

ANALYST FINANCIAL RESULTS PRESENTATION





AGENDA

Introductions R.R

Macro Environment R.R

Operations overview R.M

Financial overview S.M

Questions



MACRO ECONOMIC OVERVIEW

Navigating the future



CURRENT MARKET ANALYSIS

- In Zimbabwe, GDP growth projected to grow above 5% in 2026.
- In Zimbabwe, the official exchange rate appreciated by 1% to 26.64 against the US dollar.
- The ZAR has appreciated significantly over the past months firming up by 7% since June 2025 and 6% since September 2025.
- The IMF reached a staff-level agreement with Zimbabwe on a 10-month Staff-Monitored Program.
- In Zambia, GDP growth projected to grow 6.4% in 2026.
- Zambian Kwacha appreciated by 8% to 22.29 the US dollar
- Climate risks, hydroelectric power shortages, and dependance on mining in Zambia remain key vulnerabilities to the outlook.
- In Malawi, GDP growth projected to 2.7% in 2026.
- Malawian Kwacha depreciated by 7% to the US dollar based on the alternative market.
- Malawi continues to face significant trade deficit contributing to foreign-exchange shortages and reserve pressures.
- On a global note, the recent disturbances in the Middle East has led to a hike in fuel price and may lead to significant supply chain disruptions on key products we deal with.

OPERATIONS OVERVIEW

Unlocking new horizons



OPERATIONS OVERVIEW – TSVH GROUP

TV SALES & HOME



- H1 revenue was 29% up on comparative period on the back of an 37% volumes growth.
- The business experienced **record turnover** during the Black Friday and Christmas Ho-Ho Home promotions with customer count increasing by 33% year on year and the credit book growing by 70% over same period last year.
- Growth was primarily driven by the **diverse and quality product range, competitive pricing** and the **availability of competitive credit** which enabled more customers to acquire the quality products that are offered.
- Increased focus on e-commerce transactions and **growth in credit book** coupled by organic **growth in store network** continue to be key pillars driving growth for this business.
- The business opened new branches in Churchill (Elite by TV Sales), Mvurwi, Norton, and Hogerty, which broadened customer reach. The first Garisson shop was opened in December 2025 (KG6), and two more shops are expected to be opened by 30 June 2025 in Kwekwe and Bulawayo.
- The business is optimizing its supply chain to avoid stock outs on key lines as experienced during the festive season.



OPERATIONS OVERVIEW-TVSH GROUP RESTAPEDIC BEDDING

- H1 revenue was 29% up on comparative period on the back of a 26% volumes growth.
- Sales volumes went up due to the rise in cash sales from marketing efforts by sales reps which were engaged by the business to increase market penetration.
- Factory capacity utilization averaged 5,500 beds from previous levels of 4 300 beds per month during the period.
- The business aims to boost sales by improving product availability. There is need to increase production thus ensuring that it meets the demand.

OPERATIONS OVERVIEW-TVSH GROUP RESTAPEDIC LOUNGE

- H1 revenue was 5% up on comparative period despite a 10% volumes decline.
- Decline in volumes primarily due to operational disruptions during the business relocation to Sunway City in August
- Factory capacity utilization averaged 550 suites per month during the period and focus is now on increasing production capacity and sales volume.





OPERATIONS OVERVIEW TRANSERV

- H1 revenue was 8% up on comparative period on the back of a 16% volumes growth.
- Market presence was enhanced through 4 new shops opening during the six months period bringing total shops to 56.
- Improved stock management has bolstered the performance of the retail division. Introduction of new products has also made a positive impact.
- Seven sites are in the pipeline for new shops to open in the second half of the year.
- New product range under consideration.

OPERATIONS OVERVIEW

DGA ZIMBABWE

- H1 revenue was 39% up on comparative period on the back of a 44% volumes growth.
- Most agencies recorded modest volume and revenue growth during the period, reflecting improved market penetration and expanded distribution reach.
- Nestlé's rapid scale-up—becoming the largest Q2 contributor with 25% of turnover—combined with broad-based agency growth (notably strong performances from Unilever, Rhodes, and Nestlé drove overall expansion, although this was partly offset by Johnson & Johnson's.
- DGA Zimbabwe processed adjustments totaling US\$1.9m for allowance for credit losses in the second quarter which significantly affected the financial results reflecting a more prudent and accurate financial result.
- Ongoing efforts to restructure the business are in progress, in a way to simplify the way it operates thus controlling overheads, improving efficiency, profitability and net working capital position.
- The business continues to face significant price competition from informal traders. The influx of counterfeit products is impacting volumes and margins in general trade as well as rate of sales in wholesale market.
- ZAR appreciation to the US dollar negatively impacted the financial result.



Unilever



Nestlé

Good food, Good life

OPERATIONS OVERVIEW

DGA ZAMBIA

- H1 revenue was 28% up on comparative period on the back of a 16% volumes growth.
- The strengthening of the local currency during the period has amplified the good result.
- The competitive landscape in FMCG distribution remains fierce as, locally produced brands increase their quality, and management is working on gaining more local agencies to reduce concentration risk on foreign agencies.



Nestlé

Good food, Good life



OPERATIONS OVERVIEW

DGA MALAWI

- H1 revenue was 12% down on comparative period though a 24% volumes growth was recorded.
- The volume growth is significantly driven by an agency which is settled in local currency. Concerted efforts to generate foreign currency together with collaboration with suppliers have helped to mitigate foreign currency challenges.



FINANCIAL HIGHLIGHTS

	H1 FY2026 ("000")	H1 FY2025 ("000")	CHANGE (%)	
Revenue	122 031	99 672	22%	▲
Gross margin	37 593	34 053	10%	▲
Profit before tax	8 814	6 864	28%	▲
Headline Earnings per share (cents)	0.61	0.58	5%	▲
Net cash generated from operating activities	11 718	3 455	239%	▲
Interim dividend per share (cents)	0.20	0.12	67%	▲

FINANCIAL OVERVIEW

	H1 FY2026 ("000")	H1FY2025 ("000")	CHANGE	
Revenue	122 031	99 672	22%	▲
Gross Margin	37 593	34 056	10%	▲
Operating expenses	(22 270)	(19 356)	15%	▲
EBITDA	15 323	14 697	4%	▲
Depreciation	(3 746)	(3 659)	2%	▲
Net interest expenses	(2 165)	(2 249)	4%	▼
Equity accounted earnings	48	361	87%	▼
Financial losses	(646)	(2 287)	72%	▼
Profit before tax	8 814	6 863	28%	▲
Tax expense	(3 670)	(1 569)	134%	▲
Profit for the period	5 144	5 294	3%	▼
HEPS	0.61	0.58	5%	▲



REVENUE

	H1FY2026 ("000")	H1FY2025 ("000")	CHANGE
TV Sales & Home-Group	50 988	39 391	29% ▲
Transerv	21 576	19 909	8% ▲
DGA Zimbabwe	27 922	20 136	39% ▲
DGA Region	21 545	20 233	6% ▲
DGA Zambia	11 865	9 263	28% ▲
DGA Malawi	9 680	10 970	12% ▼
TOTAL	122 031	99 672	22% ▲



GROSS MARGIN

	H1FY2026 ("000")	H1FY2025 ("000")	CHANGE	
TV Sales & Home-Group	19 789	17 776	11%	▲
Transerv	6 086	6 058	-	▲
DGA Zimbabwe	6 924	6 190	12%	▲
DGA Region	4 794	4 027	19%	▲
DGA Zambia	2 133	1 889	13%	▲
DGA Malawi	2 660	2 138	24%	▲
Consolidation Adj	(9)	(54)	83%	▼
TOTAL	37 593	34 053	10%	▲



OPERATING EXPENSES

	H1FY2026 ("000")	H1FY2025 ("000")	CHANGE	
TV Sales & Home-Group	10 491	9 629	9%	▲
Transerv	3 159	3 385	7%	▼
DGA Zimbabwe	6 196	4 144	49%	▲
DGA Region	1 993	1 934	3%	▲
DGA Zambia	1 359	1 254	8%	▲
DGA Malawi	840	874	4%	▼
Consolidation Adj	430	260	65%	▲
TOTAL	22 270	19 356	15%	▲



EBITDA

	H1FY2026 ("000")	H1FY2025 ("000")	CHANGE	
TV Sales & Home-Group	9 298	8 147	12%	▲
Transerv	2 927	2 672	9%	▲
DGA Zimbabwe	728	2 045	181%	▼
DGA Region	2 800	2 092	25%	▲
DGA Zambia	774	635	18%	▲
DGA Malawi	1 819	1 265	30%	▲
Consolidation Adj	(431)	(261)	39%	▼
TOTAL	15 324	14 697	4%	▲



FINANCIAL POSITION

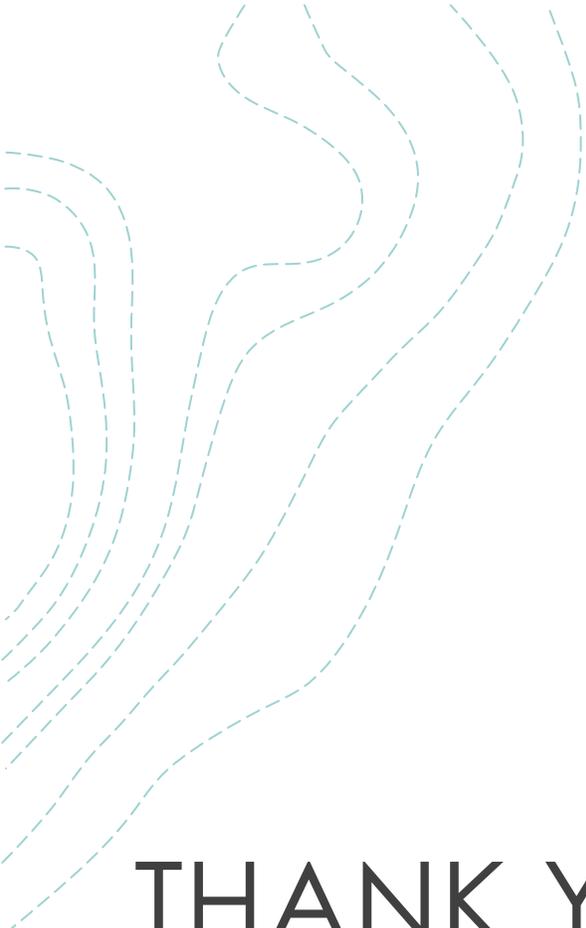


ASSETS	H1FY2026 ("000")	FY2025 ("000")
Non-Current		
Property, plant and equipment	27 200	27 432
Right of use assets	8 786	10 932
Investment in associates and joint ventures	-	2 945
Deferred tax assets	608	474
	36 594	41 783
Current assets		
Financial assets	2 023	698
Inventories	43 913	41 341
Trade and other receivables	42 271	40 951
Cash and cash equivalents	7 044	2 798
	95 251	85 789
Total assets	131 845	127 572

FINANCIAL POSITION



EQUITY AND LIABILITIES	H1FY2026 ("000")	FY2025 ("000")
Capital and reserves		
Ordinary share capital	55	55
Share premium	3 620	3 620
Non-distributable reserves	(4 473)	(4 492)
Distributable reserves	42 496	40 050
Attributable to equity holders of the parent	41 698	39 233
Non-controlling interests	28 943	27 682
Total shareholders equity	70 641	66 915
Non-current liabilities		
Deferred tax liabilities	2 810	2 381
Lease liabilities	7 436	9 046
	10 246	11 427
Current liabilities		
Interest bearing borrowings	10 616	15 977
Lease liabilities	2 334	2 651
Trade and other payables	33 190	28 016
Provisions	1 119	1 036
Current tax liabilities	3 699	1 550
	50 958	49 230
Total liabilities	61 204	60 657
Total equity and liabilities	131 845	127 572

A series of dashed, wavy lines in a light blue color, flowing from the top left towards the bottom left of the page.

THANK YOU

Ray Rambanapasi

Simbarashe Mambanda

