



EÖH

H1-24 RESULTS

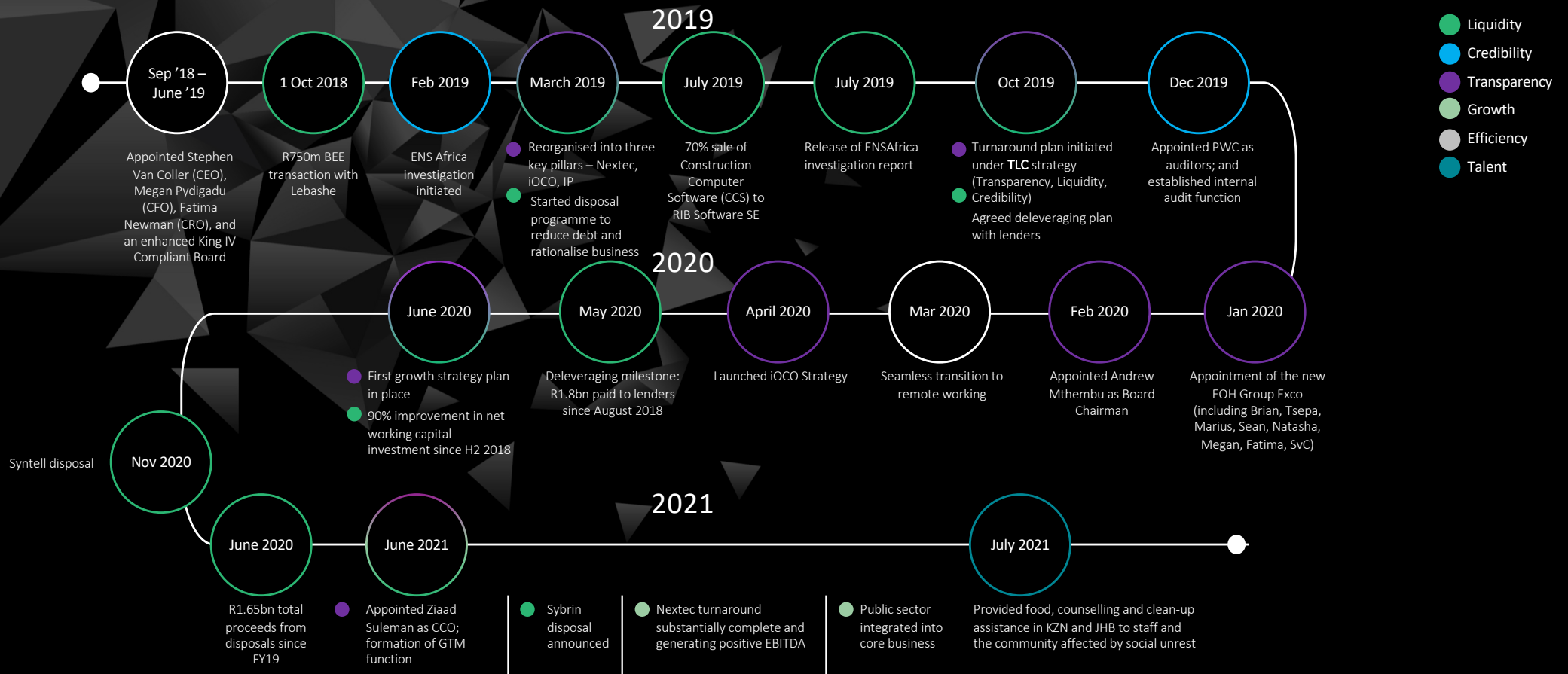
Operational Overview

Stephen van Coller
Chief Executive Officer

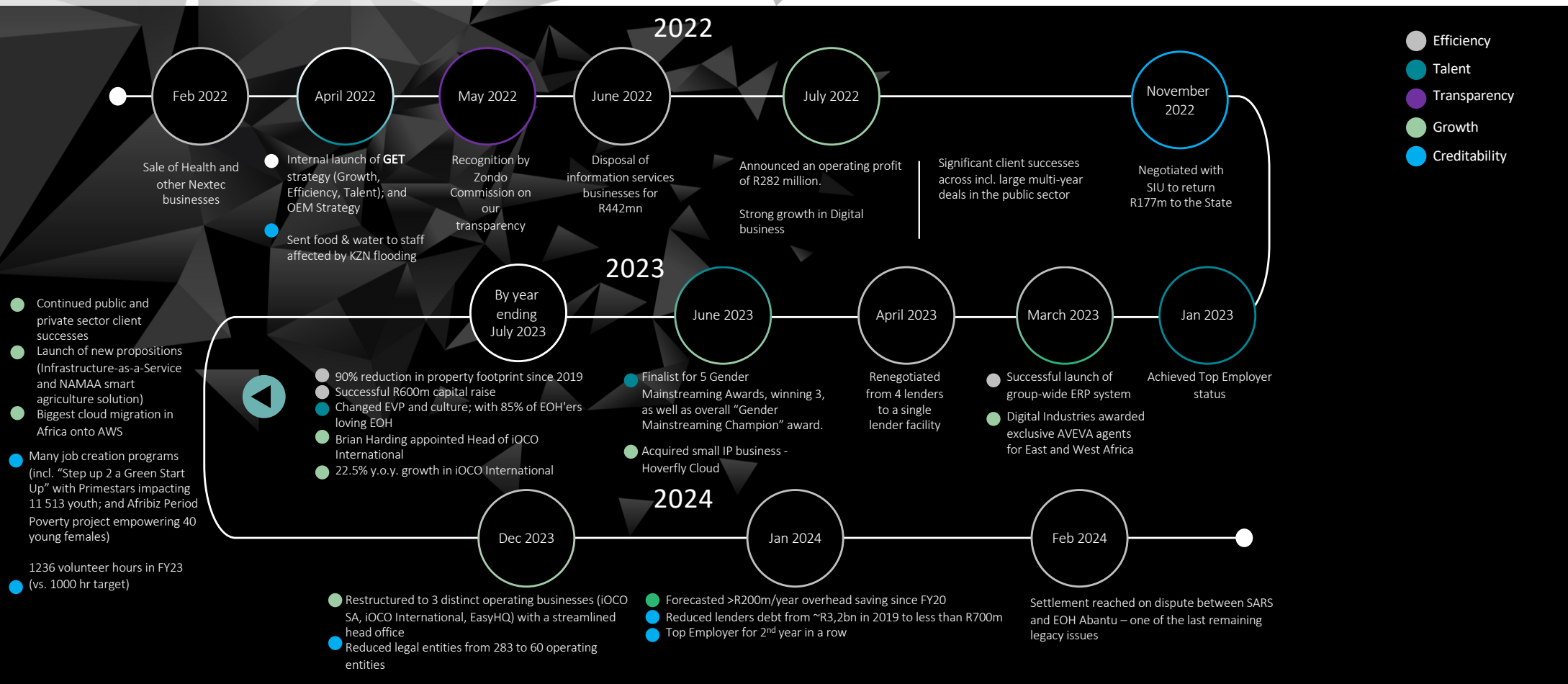
EOH



> The past 5 1/2 years milestones



> The past 5 1/2 years milestones



> Business Summary

Highlights

- ↑ **GET** strategy bearing fruit
- ↑ Digital Enablement revenue **grew 9%**
- ↑ International Revenue **grew 11 %**
- ↑ Operational expenses **reduced a further 3%**
- ↑ Net Interest **reduced 40%**
- ↑ Tax **reduced 16%**
- ↑ **R31M Cashflow generated** as strong working capital management continues
- ↑ Head Office restructuring largely completed
- ↑ Final major legacy issue closed - **SARS**
- ↑ **85%** of staff love working at EOH
- ↑ **TOP EMPLOYER** certification received for second year

Low lights

- ↓ Negative Local and Global political and economic issues continue
- ↓ Public Sector delays continue
- ↓ Profitability further affected by once off items of R73m
- ↓ GP Margins down 2% from FY23 to 27% from delayed/closed projects R95m

> Talent

Enable & Grow

Total Spend Differently Abled and Youth | R12 783 556.20

People with Disabilities | 120

SAICA Internships | 4

iOCO specialized Digital Testing Academy | 12

ICT bursaries and Internships | 59

Employee Child Bursary scheme | 17

Launch of 2nd Period Poverty Project | KZN



Include



Male | 49%

Female | 51%

AIC | 65 % of total workforce

Employee Resource Group launched |

1 x LGBTQIA+

Care

Employee Experience

92% | of leavers would return to EOH

85% | love working at EOH

78% response rate



Wellness

Interactions @ H1:

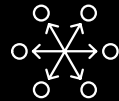
- Wellness Wednesdays | 1713
- Online Yoga | 297
- Online FitX | 348



> Investing in EOH makes a difference....



Our People
matter



Our
Communities matter



Our Women
matter



Our Country
matters



EOH achieves
Top Employer status
2nd year in a row



Community Development
Opened **second** Period Poverty Hub
in KZN -20 jobs



Women Empowerment
ESD HUB launched in celebration of
IWD 2024



EOH solves for
unemployment



Financial Overview

Marialet Greeff
Chief Financial Officer

E^oH

HY24 financial summary



HY2024

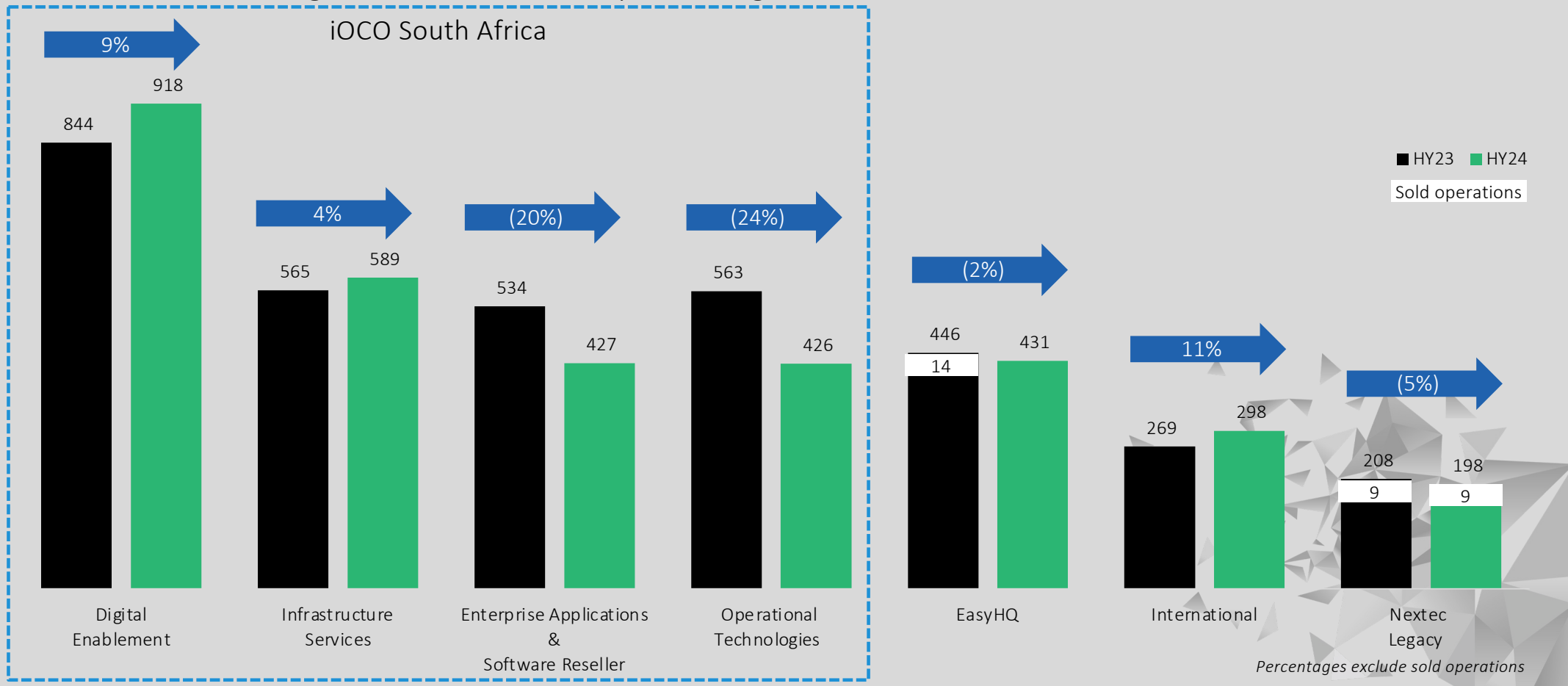


HY2023

Rm	Unaudited	Continuing	Discont.	Unaudited	Continuing	Discont.
Revenue	3,146	3,146	-	3,244	3,215	29
Digital Enablement		882	-		790	-
Infrastructure Services & Applications		982	-		1,003	29
Operational Technologies (incl Nextec Legacy)		618	-		728	-
EasyHQ		382	-		429	-
International		282	-		265	-
Gross Profit	839	839	-	934	934	-
Gross margin		27%	-	29%	29%	-
Operating expenses	(830)	(830)	-	(792)	(824)	32
% of Revenue		26%	-	24%	26%	110%
Operating (loss)/ profit	9	9	-	142	110	32
Operating margin		0%	-	4%	2%	20%
Net finance cost	(59)	(59)	-	(98)	(98)	-
Profit/(loss) before tax	(50)	(50)	-	44	13	32
Taxation	(42)	(42)	-	(50)	(50)	-
Profit/(loss) after tax	(91)	(91)	-	(5)	(37)	32
Adjusted EBITDA	97	97	-	171	181	(11)
EBITDA margin		3%	-		6%	(37%)
HEPS (cents)	(11)	(11)		(17)	(13)	(4)

> Revenue *incl intersegment sales* (R'm)

Strong performance in Digital Enablement, Infrastructure Services & International offset by economic headwinds facing customers serviced by other segments

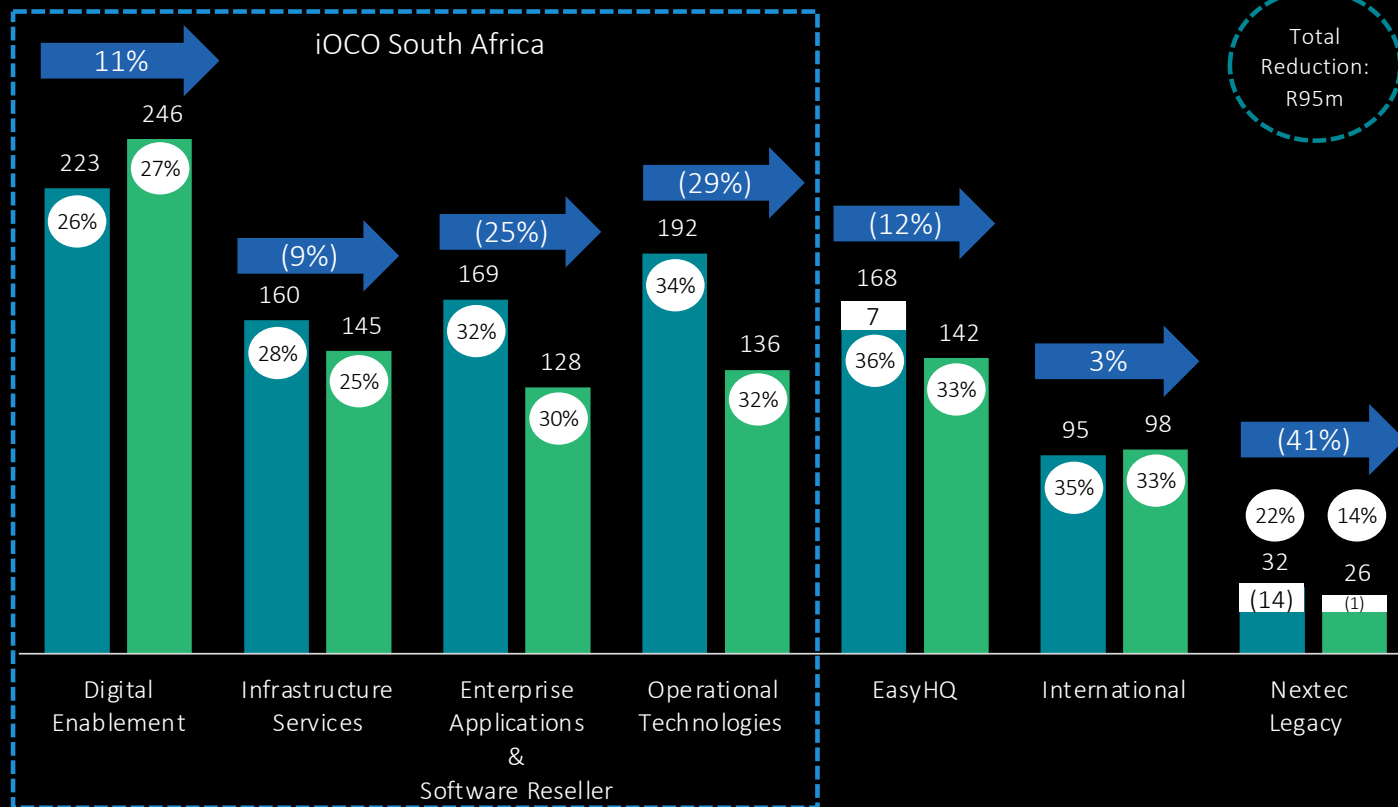


> Gross Profit *incl intersegment sales* & EBITDA(R'm)

Economic slow-down placing pressure on margins

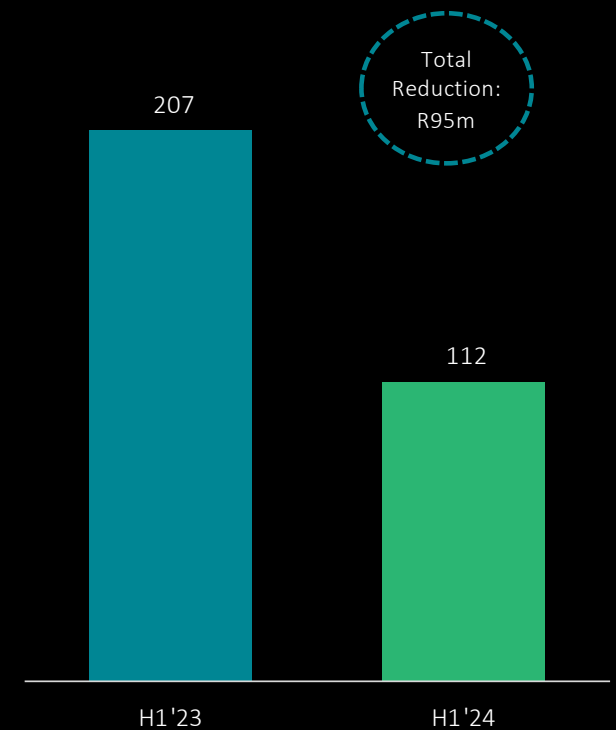
Gross Profit

■ HY23 ■ HY24 ■ Sold operations



EBITDA

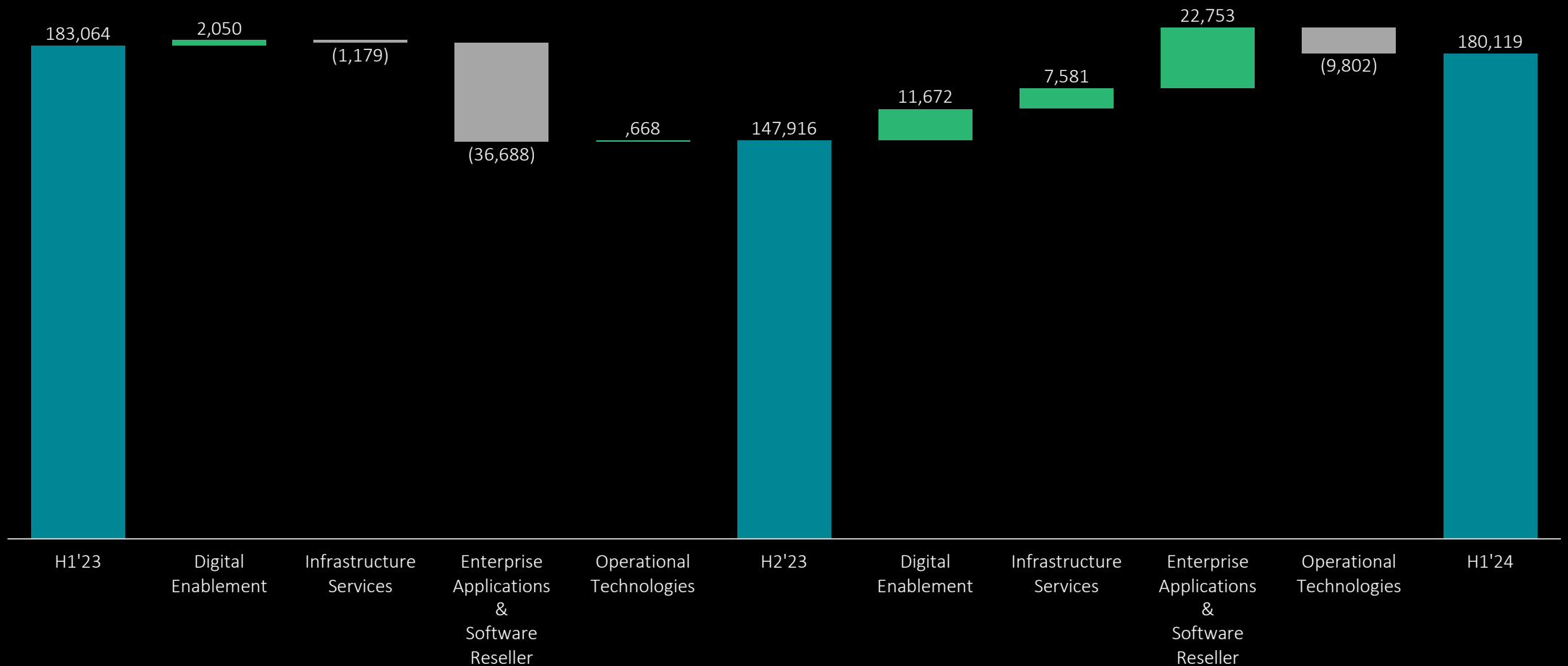
(excl sold entities & once-offs)



Percentages exclude sold operations

> iOCO South Africa EBITDA movement (R'm)

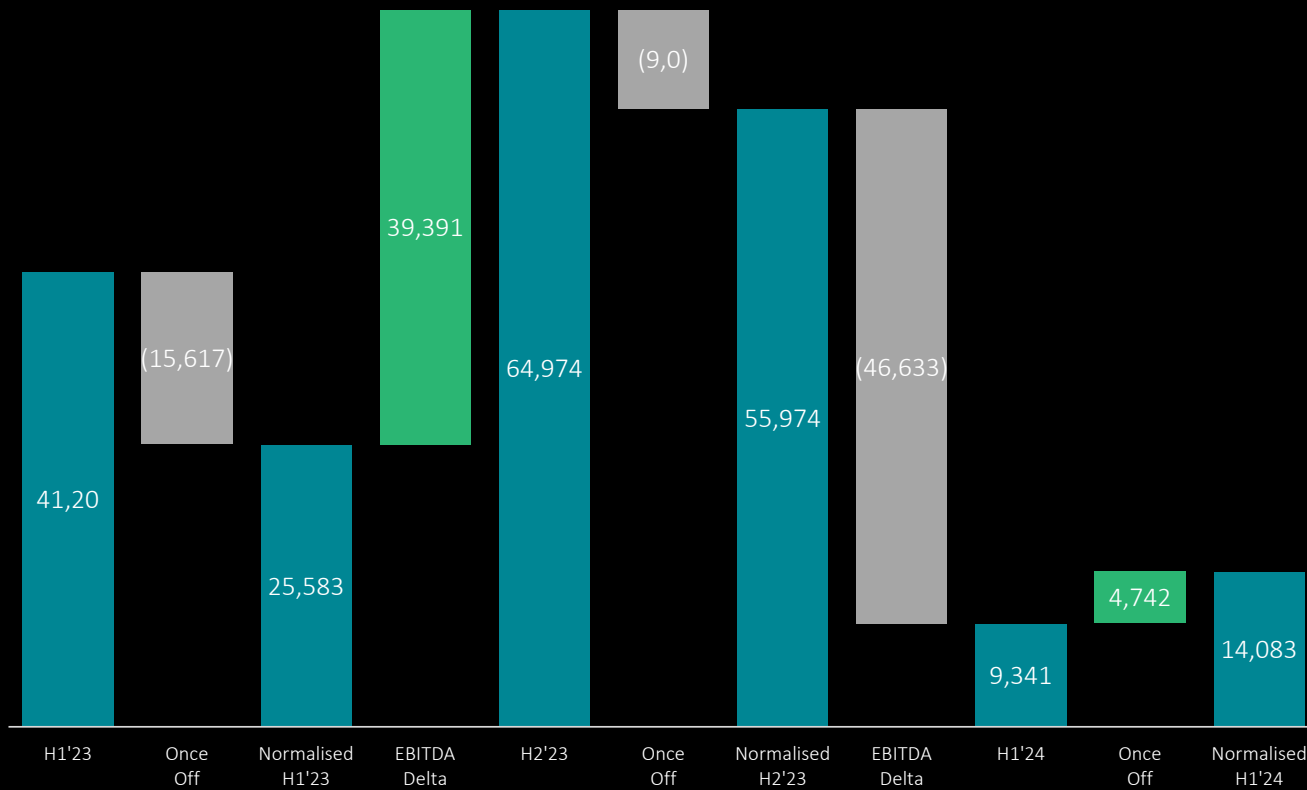
While the economic conditions have resulted in muted growth, operations have largely stabilised from H2'23 with a forward-looking focus on cost rationalisation



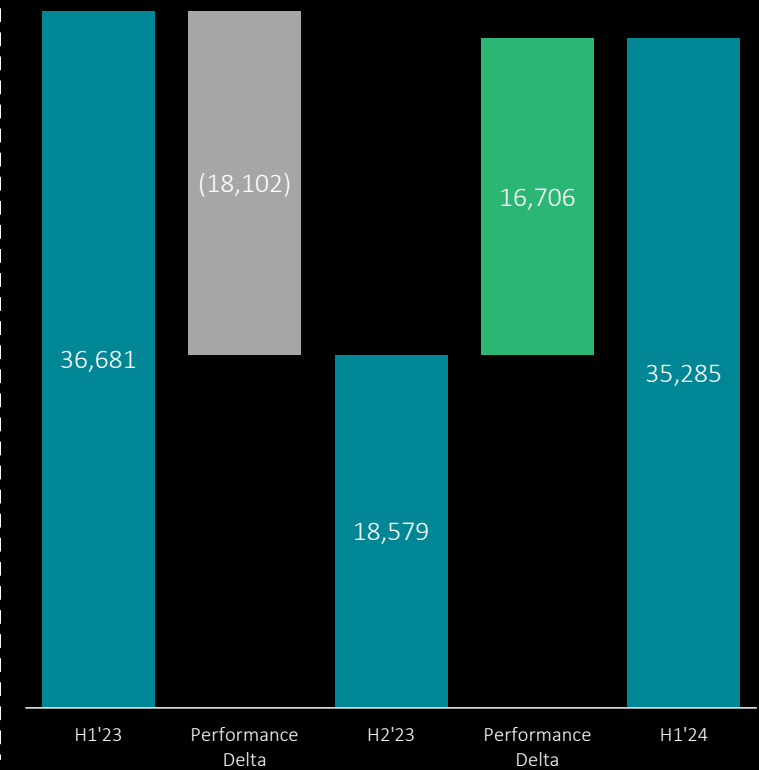
> EasyHQ & iOCO International EBITDA movement (R'm)

EasyHQ business remains cyclical, however, the current economic climate places pressure on top line growth. iOCO International continues to target a 10% EBITDA margin

EasyHQ

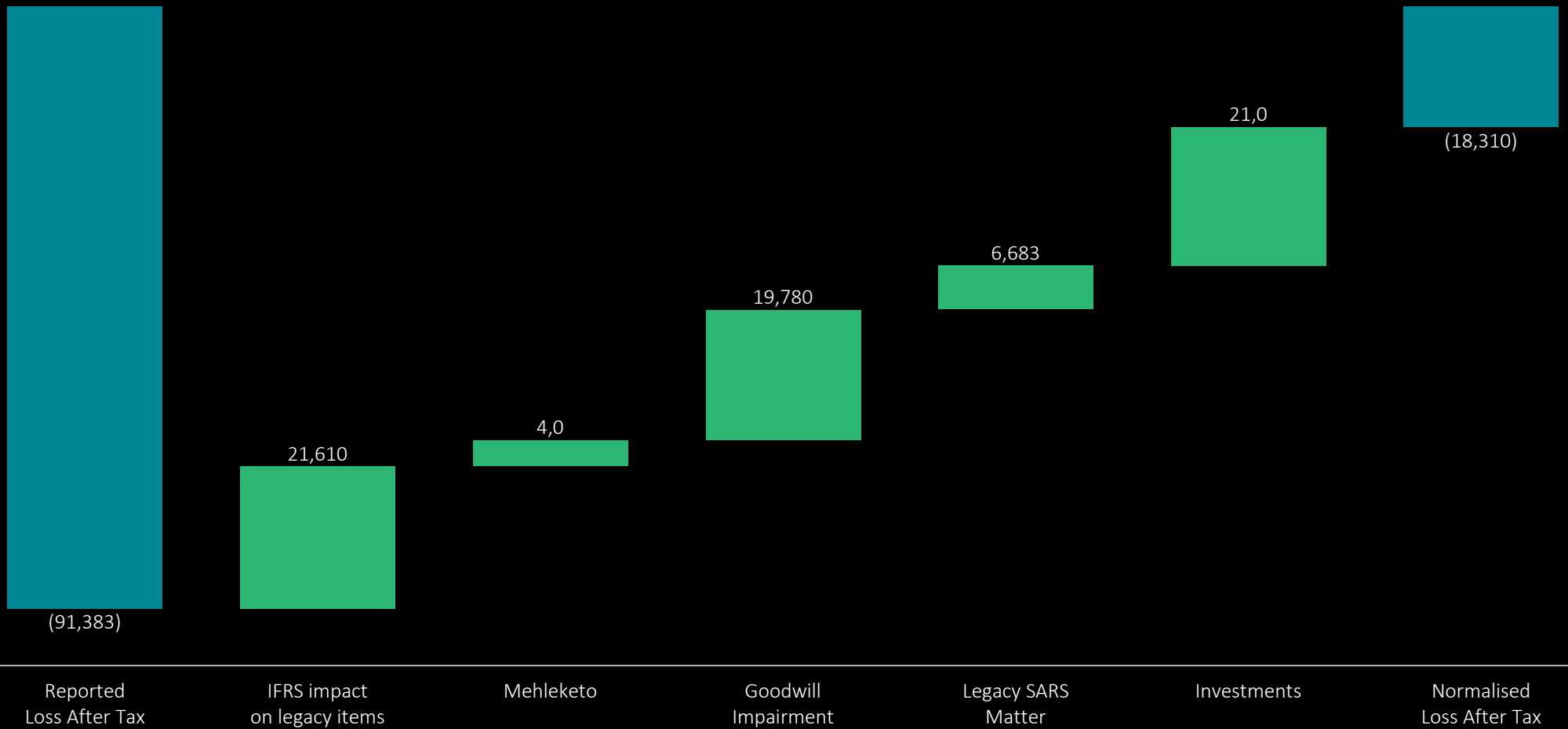


iOCO International



> Normalised Continuing Loss After Tax (R'm)

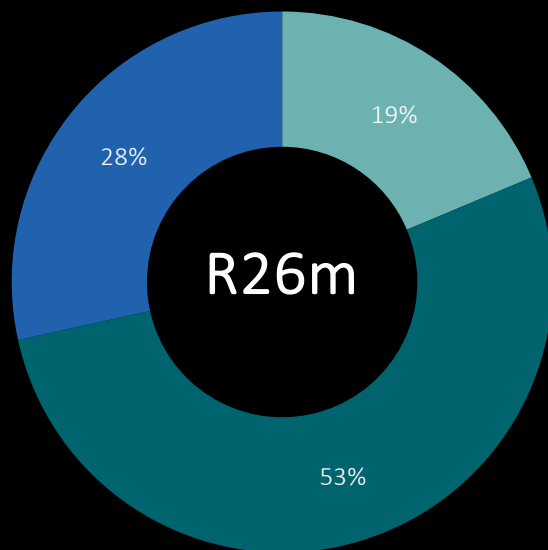
Excluding once offs the Group continues to trend towards break even



> Investments (R'm)

Continued focus on long term outlook of the Group

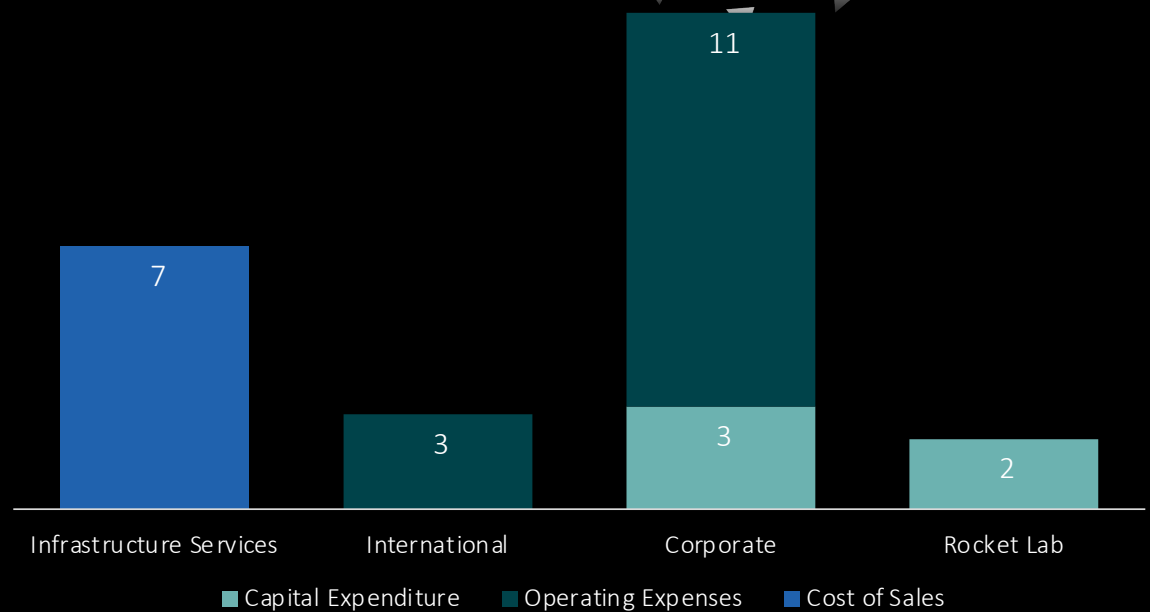
Investment Type



■ Capital Expenditure ■ Operating Expenses ■ Cost of Sales

The above does not include maintenance capital expenditure

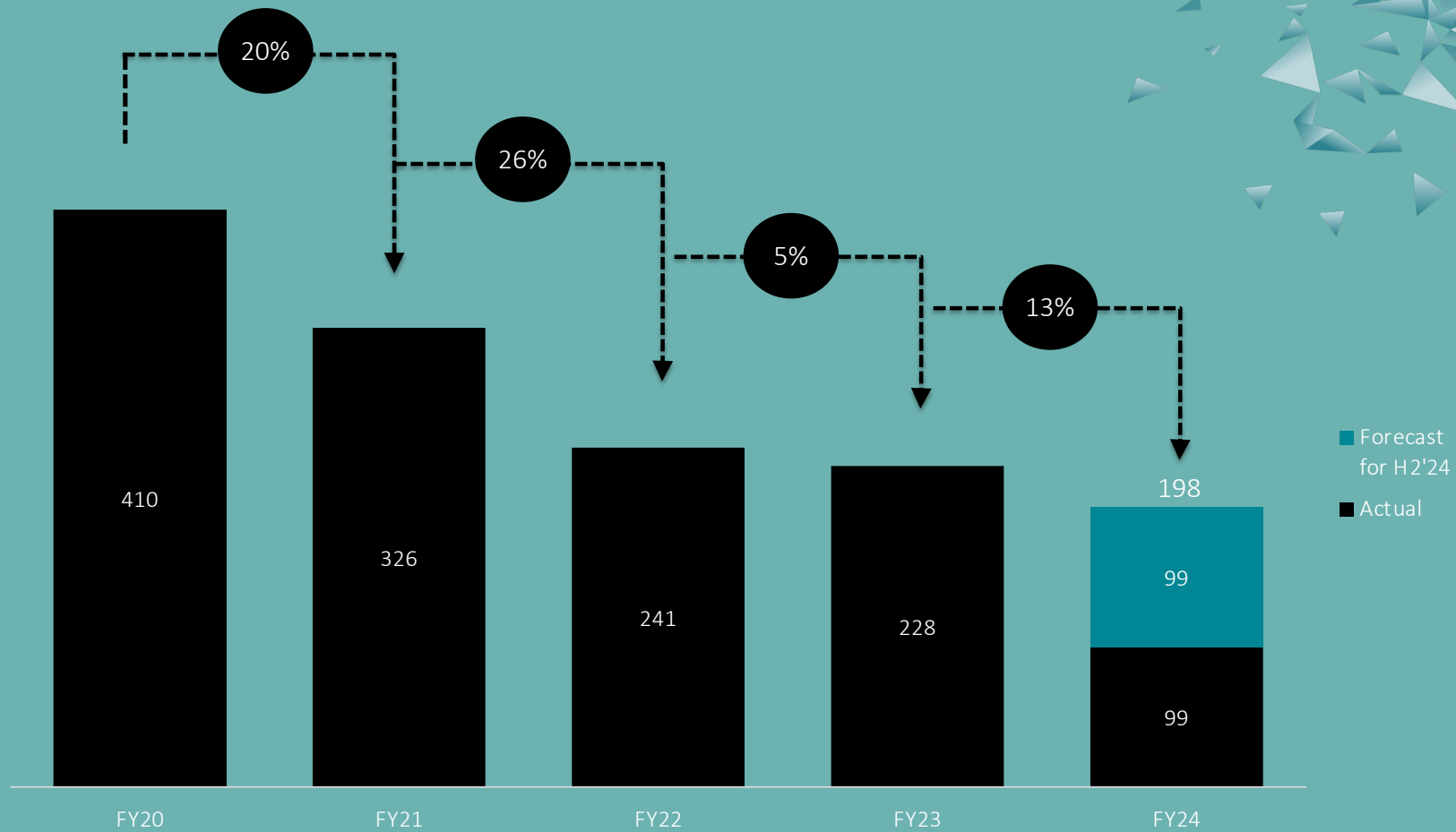
Area of Investment



■ Capital Expenditure ■ Operating Expenses ■ Cost of Sales

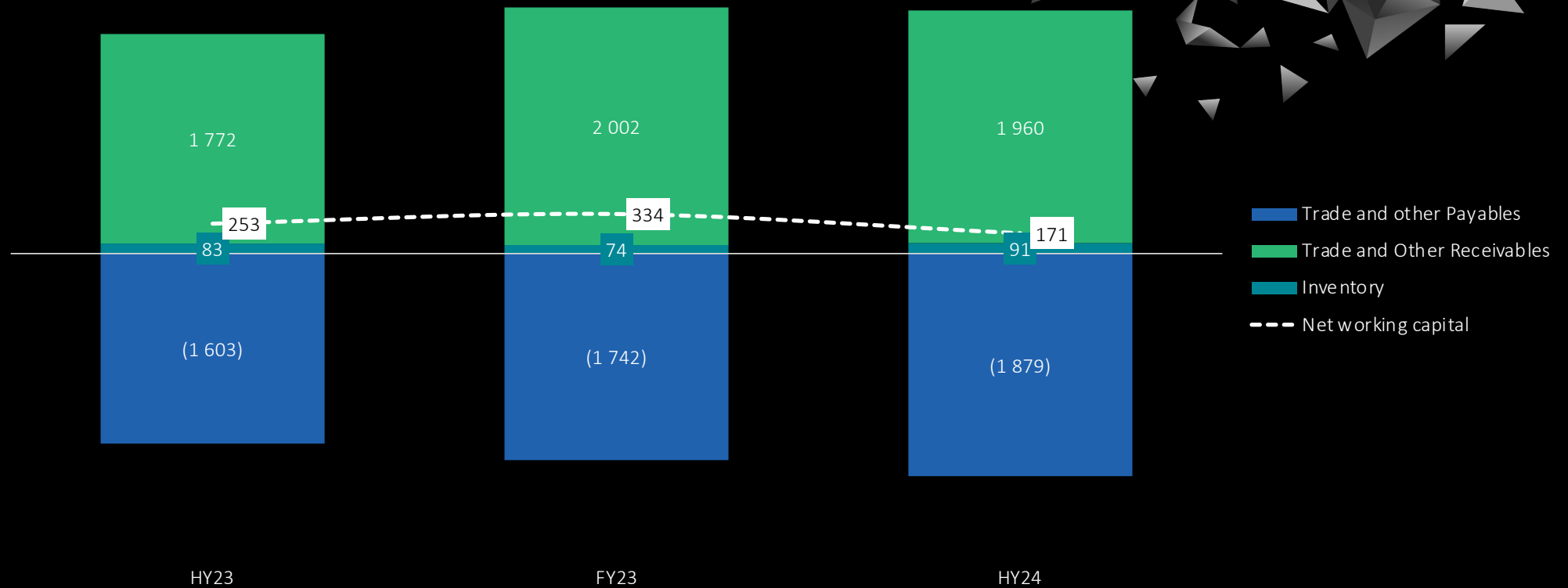
> Corporate Overheads (R'm)

Continued focus on streamlining



> Working Capital (R'm)

Continued management focus avoiding cash leakage

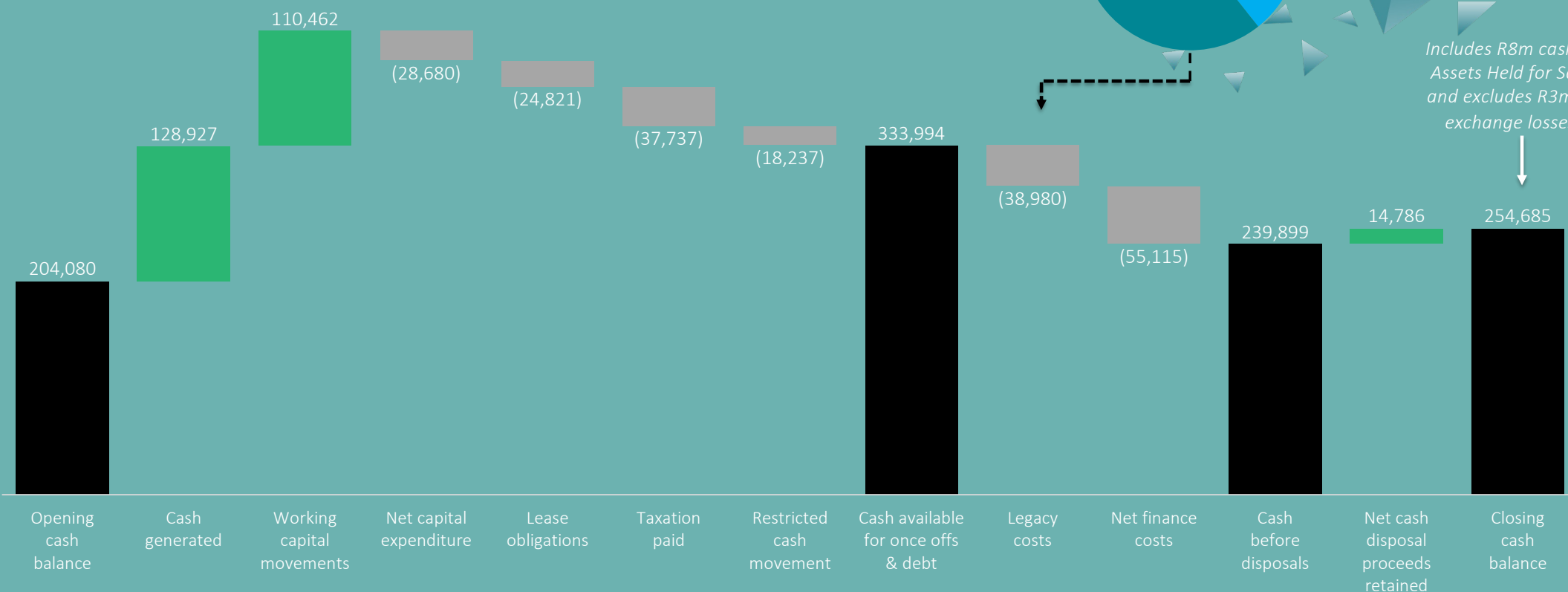


Trade Receivables and Payables difference to balance sheet is as a result of Principal vs Agent classification –net null for net working capital

> Cash flow (R'm)

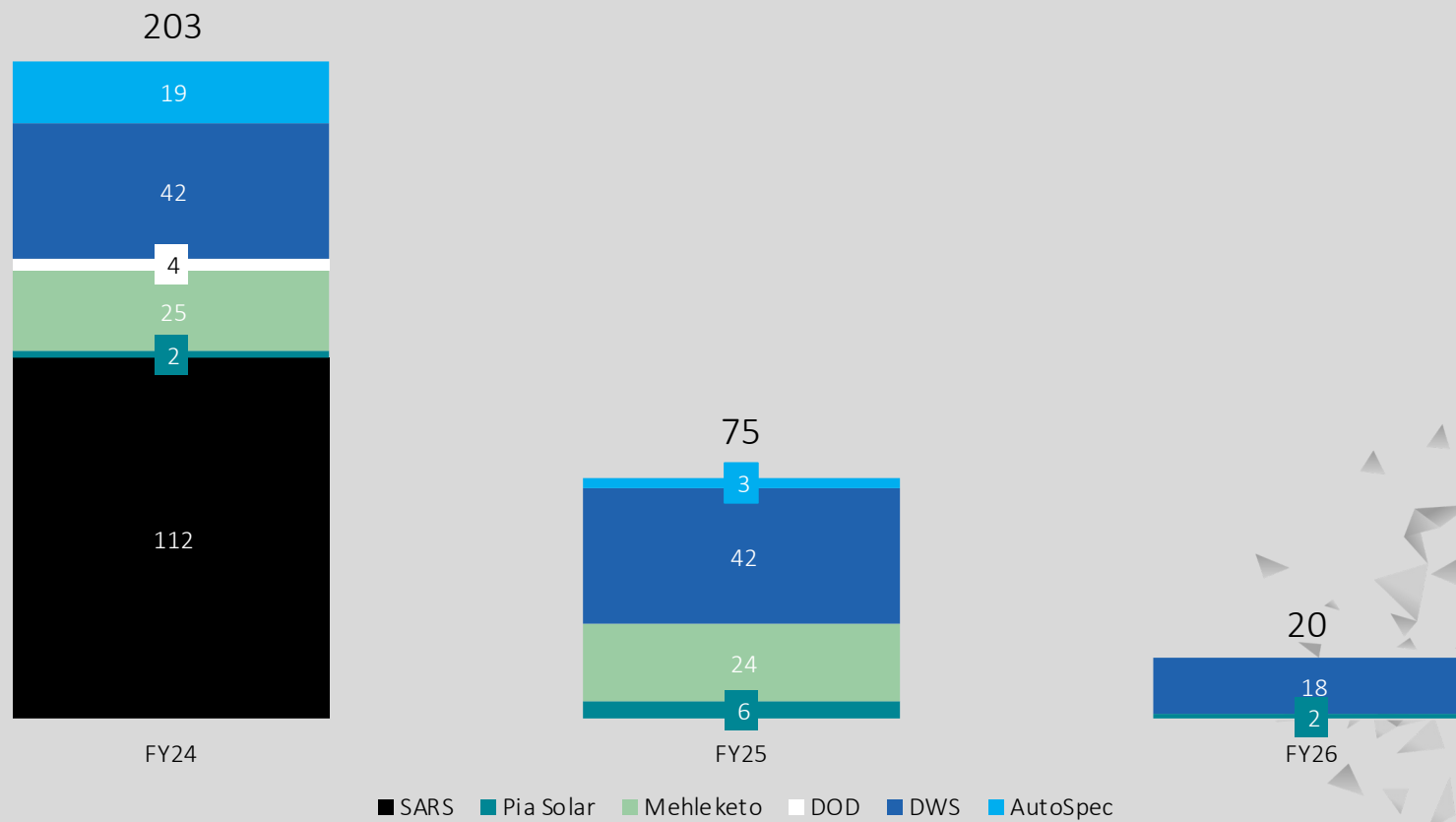
Continued cash management remains key focus

EOH



> Legacy Payments (R'm)

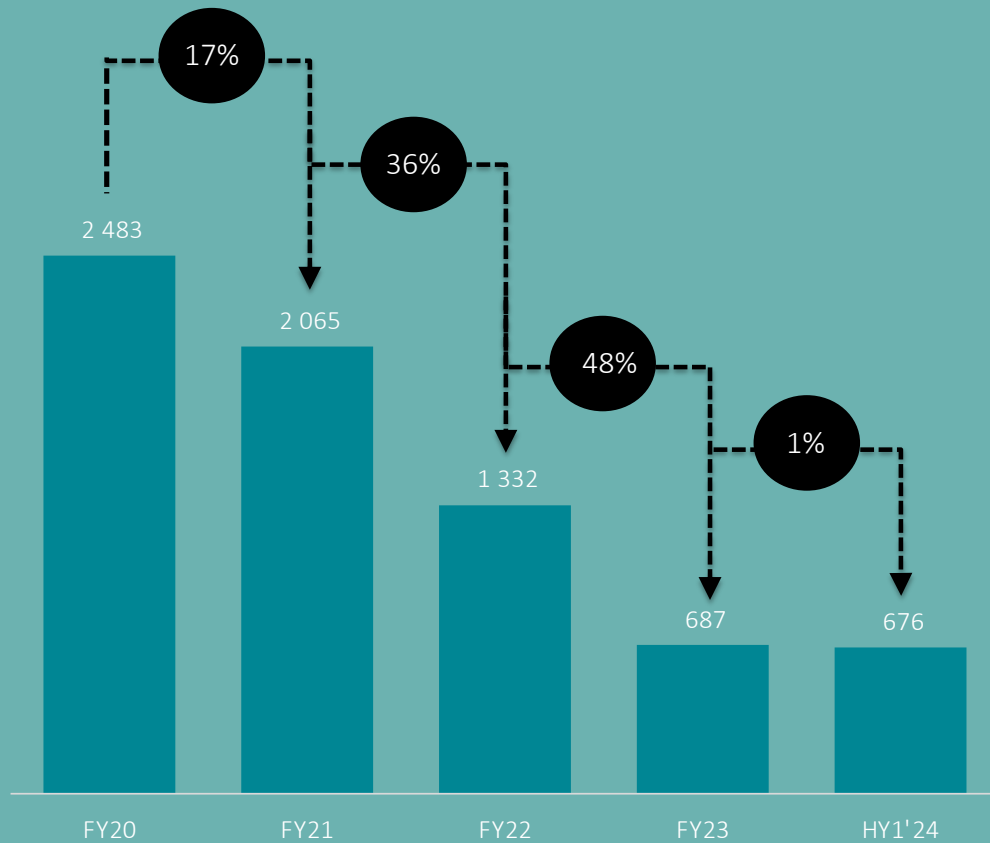
Final payments expected by FY26 with SARS matter now closed out



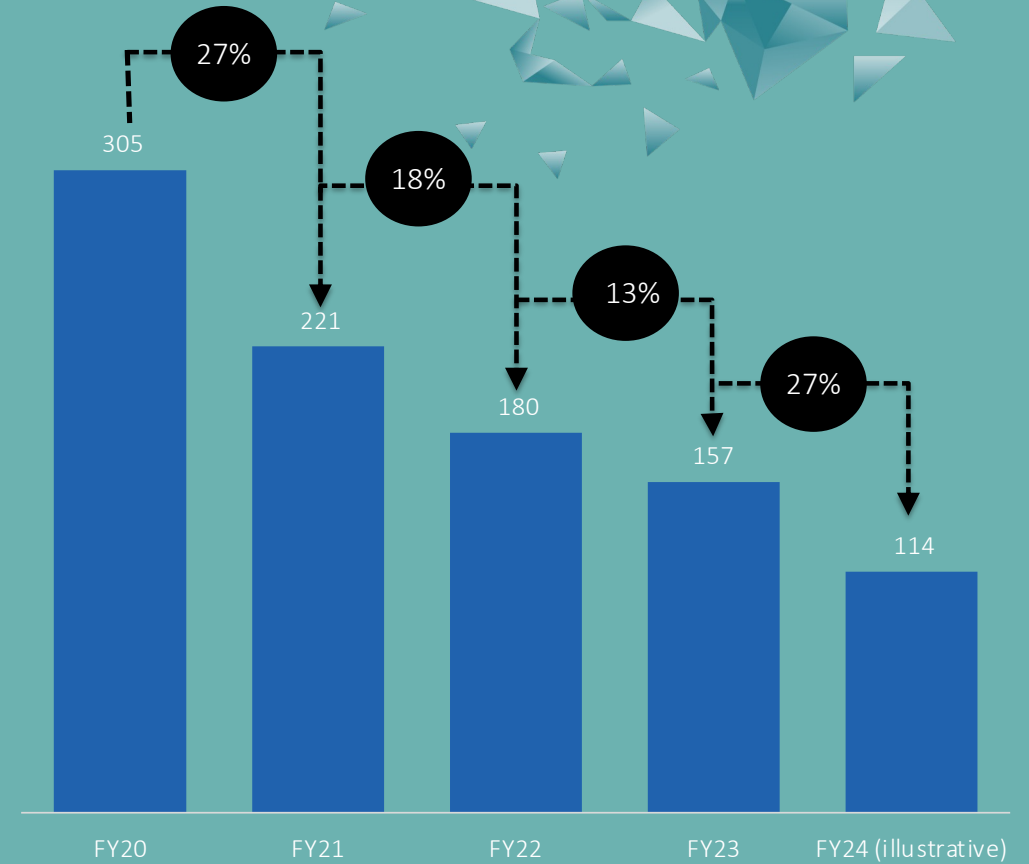
> Debt (R'm)

With the net capital raise of R550m, the Group has managed to right-size its capital structure

Capital Portion of Debt (excluding restructuring reserve)



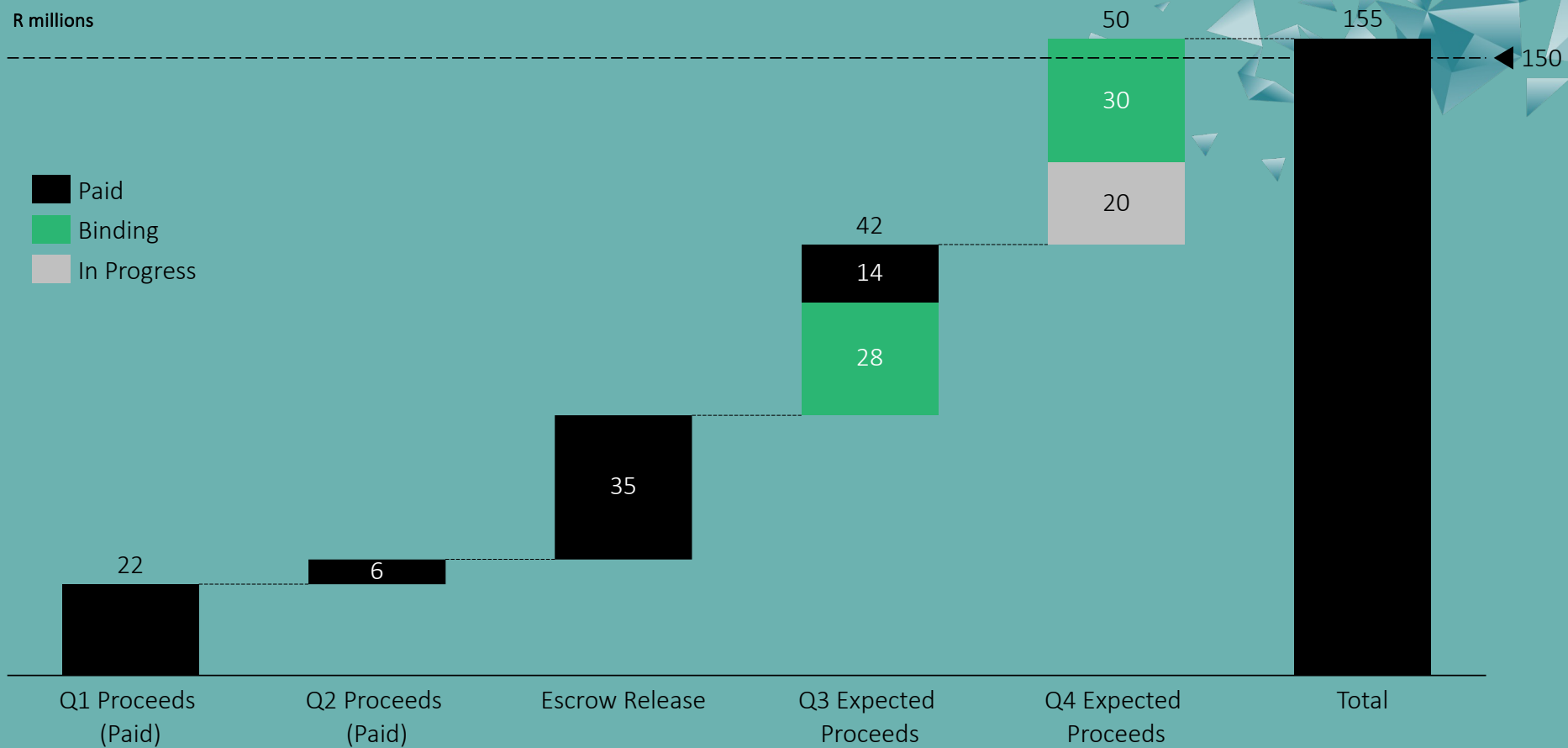
Finance Charges





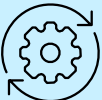


> Disposal progress

On track to generate R75m from disposal proceeds

R millions



> Balance Sheet

	R'm	HY24	FY23		R'm	HY24	FY23
 Assets	Non-current assets			 Equity and Liabilities	Equity		
	Property, plant and equipment	154	145		Stated capital	4 775	4 775
	Intangible assets	83	94		Other reserves	77	112
	Goodwill	648	669		Accumulated loss	(4 375)	(4 325)
	Other financial assets	18	16		Equity attributable to EOH	476	562
	Deferred taxation	109	112		Non-controlling interest	31	27
	Finance lease receivables	0	1			506	588
		1 013	1 037				
 Current assets	Inventories	91	74	 Liabilities	Non-current liabilities		
	Other financial assets	57	59		Other financial liabilities	645	3
	Current taxation receivable	20	42		Lease liabilities	42	33
	Finance lease receivables	20	21		Deferred taxation	8	25
	Trade and other receivables	1 959	1 959			695	61
	Cash and cash equivalents	411	236	 Current liabilities	Other financial liabilities	315	836
	Current assets	2 558	2 391		Current taxation payable	26	27
	Assets held for sale	33			Lease liabilities	31	34
					Trade and other payables	1 879	1 699
					Provisions	140	184
						2 391	2 780
					Liabilities held for sale	11	
					Total liabilities	3 097	2 841
	Total assets	3 604	3 429		Total equity and liabilities	3 604	3 428

Slight casting differences is due to rounding to millions

An abstract graphic featuring a cluster of grey, three-dimensional triangles on the left side, some of which are scattered across a green gradient background that occupies the right half of the image. The triangles vary in size and orientation, creating a sense of depth and movement. The green background transitions from a lighter shade at the top to a darker shade at the bottom.

Outlook

EÖH

The tough economic and political conditions globally and in RSA are set to continue but create both opportunities and threats



The central growth focus is partnering with both key OEM's and top customers assisting them to realise their digital strategies

EOH will continue to drive efficiencies to invest in organic growth and great talent. This is the crux of the very simple GET strategy



Outlook

EOH will continue to invest in its people to retain, attract and grow talent and ensure quality delivery



Focus for F24

- Complete decentralisation
- Complete final non core sales
- Investigate value maximisation opportunities
- Consolidate last 5 years gains



EOH will continue to make a difference to its

- Clients
- Colleagues
- Communities
- Countries

4C's



> Leadership



Fatima Newman

CEO EasyHQ

Exco Member from April 2019



Marius de la Rey

CEO iOCO SA

Exco Member from April 2019



Brian Harding

CEO iOCO International

Exco Member from October 2019

An abstract graphic featuring a cluster of grey, three-dimensional triangles on the left side, some of which are scattered across a green gradient background that occupies the right half of the image. The triangles vary in size and orientation, creating a sense of depth and movement.

Annexure

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> AFS Segmental Report

Revenue, gross profit and adjusted EBITDA

Figures in Rand thousand	Unaudited for the six months to 31 January 2024						
	Digital Enablement	IT Infrastructure Services	Operational Technologies	EasyHQ	International	Reconciliation^	Total
External revenue	881 894	982 218	617 945	381 891	281 807	—	3 145 755
Hardware sales	34 298	212 493	120 002	—	379	—	367 172
Services	801 061	598 855	380 854	381 891	202 293	—	2 364 954
Software/licence contracts	41 593	170 870	117 089	—	79 135	—	408 687
Rentals	4 942	—	—	—	—	—	4 942
Intersegment revenue	35 879	33 841	5 659	49 287	16 480	(141 146)	—
Hardware sales	765	26 845	756	—	—	(28 366)	—
Services	16 912	6 759	4 893	49 287	16 480	(94 331)	—
Software/licence contracts	18 202	237	10	—	—	(18 449)	—
Rentals	—	—	—	—	—	—	—
Gross revenue	917 773	1 016 059	623 604	431 178	298 287	(141 146)	3 145 755
Cost of sales	(671 281)	(742 990)	(461 562)	(289 502)	(200 551)	58 681	(2 307 205)
Gross profit	246 492	273 069	162 042	141 676	97 736	(82 465)	838 550
Gross profit (%)	26.9%	26.9%	26.0%	32.9%	32.8%	—	26.7%

^ Reconciliation comprises elimination of intersegment transactions.

Revenue, gross profit and adjusted EBITDA continued

Figures in Rand thousand	Unaudited for the six months to 31 January 2024						
	Digital Enablement	IT Infrastructure Services	Operational Technologies	EasyHQ	International	Reconciliation^	Total
Adjusted EBITDA	65 408	75 556	24 236	9 341	35 287	(112 495)	97 333
Adjusted EBITDA (%)	7.1%	7.4%	3.9%	2.2%	11.8%	—	3.1%
Material expenses included in adjusted EBITDA:							
Employee costs	438 955	459 299	236 103	255 772	78 140	131 741	1 600 010

^ Reconciliation comprises elimination of intersegment transactions and includes head office expenses.



➤ AFS Segmental Report (cont)

Figures in Rand thousand	Unaudited restated* for the six months to 31 January 2023						Total
	Digital Enablement	IT Infrastructure Services	Operational Technologies	EasyHQ	International	Reconciliation^	
External revenue	790 163	1 031 329	727 745	429 321	265 260	—	3 243 818
Hardware sales	52 245	168 673	212 610	—	1 764	—	435 292
Services	671 763	658 961	438 810	429 321	231 168	—	2 430 023
Software/licence contracts	56 490	198 988	76 325	—	32 328	—	364 131
Rentals	9 665	4 707	—	—	—	—	14 372
Intersegment revenue	53 632	68 104	42 842	16 905	3 923	(185 406)	—
Hardware sales	1 198	18 918	11 063	—	—	(31 179)	—
Services	42 490	42 495	31 779	16 905	3 923	(137 592)	—
Software/licence contracts	9 869	6 013	—	—	—	(15 882)	—
Rentals	75	678	—	—	—	(753)	—
Gross revenue	843 795	1 099 433	770 587	446 226	269 183	(185 406)	3 243 818
Cost of sales	(619 951)	(769 360)	(547 106)	(282 017)	(173 268)	81 828	(2 309 874)
Gross profit	223 844	330 073	223 481	164 209	95 915	(103 578)	933 944
Gross profit (%)	26.5%	30.0%	29.0%	36.8%	35.6%	—	28.8%

Figures in Rand thousand	Unaudited restated* for the six months to 31 January 2023						Total
	Digital Enablement	IT Infrastructure Services	Operational Technologies	EasyHQ	International	Reconciliation^	
Adjusted EBITDA	51 688	78 038	29 232	45 283	36 681	(70 360)	170 562
Adjusted EBITDA (%)	6.1%	7.1%	3.8%	10.1%	13.6%	—	5.3%
Material expenses included in adjusted EBITDA:							
Employee costs	407 531	455 215	239 355	223 942	84 964	157 977	1 568 984

