RESULTS FOR THE SIX MONTHS ENDED

31 December 2023

metrofile

Agenda

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Strategy update

Financial and operational results

Outlook

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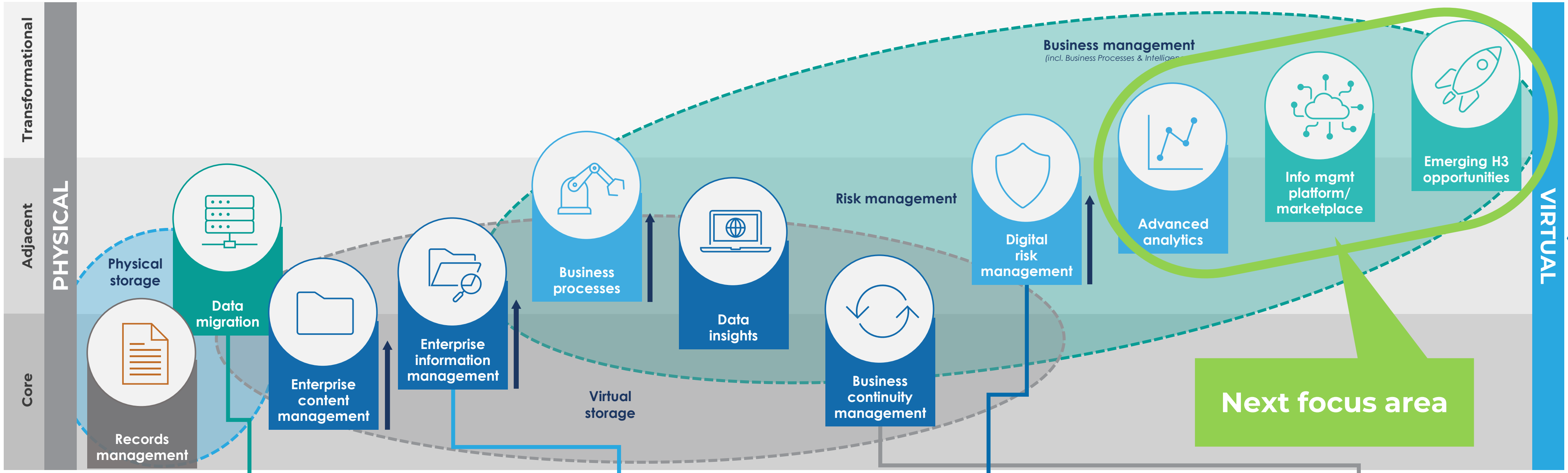
Strategy update and core capabilities

Metrofile continues transition from physical to virtual through targeted capability developments



Content services & cloud offerings are supported by more than**:**

- 100 employees
- 450 resellers
- 13,000 customers

Records management	Digital content services	Cloud services	Information advisory services
metrofile, Tidy Files, ClearData	metrofile VYSION™	IronTree, metrofile CLOUD	metrofile
1. Data migration	2. Enterprise information mgmt	3. Business continuity management	

4. Digital risk management

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1HFY24 salient features

Revenue
R577m
2%

Operating profit
R111m
5%

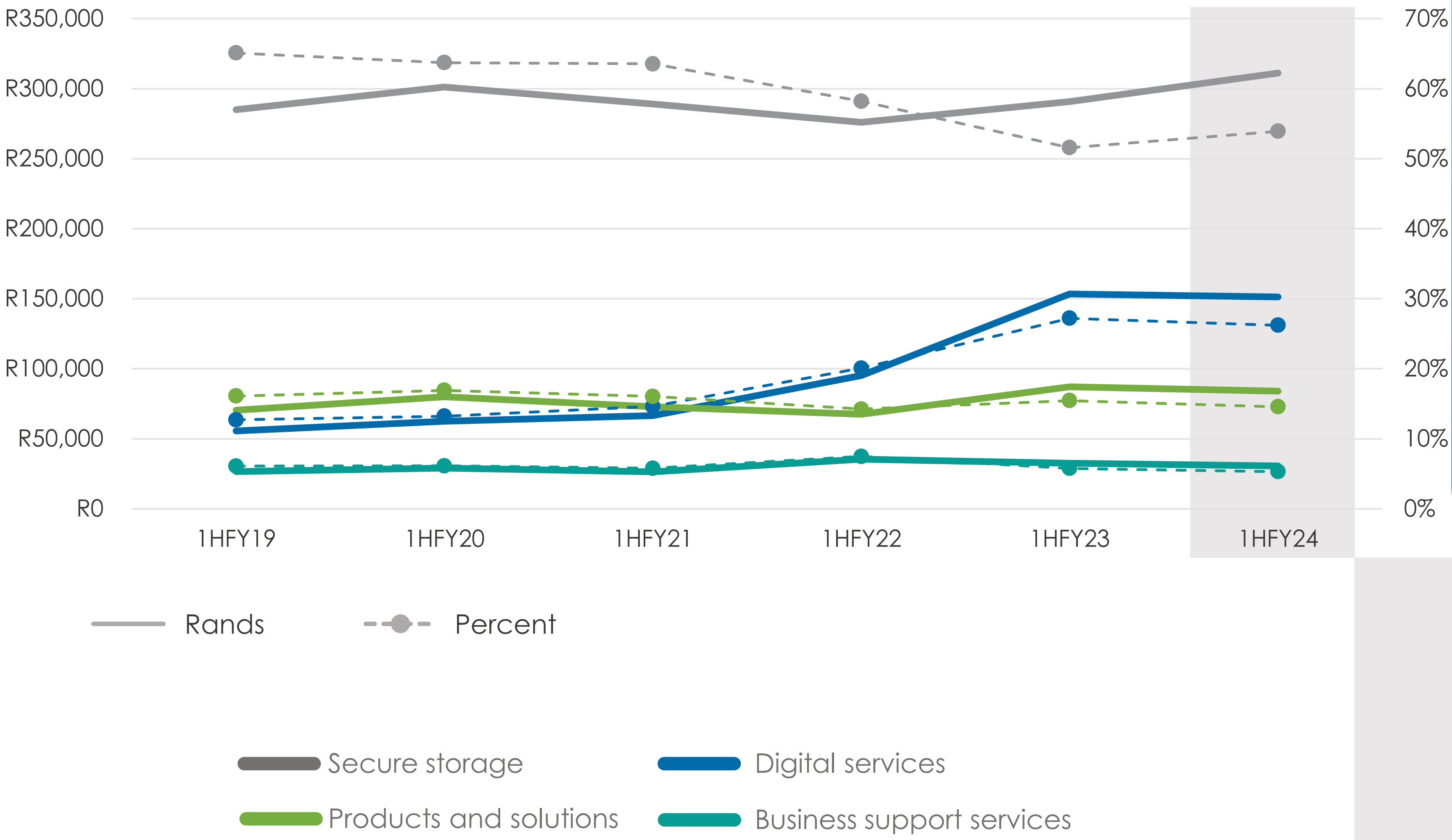
EPS
13.0c
13%

HEPS
13.0c
13%

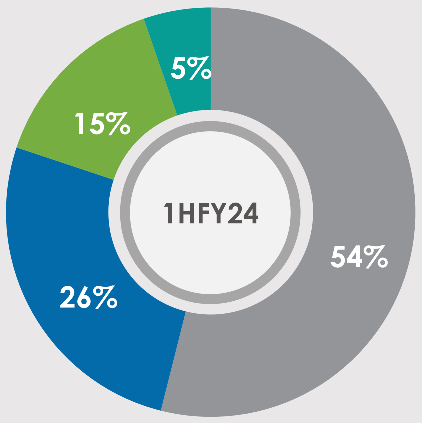
DPS
7c
13%

Share buy-back
R38.2m
(11.5m shares)
held at 31 Dec 2023

Revenue contribution (Rand and %)



- Secure storage contributed 54% to Group revenue and was 7% up due to favourable box rate mix and increased paper services following additional requests from clients.
- Digital services, contributing 26% to Group revenue, despite a softer period our largest growth area over recent years. Revenue was down 1% following a reduction in content services and the digitisation of physical records, particularly in South Africa.
- Cloud services continued to demonstrate significant growth, with a notable increase in hosting.
- Products and solutions contributed 15% and business support services 5% to Group revenue.



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Statement of profit and loss

For the 6 months ended 31 December 2023

	Dec 2023 R'000	Dec 2022 R'000	% change
Revenue	**577 047**	**564 056**	**2%**
EBITDA	**159 760**	**166 028**	**4%**
Operating profit	**111 467**	**117 953**	**5%**
Net finance costs	(32 465)	(26 990)	20%
Profit before tax	**79 002**	**90 963**	**(13%)**
Tax	(20 472)	(23 711)	14%
Profit after tax	**58 530**	**67 252**	**(13%)**
EBITDA %	**28%**	**29%**	**(1%)**
Operating profit %	**19%**	**21%**	**(2%)**
HEPS (cents)	**13.0**	**15.0**	**(13%)**
EPS (cents)	**13.0**	**15.0**	**(13%)**
DPS (cents)	**7.0**	**9.0**	**(22%)**

Key features

- Operating profit down by 5% as a result of lower than inflation increase in revenue.
- Operating margin decreased mainly as a result of inflationary pressure as well as 11% increase in labour following internal process challenges within our scanning centres in MRM SA.
- These have been addressed and we anticipate an improvement in margin going forward.
- Net finance costs 20% higher following an increase in interest rates and net debt.

Statement of financial position

For the 6 months ended 31 December 2023

Assets	Dec 2023 R'000	Dec 2022 R'000
Property, plant and equipment	604 476	600 998
Right-of-use asset	93 968	111 557
Intangible assets	64 297	68 381
Goodwill	372 936	372 361
Deferred tax	11 286	10 769
Cash and cash equivalents	71 535	57 005
Other assets (inventories, trade receivables, vendor consideration)	320 759	320 286
Total assets	**1 539 257**	**1 541 357**

Liabilities	Dec 2023 R'000	Dec 2022 R'000
Total equity	571 635	580 924
Interest bearing borrowings	499 787	512 292
Bank overdraft	78 914	38 116
Trade and other payables	115 440	116 346
Lease liabilities	117 571	132 398
Acquisition related liabilities	81 382	77 483
Deferred tax and other liabilities	74 528	153 798
Total equity and liabilities	**1 539 257**	**1 541 357**

Key features

- Net debt rose by 3% due to increased working capital mainly attributable to higher trade and other receivables as well as capital allocated to the share buy-back programme and the investment in our Middle East operation.
- Net debt:EBITDA (pre-IFRS 16) increased to 1.78x (FY23: 1.67x)
- New debt facilities agreement concluded with R652m committed and R200m uncommitted in place effective 31 August 2023.

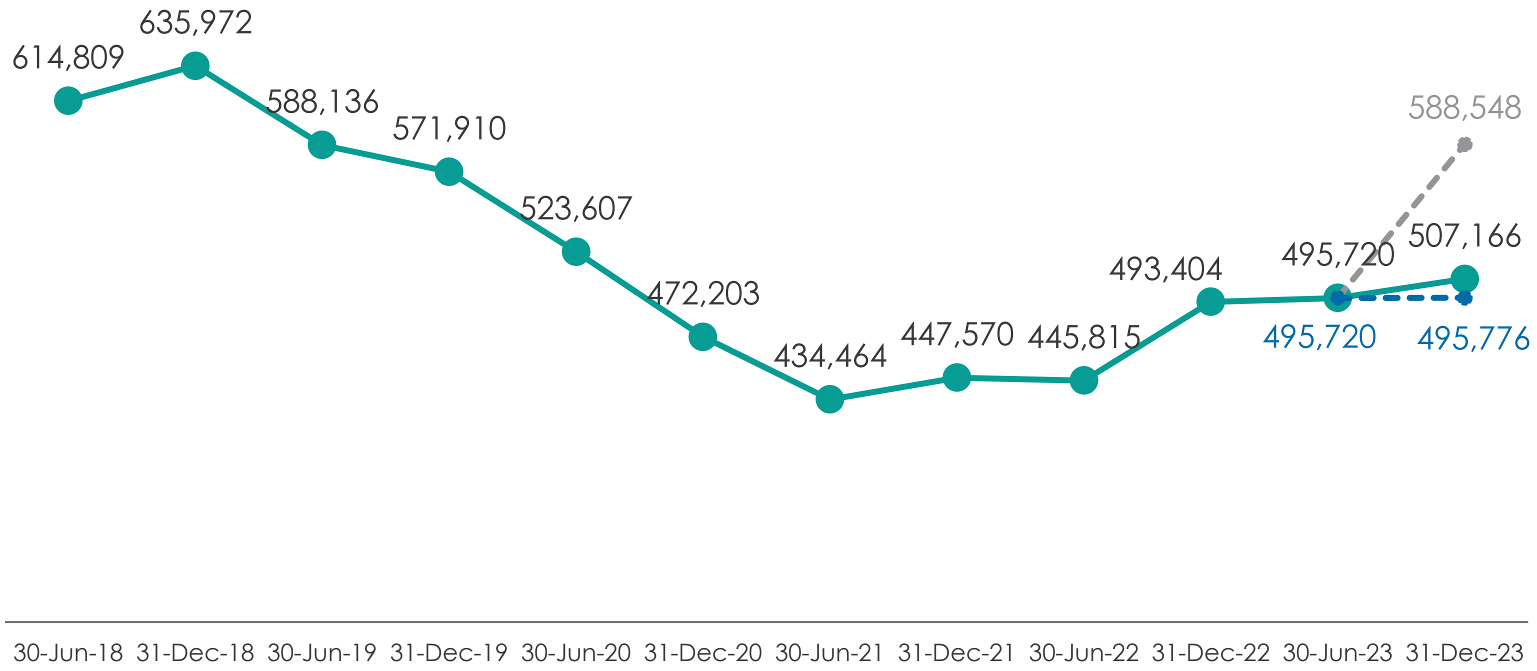
Sound capital management

Net debt increased to R507m

Remaining well within covenants

Debt refinance concluded with improved facilities and margin

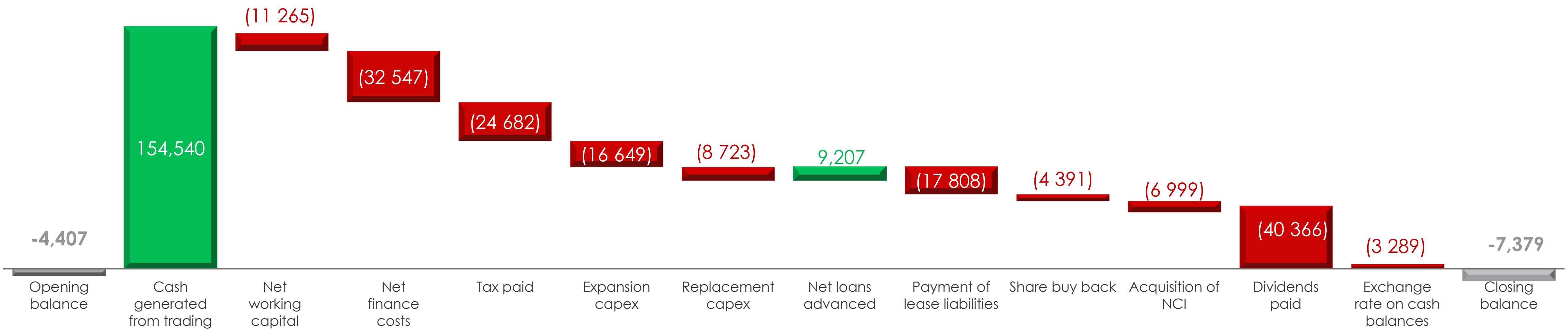
Net debt* trend (R '000)



* Net debt (excludes IFRS 16 lease liabilities)
Excluding share buy-back and acquisition of NCI
Net debt including acquisition related liabilities

Cash flow

For the 6 months ended 31 December 2023



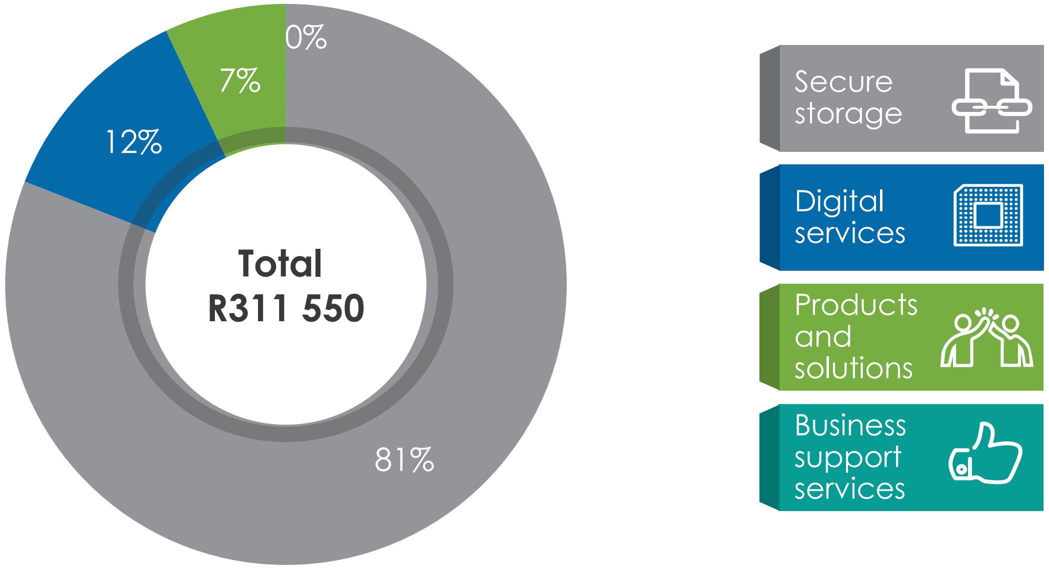
- Increase in operating cash conversion ratio* to 93% (FY23: 80%).
- Capex increase by 13% to R25m (1HFY23: R22m).
- Dividends paid and share buy-backs total of R45m.
- Middle East payment made in relation to the additional 15% purchase.

*Operating cash conversion ratio: (cash generated from trading plus net working capital) divided by EBITDA

Divisional analysis: MRM South Africa

R'000	Dec 2023	Dec 2022	Variance
Revenue	311 550	309 304	1%
Operating profit	87 380	96 827	(10%)
EBITDA	107 153	117 473	(9%)
Operating profit margin	28%	31%	(3%)
EBITDA margin	34%	38%	(4%)

Revenue drivers 1HFY24 (R'000)

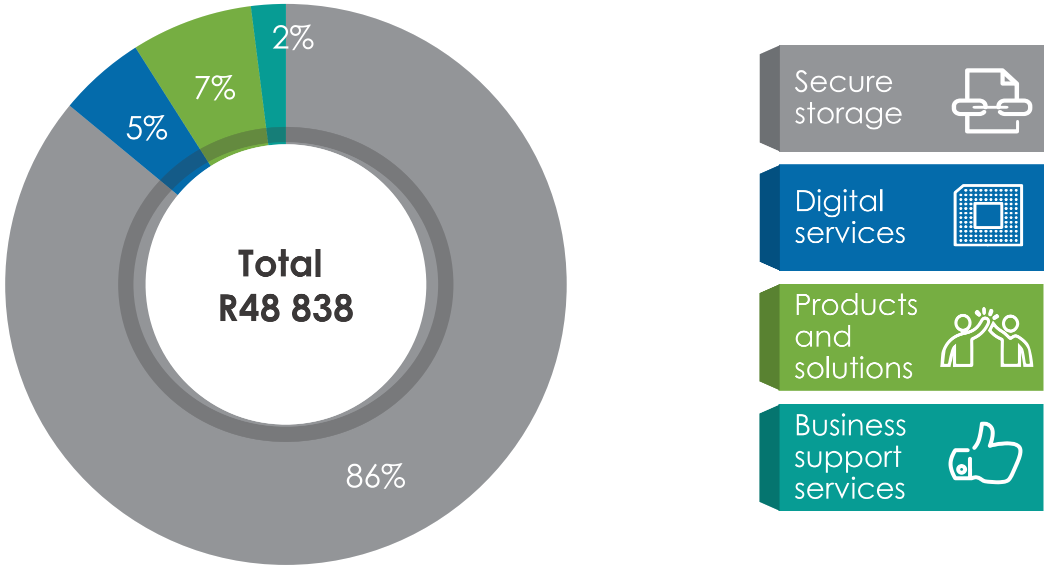


- Revenue increased by 1% to R311m due to growth in secure storage following an improved rate mix and higher paper services.
- Operating profit down by 10% and operating margin reduced by 3% due to lower than inflationary growth in revenue and internal process challenges within scanning centres.
- Net box volume decreased 1%.

Divisional analysis: MRM Rest of Africa

R'000	Dec 2023	Dec 2022	Variance
Revenue	48 838	52 381	(7%)
Operating profit	18 474	13 195	40%
EBITDA	29 440	24 712	19%
Operating profit margin	38%	25%	13%
EBITDA margin	60%	47%	13%

Revenue drivers 1HFY24 (R'000)

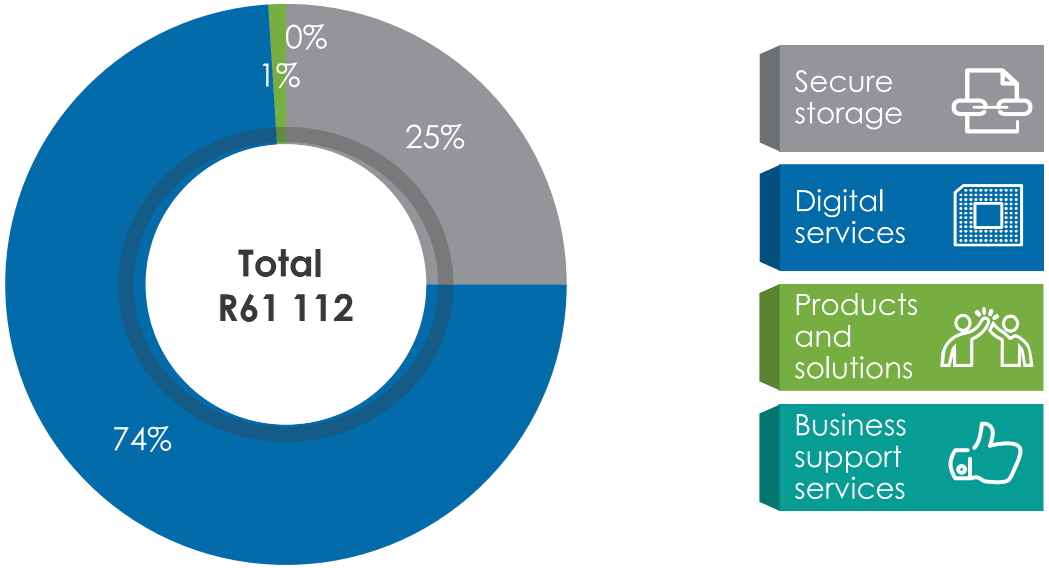


- Operations in Kenya, Botswana and Mozambique.
- Revenue decreased 7% to R49m.
- Operating profit increased 40% to R18m following a positive resolution on a long-standing legal dispute in Kenya (R8m).
- Excluding this, margin was in line with expectations.
- Positive operational results achieved in all territories with growth in net box volumes as well as digital service from existing and new clients.
- Net box volumes increased 1%.

Divisional analysis: MRM Middle East

R'000	Dec 2023	Dec 2022	Variance
Revenue	61 112	47 885	28%
Operating profit	5 560	10 611	(48%)
EBITDA	7 662	11 932	(36%)
Operating profit margin	9%	22%	(13%)
EBITDA margin	13%	25%	(12%)

Revenue drivers 1HFY24 (R'000)

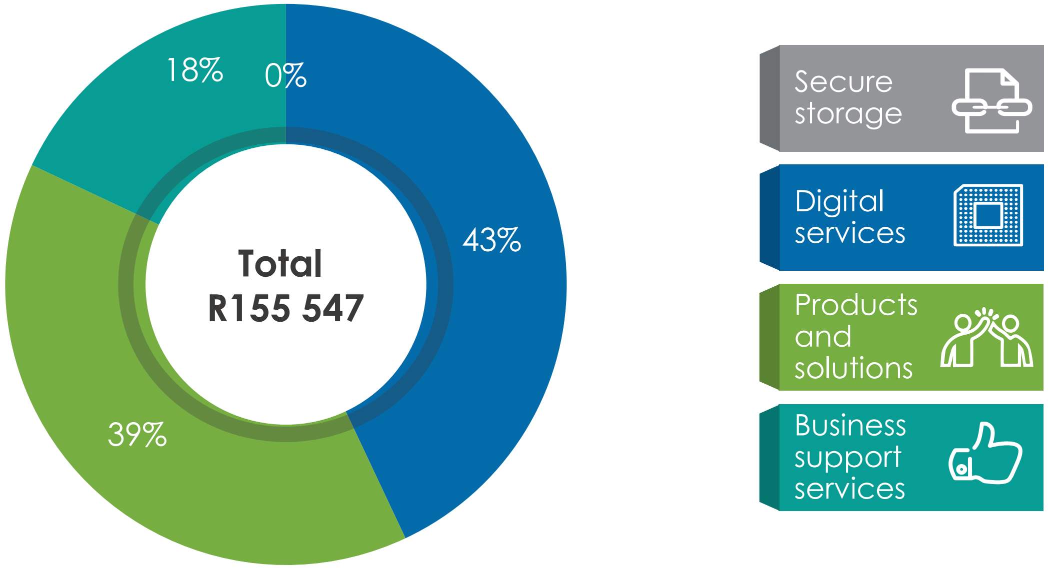


- Operations in the United Arab Emirates and Oman.
- This region continued to grow and expand its digital project pipeline with revenue increasing 28% to R61m.
- Operating profit decreased 48% to R6m due to a significant lower margin on an isolated project as well as lower margins on a new take-on project.
- Net box volume growth of 4%.

Divisional analysis: Products and Services

R'000	Dec 2023	Dec 2022	Variance
Revenue	155 547	154 486	1%
Operating profit	15 456	15 151	2%
EBITDA	27 513	27 799	(1%)
Operating profit margin	10%	10%	-
EBITDA margin	18%	18%	-

Revenue drivers 1HFY24 (R'000)



- Suite of offerings includes Tidy Files, Cleardata, Metrofile VYSION and IronTree.
- Overall, revenue increased 1% to R156m.
- Operating profit up 2% to R15.5m.
- IronTree continued to grow ahead of expectations and we are currently planning expansion of its services into other geographies in which we operate.
- Metrofile VYSION significantly lower compared to prior period, with workflow automation related sales reducing due to longer than anticipated sales cycle.

Strategy update

Financial and operating results

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Outlook

1. Intention to continue to grow our subscription-based business
2. Mix will be achieved partially organically but also through investments into digital assets such as the successful and value enhancing IronTree acquisition
3. Move primary offering towards non-paper-based subscription, while retaining our dominant position in paper-based storage in SA
4. 2HFY24 anticipate to see positive results from operational interventions that stemmed from challenges experienced during 1HFY24

THANK YOU

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