ANNUAL RESULTS FOR THE YEAR ENDED

30 JUNE 2024

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Agenda

Welcome, introduction and FY24 operating context	Pfungwa Serima
Financial and operational results	Shivan Mansingh
FY25 key priorities	Shivan Mansingh

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- FY24 operating context
- FY24 financial and operating results
- FY25 key priorities

FY24 operating context

Business	Operating context	Actions going forward
MRM SA	o Delay in decision making by various customers, particularly in the public sector due to the elections o Operational challenges faced in H1, whereby action was taken in H2 o Increased interest rates	o Operational enhancements o Improvement of the effectiveness of the sales team o Launch of new solutions in order to advance our service offering to customers o De-gear balance sheet
MRM Middle East	o Notable increase in competitor environment o Change in the phase of a large government contract	o Various measures implemented to mitigate competitive environment o Impact of actions taken may require short to medium term to realise
Products & Services	o Lower demand for products that necessitated the decision to close the Tidy Files manufacturing operation o Longer sales and implementation cycle for software sales	o Closure of Tidy Files manufacturing operation

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FY24 operating context

FY24 financial and operating results

FY25 key priorities

FY24 salient features

Revenue
R1 141m
⇧1%

Operating profit*
R200m
⇩ 22%

EPS
3.9c
⇩ 88%

HEPS
16.5c
⇩ 49%

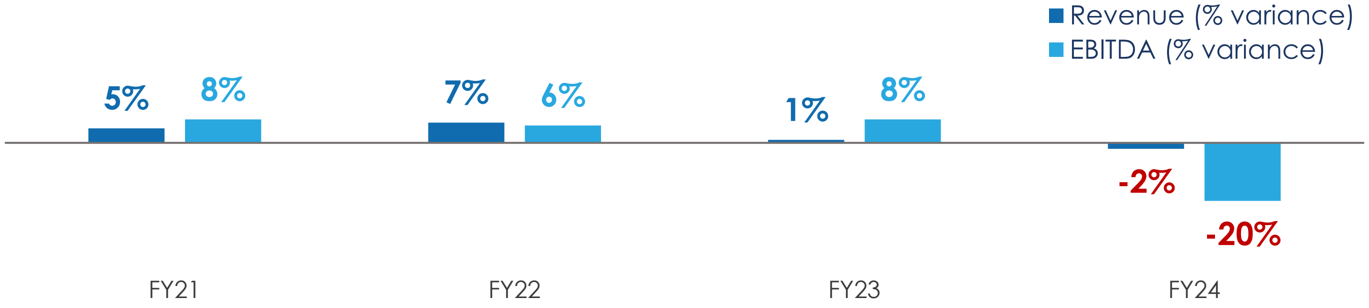
DPS
14c
⇩ 22%

Improvement in net debt**
R537m
⇩ 9%

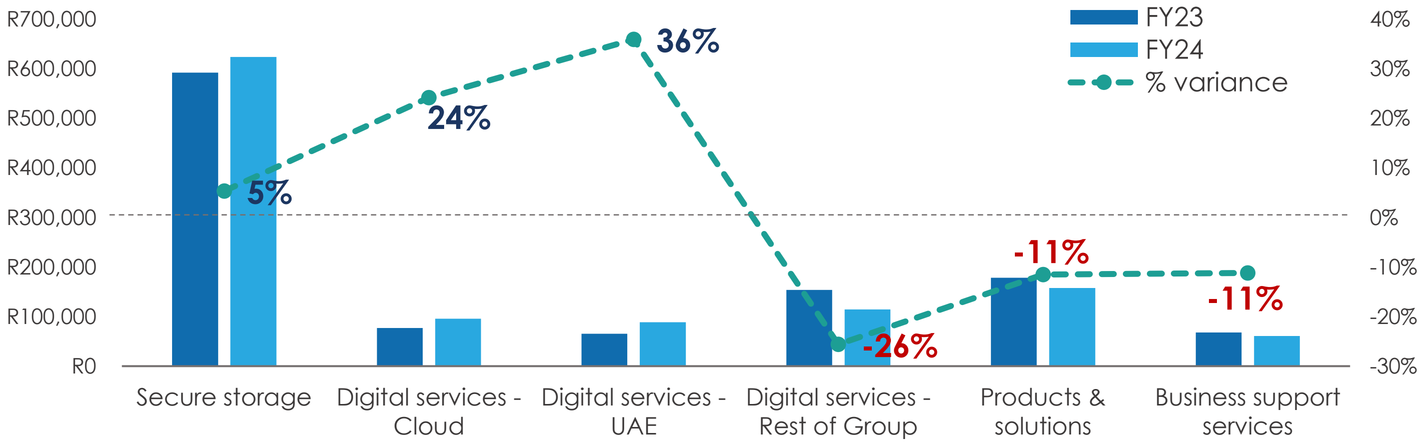
* Operating profit before retrenchment and closure costs and impairment of goodwill
** Excluding lease obligations and including acquisition related liabilities

Revenue analysis (Rand and %)

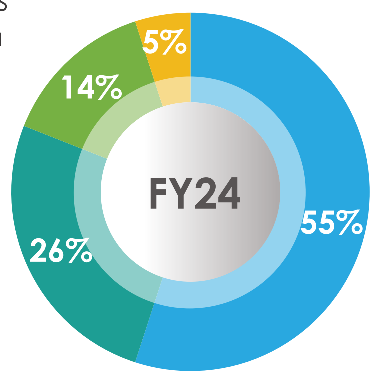
H2 vs H1 seasonality



Revenue streams



- Revenue increased 1% to R1 141m as growth in secure storage was offset by a reduction in product sales.
- Secure storage contributed 55% to Group revenue and rose 5% due to a favourable box rate mix and increased paper services.
- Digital services continued as second largest revenue contributor, despite a weaker period, and largest growth area over recent years.
- Digital services remained flat, contributing 26% to Group revenue following a reduction in content services and digitisation of physical records, mainly in SA. This was offset by continued growth in cloud services with a notable increase in hosting.
- Products and solutions' contribution of 14% fell 11% as demand for filing solutions decreased, particularly from public sector.
- Business support services contributed 5% and decreased 11% due to reduced work area recovery services, offset by increased confidential destruction.



Income statement

For the 12 months ended 30 June 2024

	Jun 2024 R'000	Jun 2023 R'000	% change
Revenue	**1 140 546**	**1 134 380**	**1%**
EBITDA	**287 337**	**344 682**	**(17%)**
Operating profit before retrenchment and closure costs and impairment of goodwill	**199 770**	**254 620**	**(22%)**
Net finance costs	(67 533)	(57 619)	(17%)
Profit before tax	**58 735**	**197 001**	**(70%)**
Tax	(36119)	(57 912)	(38%)
Profit after tax	**22 616**	**139 089**	**(84%)**
EBITDA %	**25%**	**30%**	**(5%)**
Operating profit %	**18%**	**22%**	**(4%)**
HEPS (cents)	**16.5**	**32.1**	**(49%)**
EPS (cents)	**3.9**	**32.1**	**(88%)**
DPS (cents)	**14.0**	**18.0**	**(22%)**

Key features

- Revenue increased by 1% due to price increases offset by lower volume growth.
- General market conditions were weak.
- Demand for cloud services remained strong (now contributes 32% of our digital services revenue) and confidential destruction gained further traction.
- Increased office activity led to improvement in paper services however box volumes remained flat.
- Operating profit before impairments, retrenchment and closure costs reduced 22% to R200m. This was mainly due to low growth in revenue, inflationary cost pressure and significant reduction in profit margins in the Middle East.
- Net finance costs rose 17% due to net debt and increase in interest rates.

Statement of financial position

For the 12 months ended 30 June 2023

Assets	Jun 2024 R'000	Jun 2023 R'000
Property, plant and equipment	611 966	606 524
Goodwill	307 107	373 542
Intangible assets	60 854	69 794
Right-of-use asset	104 413	111 818
Deferred tax	16 295	17 080
Cash and cash equivalents	62 169	58 632
Other assets (inventories, trade receivables, vendor consideration)	331 319	337 952
Assets classified as held for sale	15 000	-
Total assets	**1 509 123**	**1 575 342**

Liabilities	Jun 2024 R'000	Jun 2023 R'000
Total equity	522 238	568 628
Interest bearing borrowings	599 525	491 313
Bank overdraft	10	63 039
Trade and other payables	153 983	120 193
Lease liabilities	129 431	136 269
Acquisition related liabilities	-	91 924
Deferred tax and other liabilities	103 936	103 976
Total equity and liabilities	**1 509 123**	**1 575 342**

Key features

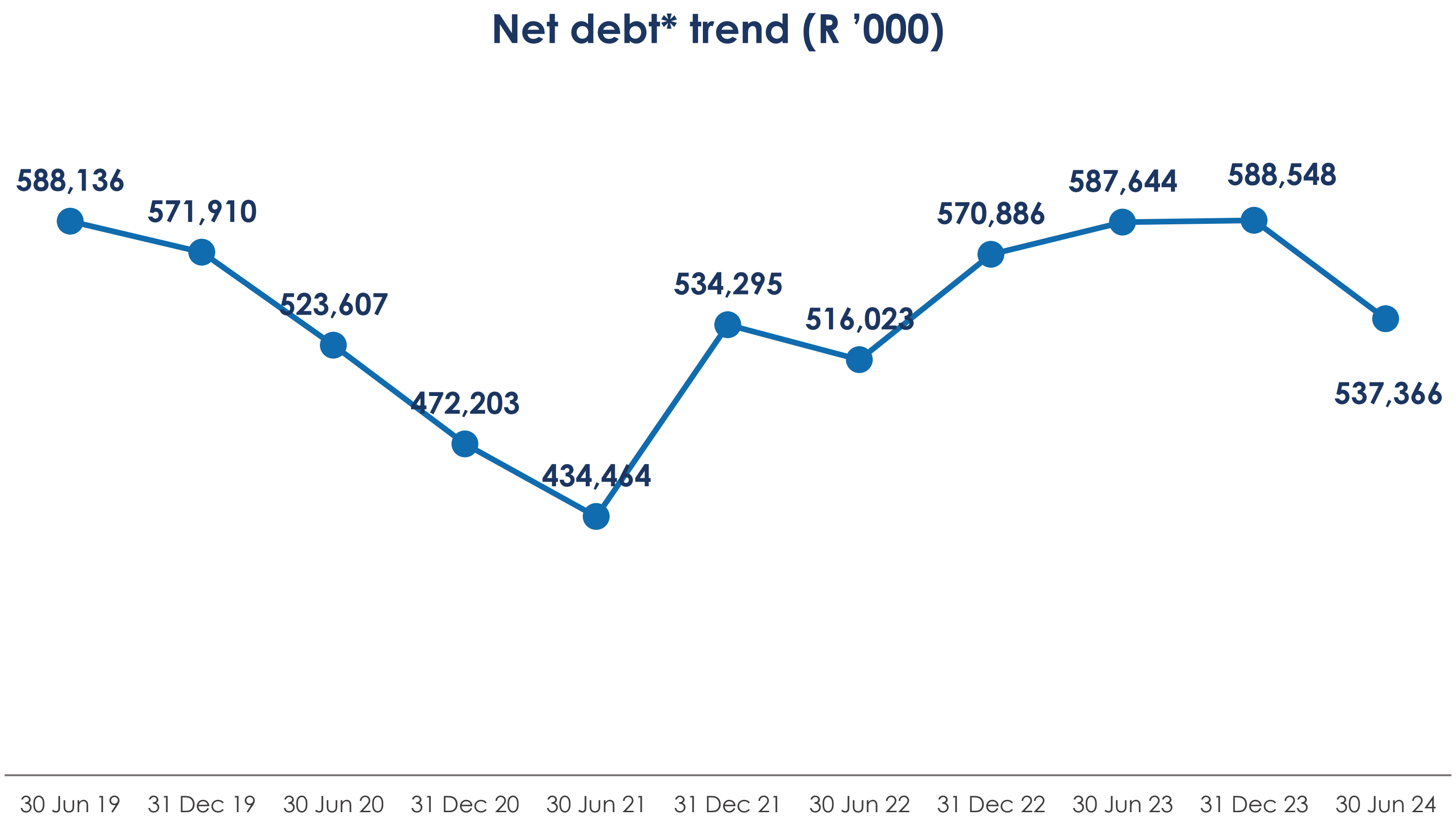
- Improvements in working capital that resulted in a 12% improvement in cash generated from operations to R309m.
- Net debt improved 9%, reducing to R537m.
- Concluded payment of final tranche of the IronTree acquisition of R70 million as a result of significant growth since acquisition.
- Interest-bearing liabilities refinanced with new term facilities effective 31 Aug 2023.
- Total debt facilities of R852m comprising R752m committed and R100m uncommitted at end June 2024.

Sound capital management

Net debt, including acquisition related liabilities, reduced by 9% to R537m

Remaining well within covenants

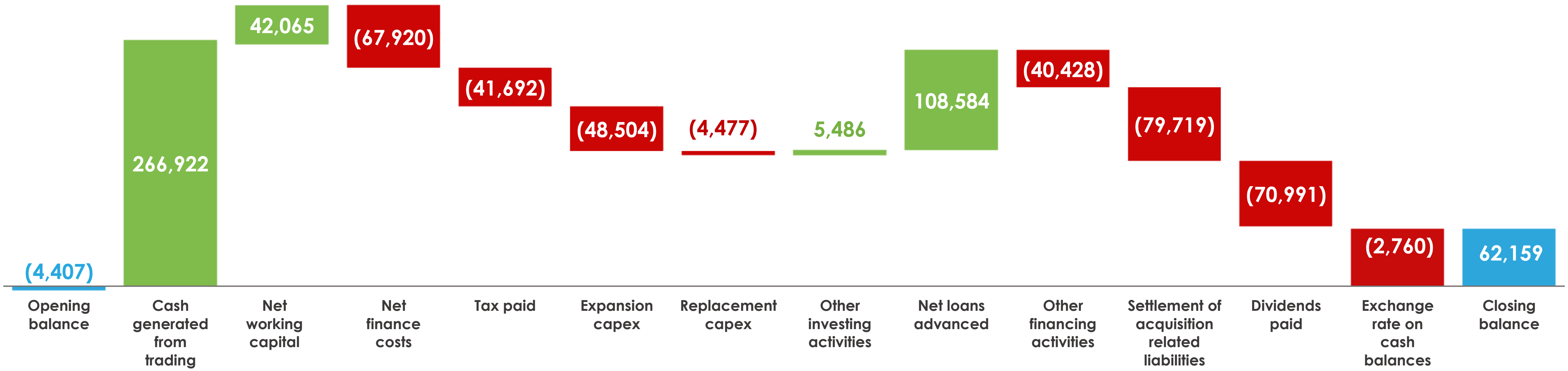
Improvement in working capital resulted in 12% improvement in cash generated from operations



* Net debt excludes IFRS 16 lease liabilities and includes acquisition related liabilities

Cash flow

For the 12 months ended 30 June 2024



- Increase in operating cash conversion ratio* to 108% (FY23: 80%) due to improvement in trade and other receivables.
- Capex increased 13% to R53m due to investment in cloud servers and motor vehicles.
- Dividends paid and share buy backs totalled R75m.
- Increased shareholding in IronTree through settlement of R70m for additional 30%.

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

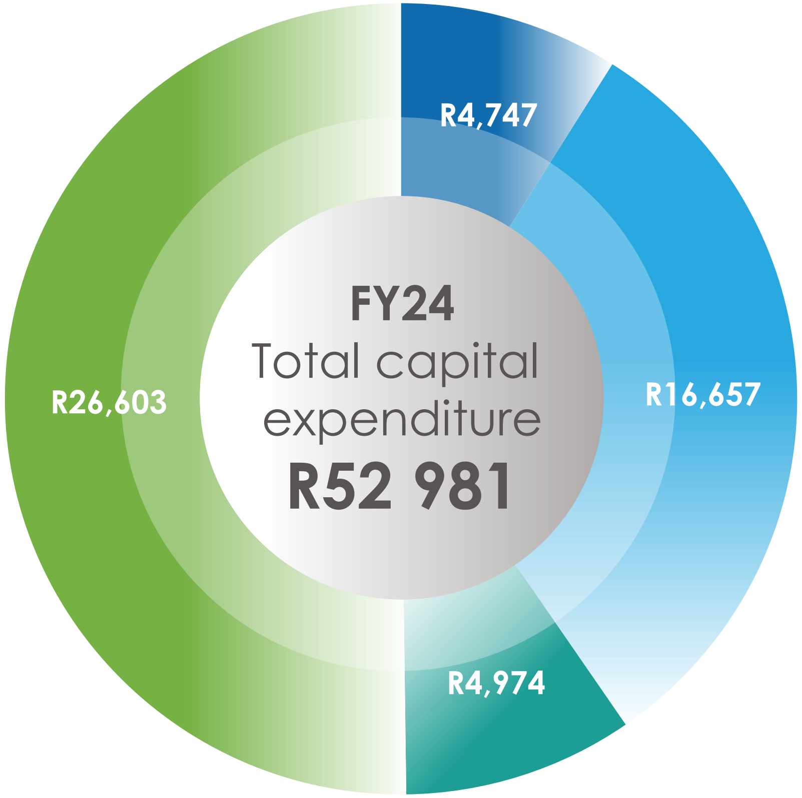
Capital allocation

FY24 capital expenditure (R'000)

Motor vehicles, leasehold improvements & other:

Motor vehicles and other mainly sustaining capex on existing infrastructure.

Computer software (system upgrades & related software)



Plant and equipment (racking & compliance):

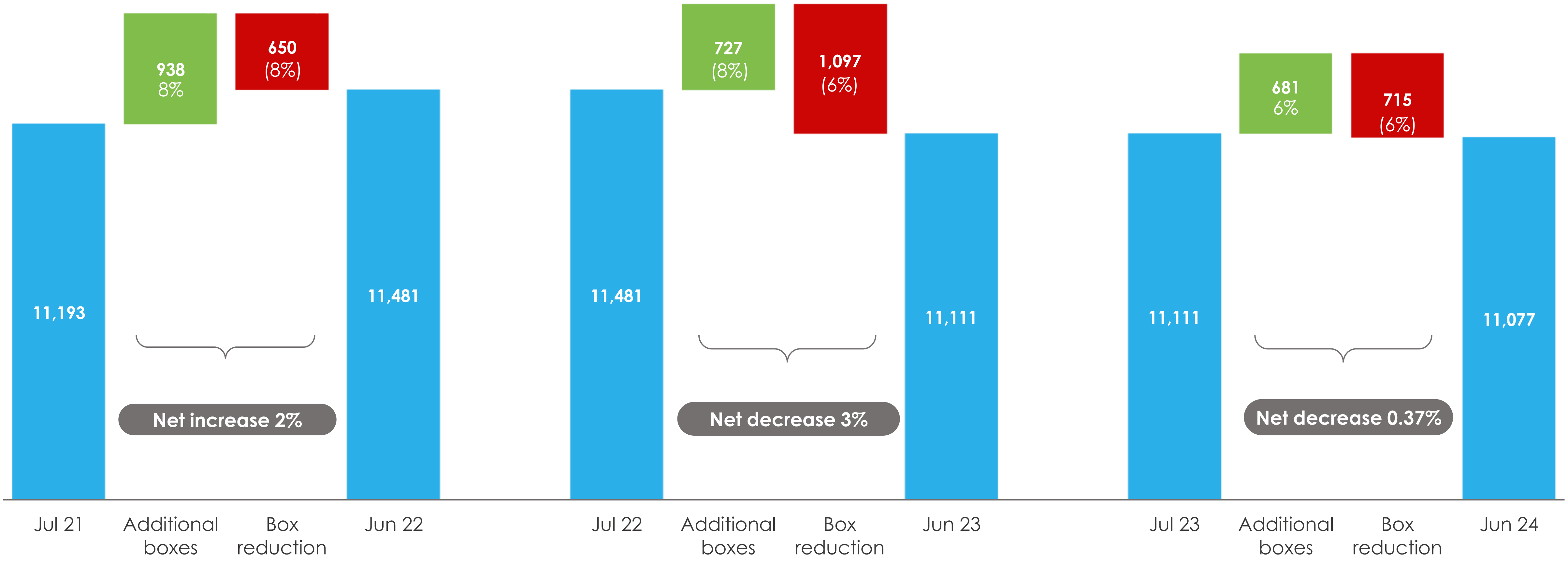
Racking and compliance capex mainly in MRM Middle East, Mozambique and Metrofile South Africa to support box growth.

Computer equipment (IT infrastructure):

Capex on IT infrastructure and system upgrades to ensure Metrofile continues to support its customers' requirements, as well as to assist our digital transformation journey.

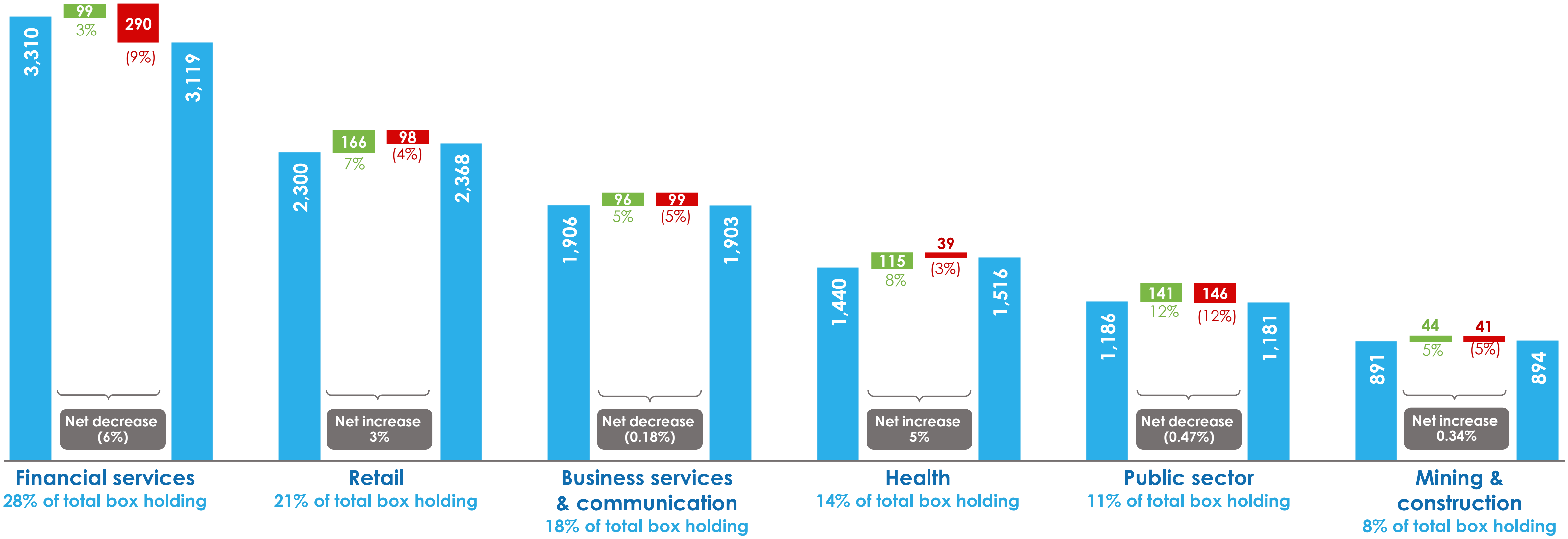
Historical box movements

Group box movements ('000)



Industry analysis box movements

Box movements per industry ('000)



Industry analysis box holding

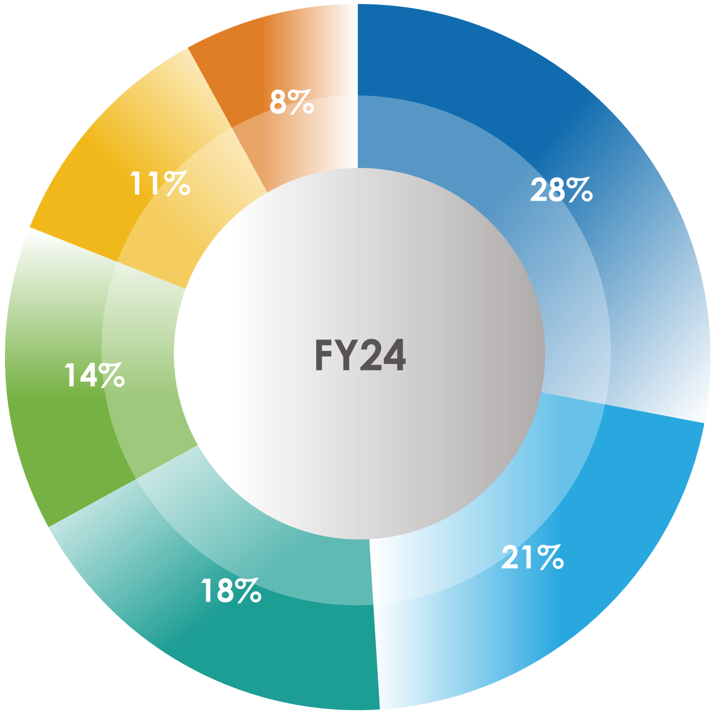
% of box holding

Mining & construction:

- Net increase of 0.34% compared to 3% in FY23
- Main reason for lower increase compared to FY23 are cyclical destructions.

Public sector:

- Net decrease of 0.47% compared to 25% last year.
- Biggest reason was a permanent withdrawal that commenced in the prior period and has now been completed.



Financial services:

- Largest % net decrease of 6% compared to previous year's 2%.
- In SA and Kenya planned cyclical destructions from clients in this industry continue.

Health:

- Net increase of 5% in line with FY23's increase.
- Continue to see positive contribution in this regard.

Retail:

- 3% net increase during FY24, compared to 2% in FY23.
- Cyclical destructions from clients continue.

Business services & communication:

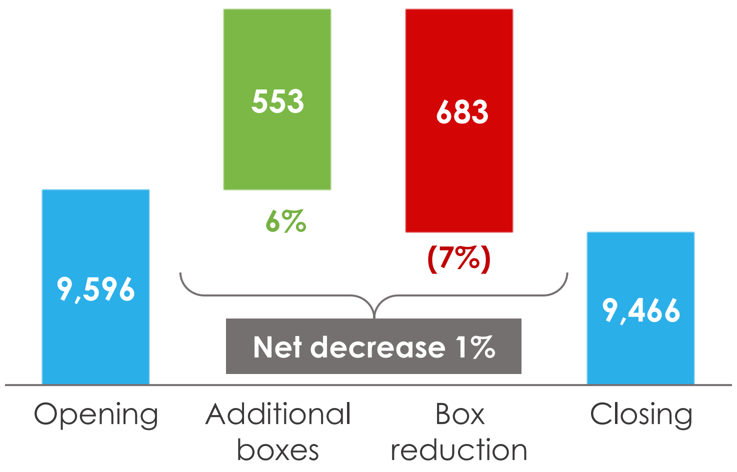
- 0.18% net decrease compared to a 3% net decrease in FY23.
- Cyclical destructions from clients continue.

- Group net box volumes remained flat at 11.1m, with a decrease of 1% in SA, and growth of 3% in RoA and 13% in Middle East.
- Gross box volume intake rose 6% from new and existing clients but was offset by destructions and withdrawals of 6%.
- Financial services remains largest sector, contributing 28% box holding - net decrease of 6%.
- Biggest net growth in health sector at 5%, 14% of box holding.

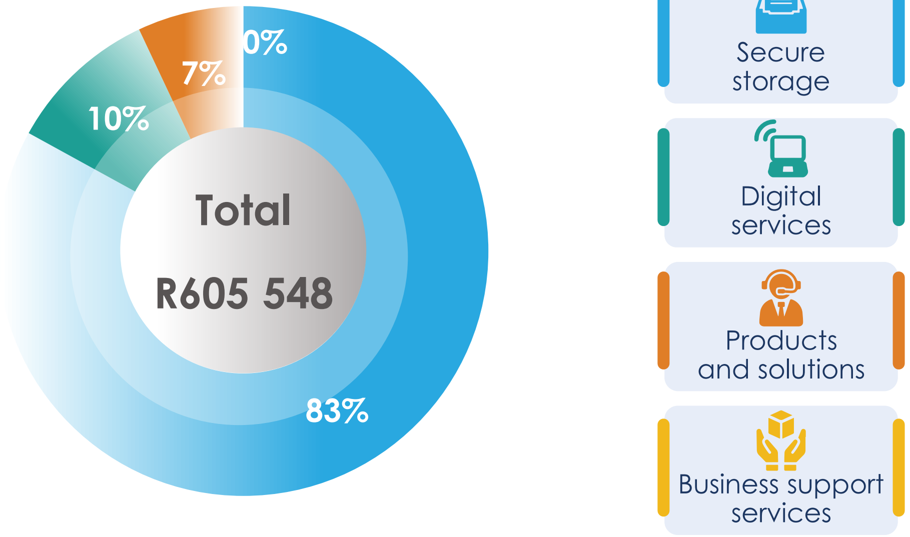
Divisional analysis: MRM South Africa

R'000	June 2024	June 2023	Variance
Revenue	605 548	625 322	(3%)
Operating profit	173 751	212 246	(18%)
EBITDA	209 575	255 790	(18%)
Operating profit margin	29%	34%	(5%)
EBITDA margin	35%	41%	(6%)

Box movements ('000)*



Revenue drivers FY24 (R'000)



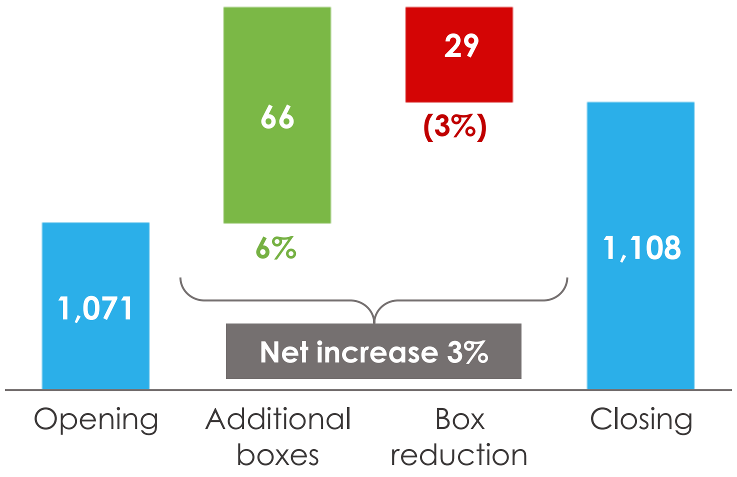
- Revenue reduced 3% to R606m due to lower product sales and lower revenue from digital services, offset by growth in secure storage following improved price mix and higher paper services.
- Operating profit18% down to R174m.
- Operating margin reduced due to lower than inflationary growth in revenue and internal process challenges in scanning centres.
- Corrective action taken during Q4FY24 and started FY25 with enhanced EBITDA margins and increased cash collections.
- Net box volume decreased 1%.

*Tidy Files boxes previously reported under Products and Services are now reported under MRM South Africa

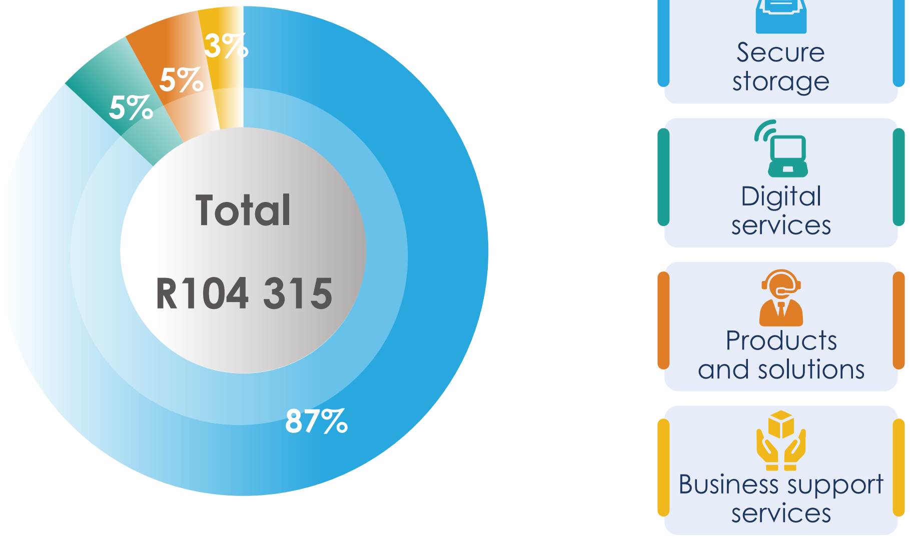
Divisional analysis: MRM Rest of Africa

R'000	June 2024	June 2023	Variance
Revenue	104 315	104 651	(1%)
Operating profit	39 777	27 096	47%
EBITDA	56 920	44 288	29%
Operating profit margin	38%	26%	12%
EBITDA margin	55%	42%	13%

Box movements ('000)



Revenue drivers FY24 (R'000)

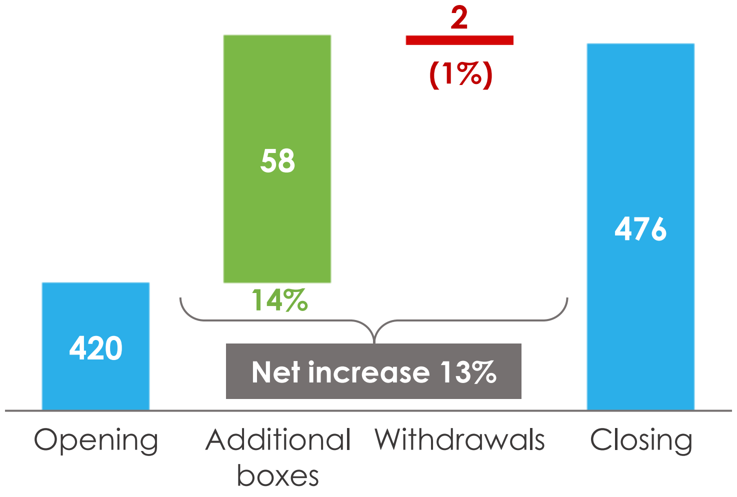


- Operations in Kenya, Botswana and Mozambique.
- Revenue reduced by 1% to R104m.
- Operating profit increased 47% to R40m due to positive resolution of long-standing dispute with a customer in Kenya.
- Excluding this item, margin similar to prior year and operating profit marginally lower.
- MRM Kenya experienced overall decline in financial performance and resulted in goodwill impairment of R54m. With new management we are confident of improved trading going forward.
- Net box volumes increased 3%.

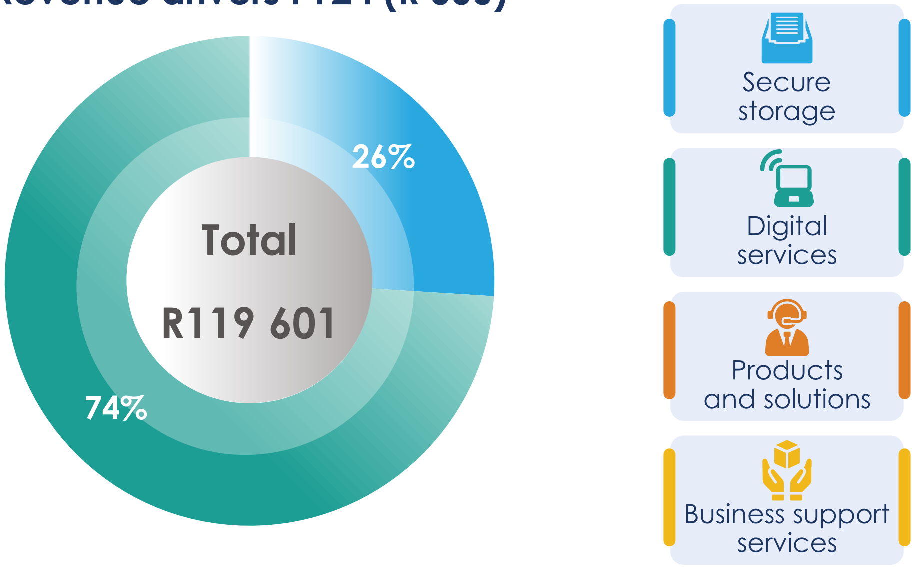
Divisional analysis: MRM Middle East

R'000	June 2024	June 2023	Variance
Revenue	119 601	98 646	21%
Operating profit	2 148	22 288	(90%)
EBITDA	7 148	27 238	(74%)
Operating profit margin	2%	23%	(21%)
EBITDA margin	6%	28%	(22%)

Box movements ('000)



Revenue drivers FY24 (R'000)

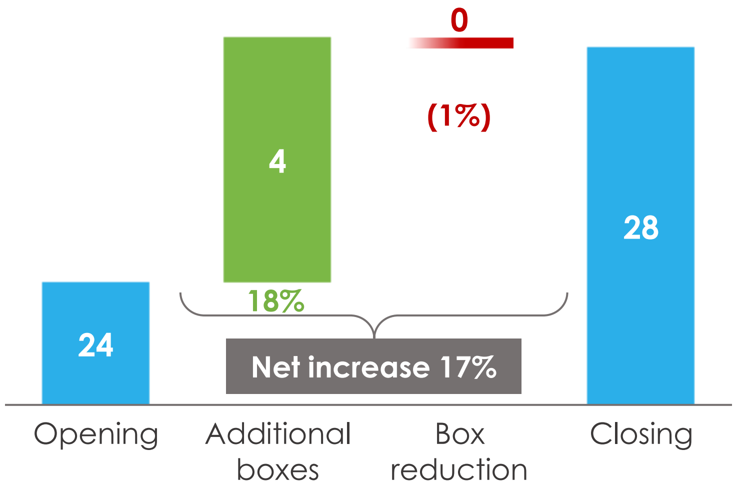


- Operations in United Arab Emirates and Oman.
- This region continued to grow and expand its digital project pipeline with revenue increasing 21% to R120m.
- Operating profit decreased 90% due to significant lower margins on two projects.
- Given competitive environment, although we anticipate continued growth, we remain cautious of low margin environment and pressure on EBITDA.
- Net box volume growth of 13%.

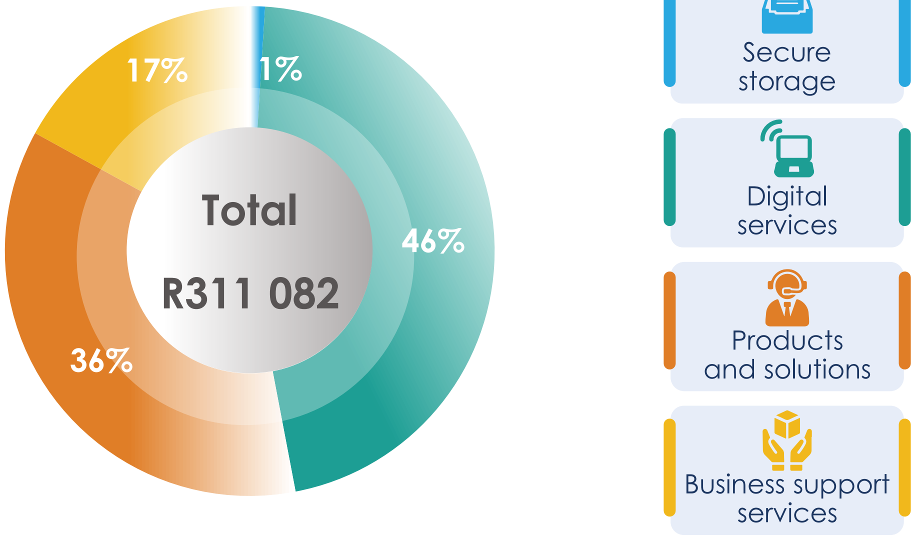
Divisional analysis: Products and Services

R'000	June 2024	June 2023	Variance
Revenue	311 082	305 110	2%
Operating profit	34 498	33 057	4%
EBITDA	53 239	52 432	2%
Operating profit margin	11%	11%	-
EBITDA margin	17%	17%	-

Box movements ('000)*



Revenue drivers FY24 (R'000)



- Includes Tidy Files, Cleardata, Metrofile VYSION and IronTree.
- Overall, revenue increased 2% to R311m.
- Operating profit up 4% to R35m mainly as a result of growth experienced in IronTree, offset by poor financial performance from Tidy Files and VYSION.
- VYSION's workflow automation related sales reduced due to longer than anticipated sales cycle.
- IronTree continues to grow ahead of expectations. We will expand services to other geographies in which we operate.
- Decision to close Tidy Files manufacturing component during FY24. Effective 1 Aug 24, concluded sale of assets and brand name for R15m.

*Tidy Files boxes previously reported under Products and Services are now reported under MRM South Africa.

FY24 operating context

FY24 financial and operating results

FY25 key priorities

FY25 key priorities

- MRM South Africa turnaround realisation
- Launch add-on services to IPC, preferably on an annuity base model
- Continue growth in cloud services
- Geographical expansion into KSA as well as cloud expansion into Kenya
- Complete the closure and exit of Tidy Files
- Focus on de-gearing the balance sheet
- East Africa focus and growth strategy driven with new management team in place
- Manage the competitor situation in the Middle East

THANK YOU