic funds transfer. Shareholders who have not yet provided their bank account details to Computershare Investor Services Proprietary Limited are reminded to contact them on 086 11 00 933 or +27 11 370 5000 with their bank account details into which the dividends can be paid electronically.

Results announcement

The content of this results announcement is the responsibility of the Board. Shareholders are advised that this results announcement represents a summary of the information contained in the audited consolidated and separate annual financial statements for the year ended 30 September 2024 ("2024 AFS"), published on SENS via the JSE cloudlink: <https://senspdf.jse.co.za/documents/2024/JSE/ISSE/WBCE/FY2024.pdf> and on WeBuyCar's website <https://www.webuycars.co.za/investors/financial-results> on 18 November 2024, and does not contain full or complete details of the financial results.

Any investment decisions by investors and/or shareholders should be based on consideration of the 2024 AFS and shareholders are encouraged to review the 2024 AFS, which are available as set out above. Copies of the 2024 AFS may be requested from investors@webuycars.co.za.

Shareholders are advised that the WeBuyCars full year results presentation for the year ended 30 September 2024 will be held on Monday, 18 November 2024 at 09:00. There will be a live webcast of the results presentation, shareholders wishing to view the live webcast should register at: <https://www.corpcam.com/WeBuyCars18112024>. A copy of the presentation will also be available on the Company's website: <https://www.webuycars.co.za/investors/presentations>.

Report of the independent auditors

PricewaterhouseCoopers Inc, the Group's independent auditor, has audited the consolidated and separate annual financial statements for the year ended 30 September 2024 from which the consolidated results contained in this report have been derived, and has expressed an unmodified audit opinion thereon.

By order of the Board

Johan Holtzhausen
Chairperson

Faan van der Walt
CEO

Centurion
18 November 2024

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