

FOR THE 6 MONTHS ENDED 31 DECEMBER 2019

## CHAIRMAN'S STATEMENT AND REVIEW OF OPERATIONS

The Directors of Zixia Corporation Limited are responsible for the preparation and fair presentation of the Group's consolidated financial statements, of which this press release represents an extract. The reviewed financial statements have been prepared in accordance with International Accounting Standard 34: Interim Financial Reporting and in the manner required by the Companies and Other Business Entities Act (Chapter 24:31) and the Zimbabwe Stock Exchange listing requirements. The principal accounting policies of the Group are consistent with those applied in the previous annual financial statements except for the adoption of IFRS 16 'Leases' with an effective date of 1 January 2019.

These abridged interim financial results for the six months ended 31 December 2019 have been reviewed by Deloitte & Touche and a modified review conclusion has been issued thereon. This conclusion carries an adverse conclusion with respect to non-compliance with International Accounting Standard 21 - The Effects of Changes in Foreign Exchange Rates.

The review conclusion has been made available to management and those charged with the governance of Axia Corporation Limited.

As highlighted at the previous year end, the Group did not comply with IFRS due to non-compliance with International Accounting Standard 21 - The Effects of Changes in Foreign Exchange Rates (IAS 21). The requirement to comply with Government legislation (SI 33 of 2019) presented challenges in terms of compliance with IFRS due to inconsistencies with IAS 21 and this was alluded to by PAAB in their guidance issued on the 21st of March 2019. This has affected prior period comparative numbers presented in these interim results.

The Public Accountants and Auditors Board (PAAB) through its circular 01/19 issued in October 2019 communicated that the factors and characteristics to apply the International Accounting Standard 29 – Financial Reporting in Hyperinflationary Economies (IAS 29) had been met. The Group applied the requirements of IAS 29 with effect from 1 July 2019.

The Group adopted the Zimbabwe Consumer Price Index (CPI) as the general price index to restate transactions and balances as appropriate. Non-monetary assets and liabilities carried at historic cost have been restated to reflect the change in the general price index from 1 October 2018 (date of consensus for IFRS reporting when change in functional currency occurred) to the end of the reporting period. Monetary assets and liabilities and non-monetary assets and liabilities carried at revalued amounts have not been restated as they are presented at the measuring unit current at the end of the reporting period. Items recognized in the income statement have been restated by applying the change in the general price index from the dates when the transactions were initially earned or incurred. A net monetary adjustment was recognized in the statement of profit or loss. All items in the statement of cash flows are expressed in terms of the general price index at the end of the reporting period. Comparative amounts in the Group financial results have been adjusted to reflect the change in the general price index from 1 October 2018 to the end of the reporting period.

The operating environment was volatile and trading conditions remained challenging during the period, characterised by the re-emergence of hyperinflation, shortage of foreign currency, the weakening Zimbabwe dollar and liquidity constraints. This has made it difficult to settle foreign obligations as well as sell imported products. The inflationary pressures had a negative impact on the Group's operating costs and working capital, with respect to stock inputs. The Group's business units were however resilient and proactive despite these factors and this helped the Group to record a fair performance. The Group, through its subsidiary Distribution Group Africa disposed its 66.67% shareholding in Baobab Africa (Private) Limited (Baobab), a distribution business. Baobab group had net liabilities of ZWL\$ 2,318 million which arose as a result of exchange losses incurred during the period. A profit of ZWL\$2,318 million was recognised on the disposal of this subsidiary.

The Group reported a revenue of ZWL\$1.729 billion during the period to achieve a 4% growth on the comparative period. The impact of price increases negatively affected demand thus turnover volumes were below those traded in prior year. An improved performance was noted in the last quarter of the half year, where volumes growth was better than that achieved in prior year. The Group sustained growth in profitability by recording an operating profit of ZWL\$209.929 million, representing a 129% growth on the comparative period, despite the inflationary pressures on costs. The financial income line is mainly comprised of income earned on the derivative option, unrealised exchange gains on foreign denominated cash and cash equivalents as well as profit on disposal of subsidiary and other assets. Equity accounted earnings are mainly comprised of the results of Transerv and Restapedic Bedding. Basic Earnings Per Share and Headline Earnings Per Share improved by 19% and 15% respectively.

The Group continues to prepare a set of results using the United States dollar as a reporting base for internal measurement which reflect an earnings growth in real terms of 35%.

Net borrowings have increased by ZWL\$18.909 million mainly as a result of increased borrowings to fund working capital resulting in more effective gearing.

The Group generated cash of ZWL\$25.970 million from operations which was down 78% from the comparative period. The Group's capital expenditure for the period totaled ZWL\$16.413 million and this was limited to critical maintenance and expansion projects as these were also affected by inflationary pressures.

The Group continues to apply the Global Reporting Initiatives (GRI's) Sustainability Reporting Guidelines as part of its commitment to ensuring the sustainability of its businesses. The Group will continue to uphold these practices and values across its operations to ensure that long-term business success is achieved in a sustainable manner.

The main operating business units in the Axia Corporation Limited Group are TV Sales & Home (TVSH), Distribution Group Africa (DGA) and Transerv. TVSH is Zimbabwe's leading furniture and electronic appliance retailer with sites located countrywide. DGA's core areas of expertise lie in inbound clearing and bonded warehousing, ambient and chilled warehousing, logistics, marketing, sales and merchandising services. Transerv retails automotive spares and accessories by utilising multiple channels to service the needs of its customers.

Whilst turnover was down 7%, operating profit grew by 122%. Volumes however were 30% below prior period, although the business is witnessing a good volumes recovery post 31 December 2019. The drive to increase credit sales has paid off and resulted in the positive growth in a shrinking market. Collections on the debtors' book have remained good.

Inventory holding remains good and focus on local products continues to yield positive benefits as production costs remain lower than regional competition. Restapedic continues to produce good volumes, and new plant and machinery is being installed to gear for export markets. Legend Lounge started production during this period and the market has welcomed its product offerings which provide options in furniture that were not locally available. Production in this business is expected to increase, also in preparation for the export market. Two new stores were opened during this period, one each in Victoria Falls and in Rusape. Growth remains the key focus and the business will continue to grow its store network, with two new shops scheduled to open in the last quarter of the financial year, one in Harare and another in Mutare.

Distribution Group Africa delivered a good set of results in Zimbabwe. While turnover was down 11%, operating profit was up 73%. Volumes were 39% below prior year and the impact of the price increases led to a margin increase which was better than turnover growth. The shortage of foreign currency resulted in the business reducing its imported stock component due to the concomitant pricing pressures. The business is looking at measures of increasing volumes of locally produced products as best substitutes for some imported products as a way of recovering lost volumes. The business houses various leading brands such as Colgate, Kellogg's, Johnson & Johnson, Tiger Brands, Rhodes, Unilever, Nestle, Probrands, Probotters, Irvine's and Prodiary. Competition in this market remains strong with numerous independent traders. The focus, however, is on providing a comprehensive distribution service with efficient nationwide coverage and this will result in the continued sustainability of the business.

The regional operations posted a fairly decent set of results with consolidated turnover going up by 16% over prior year in US\$ terms. The growth in turnover was contributed by the acquisition of new agencies like Nestle and Blue Band in Zambia and the addition of Pro Group in Malawi. Gross margins also improved as a result of the sales mix and this filtered to operating profit. Despite high levels of stock write-offs and provisioning in Zambia on the back of customer returns, the improved regional performance is encouraging. The Group remains cautiously optimistic about an improvement in the general trading conditions in Malawi which is currently very stable economically despite the recent political instability. The depreciation of local currencies of the countries in which the business operates, especially Zambia, to the US\$ is negatively affecting the net assets of the consolidated business. The regional business model is being aligned to the Group model on issues like managing shrinkage so that it's reduced to minimal expected levels.

The business continues to face the challenges of an onerous trading environment. Volumes declined significantly by about 46% when compared to same period last year. As the vast majority of Transerv's stock is imported, pricing pressures in the current environment have resulted in volumes decline. Some product lines have suffered a slowdown in stock turn due to the continuously declining consumer disposable incomes. The focus will remain on trading fast-moving products and the business has remained profitable. Despite the difficult environment, the business has managed to maintain its network of 24 trading outlets, 15 Fitment Centers, a diesel pump room (ADCO), a Clutch and Brake Specialists (CBS) and an Autocycle Centre. It remains critical for management to continuously focus on procuring the right stock mix at the right price in order to protect margins and profitability. During the second half of the financial year management will maximise efforts on increasing volumes.

The economic environment will remain subdued in the short to medium term. Given the current economic environment, it is important to explore various ways of managing risk whilst preserving value for all stakeholders. On the statement of financial position, the Group's key focus areas will be on managing foreign creditor positions, securing additional inventory as well as managing gearing levels and this will be done in tandem with environmental changes.

The Group is optimistic about the long-term prospects and growth potential of the country, in spite of the current economic challenges. The Board is confident that the Group's businesses will withstand the current harsh economic environment and will be able to deliver a good performance in the remaining half of the financial year. This however will definitely require the right structures and processes that will allow the Group to quickly adapt to environmental changes and leverage on the Group's strength as a dominant distributor and speciality retailers with wide branch networks country-wide. The Group will continue to evaluate investment opportunities that will enable sustainable growth, preserve and grow shareholder value.

Based on the historical results, the Board has declared an interim dividend of 4.60 ZWL cents per share in respect of all ordinary shares of the Company. The dividend is payable in respect of the interim period ended 31 December 2019 and will be paid in full to all shareholders of the Company registered at close of business on the 9th of April 2020. The payment of this dividend will take place on or around the 24th of April 2020. The shares of the Company will be traded cum-dividend on the Zimbabwe Stock Exchange up to the 6th of April 2020 and ex-dividend as from the 7th of April 2020.

The Board has also declared an interim dividend totaling ZWL\$1.2 million to the Axia Employee Share Trust (Private) Limited which will be paid on the same date.

I express my sincere gratitude to the Board of Directors, executives, management and staff for their ongoing efforts during the period under review. Their commitment, despite the difficult operating environment, is greatly appreciated. I also take this opportunity to thank the Group's valued customers, suppliers and other stakeholders for their continued support and trust.

*Ngwerume*  
**LE M NGWERUME**  
**Chairman**

10 March 2020

	INFLATION ADJUSTED		HISTORICAL	
	6 months ended 31 Dec 2019 Reviewed ZWL (\$ 000)	6 months ended 31 Dec 2018 Unaudited ZWL (\$ 000)	6 months ended 31 Dec 2019 Reviewed ZWL (\$ 000)	6 months ended 31 Dec 2018 Unaudited ZWL (\$ 000)
<b>Revenue</b>	<b>1 728 687</b>	<b>1 665 074</b>	<b>1 196 053</b>	<b>234 098</b>
<b>Operating profit before impairment, depreciation and fair value adjustments</b>	<b>209 929</b>	<b>91 729</b>	<b>232 064</b>	<b>22 368</b>
financial income	36 387	4 678	23 671	700
impairment loss	-	( 218)	-	( 35)
depreciation	( 7 445)	( 3 941)	( 4 462)	( 909)
fair value adjustments on listed equities	8 591	998	5 348	135
<b>Profit before interest and tax</b>	<b>247 462</b>	<b>93 246</b>	<b>256 621</b>	<b>22 259</b>
net interest expense	( 11 608)	( 4 943)	( 8 916)	( 703)
equity accounted earnings	6 856	7 055	15 818	1 195
net monetary loss	( 112 992)	-	-	-
<b>Profit before tax</b>	<b>129 718</b>	<b>95 358</b>	<b>263 523</b>	<b>22 751</b>
tax expense	( 54 949)	( 49 933)	( 62 498)	( 6 319)
<b>Profit for the period</b>	<b>74 769</b>	<b>45 425</b>	<b>201 025</b>	<b>16 432</b>
<b>Other comprehensive income / (loss) - to be recycled to profit or loss</b>				
exchange differences arising on the translation of foreign operations	40 133	( 627)	40 133	( 627)
<b>Other comprehensive income / (loss) for the period, net of tax</b>	<b>40 133</b>	<b>( 627)</b>	<b>40 133</b>	<b>( 627)</b>
<b>Total comprehensive income for the period</b>	<b>114 902</b>	<b>44 798</b>	<b>241 158</b>	<b>15 805</b>
<b>Profit for the period attributable to:</b>				
equity holders of the parent	37 830	31 519	120 302	9 787
non-controlling interests	36 939	13 906	80 723	6 645
	<b>74 769</b>	<b>45 425</b>	<b>201 025</b>	<b>16 432</b>
<b>Total comprehensive income for the period attributable to:</b>				
equity holders of the parent	57 515	31 206	139 989	9 474
non-controlling interests	57 387	13 592	101 169	6 331
	<b>114 902</b>	<b>44 798</b>	<b>241 158</b>	<b>15 805</b>
<b>Earnings per share (cents)</b>				
Basic earnings per share	6.92	5.82	22.01	1.81
Headline earnings per share	6.73	5.84	21.88	1.81
Diluted earnings per share	6.81	5.76	21.65	1.79
Diluted headline earnings per share	6.62	5.78	21.51	1.79

	INFLATION ADJUSTED		HISTORICAL	
	At 31 Dec 2019 Reviewed ZWL (\$ 000)	At 30 June 2019 Audited ZWL (\$ 000)	At 31 Dec 2019 Reviewed ZWL (\$ 000)	At 30 June 2019 Audited ZWL (\$ 000)
<b>ASSETS</b>				
<b>Non-current assets</b>				
property, plant and equipment	168 152	152 724	34 104	16 640
right of use asset	12 521	-	6 900	-
investments in associates and joint ventures	57 804	51 343	27 266	11 571
deferred tax assets	6 408	4 292	14 022	8 955
	<b>244 885</b>	<b>208 359</b>	<b>82 292</b>	<b>37 166</b>
<b>Current assets</b>				
financial assets	20 029	6 258	20 029	2 005
inventories	303 506	334 926	208 069	111 845
trade and other receivables	448 223	459 798	421 210	141 909
cash and cash equivalents	79 717	80 302	79 717	29 934
	<b>851 475</b>	<b>881 284</b>	<b>729 025</b>	<b>285 693</b>
<b>Total assets</b>	<b>1 096 360</b>	<b>1 089 643</b>	<b>811 317</b>	<b>322 859</b>
<b>EQUITY AND LIABILITIES</b>				
<b>Capital and reserves</b>				
ordinary share capital	467	466	55	54
share based payment reserve	2 216	1 658	777	457
share premium	339	-	339	-
non-distributable reserves	27 807	8 122	27 807	8 122
distributable reserves	340 608	316 402	186 516	76 165
<b>Attributable to equity holders of parent</b>	<b>371 437</b>	<b>326 648</b>	<b>215 494</b>	<b>84 798</b>
non-controlling interests	252 945	201 374	152 109	54 308
<b>Total shareholders' equity</b>	<b>624 382</b>	<b>528 022</b>	<b>367 603</b>	<b>139 106</b>
<b>Non-current liabilities</b>				
deferred tax liabilities	34 397	43 462	6 132	6 317
lease liability	7 016	-	7 016	-
	<b>41 413</b>	<b>43 462</b>	<b>13 148</b>	<b>6 317</b>
<b>Current liabilities</b>				
interest-bearing borrowings	137 837	119 513	137 837	44 786
trade and other payables	246 291	373 221	246 292	122 075
provisions and other liabilities	4 596	4 894	4 596	2 808
current tax liabilities	41 841	20 531	41 841	7 767
	<b>430 565</b>	<b>518 159</b>	<b>430 566</b>	<b>177 436</b>
<b>Total liabilities</b>	<b>471 978</b>	<b>561 621</b>	<b>443 714</b>	<b>183 753</b>
<b>Total equity and liabilities</b>	<b>1 096 360</b>	<b>1 089 643</b>	<b>811 317</b>	<b>322 859</b>

