



2022

**FINANCIAL RESULTS
PRESENTATION**

GROUP FINANCIAL HIGHLIGHTS FOR THE YEAR ENDED 28 FEBRUARY 2022

		28 February 2022	28 February 2021	% Change
Total assets	(R'000)	3,778,740	3,274,003	15,4
Cash resources	(R'000)	817,739	754,825	8,3
Net asset value per share	(cents)	1,484	1,216	22,0
Revenue	(R'000)	11,167,798	8,579,558	30,2
Operating profit	(R'000)	606,146	345,045	75,7
Total profit and comprehensive income	(R'000)	374,887	168,763	122,1
Return on shareholders' funds	(%)	37,1	19,6	89,3
Basic earnings per share	(cents)	501,2	225,6	122,2
Headline earnings per share	(cents)	501,0	230,4	117,4
Dividends paid per share	(cents)	235,0	100,0	135,0
Dividend declared – payable June 2022	(cents)	225,0	125,0	80,0

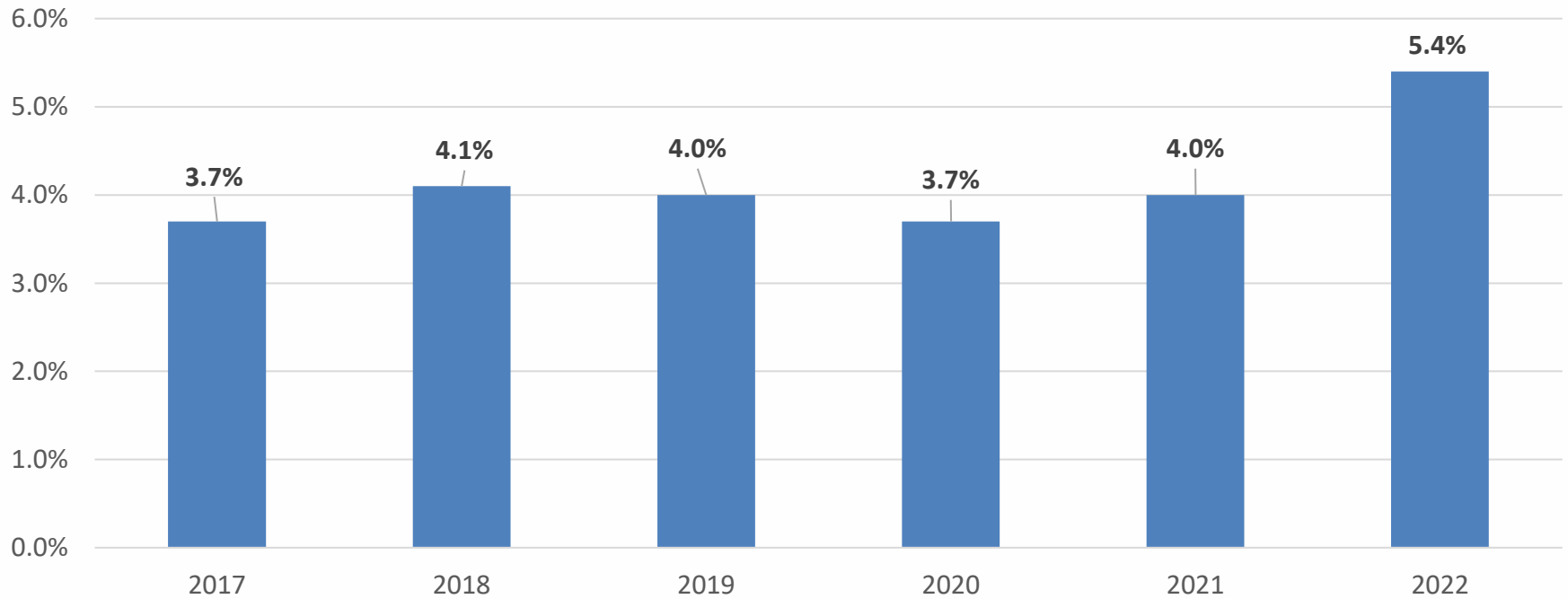
GROUP INCOME STATEMENT



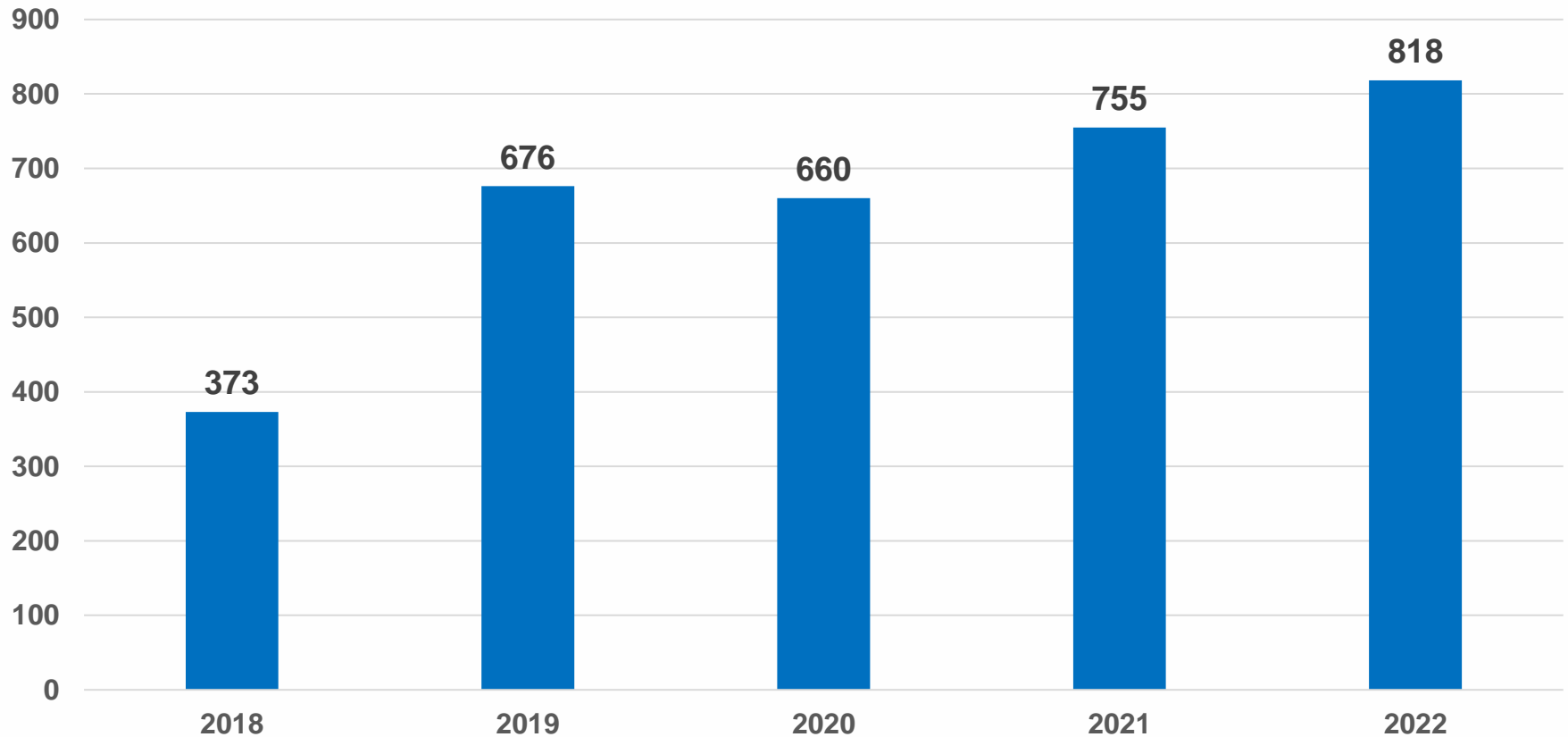
GROUP INCOME STATEMENT

	2022	2021
	R'000	R'000
Revenue	11,167,798	8,579,558
Cost of sales	-9,097,650	-7,087,850
Gross profit	2,070,148	1,491,708
Gross profit %	18.5	17.4
Other income	16,963	26,230
Goodwill impaired	0	-6,250
Selling and operating expenses	-1,480,965	-1,166,643
Operating profit	606,146	345,045
Operating profit % (excluding goodwill w/off)	5.4	4.1
Finance income	28,313	25,937
Finance costs	-124,105	-136,662
Profit before taxation	510,354	234,320
Tax expense	-135,467	-65,557
Tax rate %	26.5	28.0
Total profit and comprehensive income	374,887	168,763

OPERATING MARGIN



CASH RESOURCES (R'million)



SEGMENT PROFIT CONTRIBUTION



	2022	2021	2020	2019	2018
	%	%	%	%	%
Retail motor	66	86	57	64	70
Car hire	23	-2	17	17	19
Financial services	11	12	17	14	10
Corporate services / other	-	4	9	5	1
	100	100	100	100	100

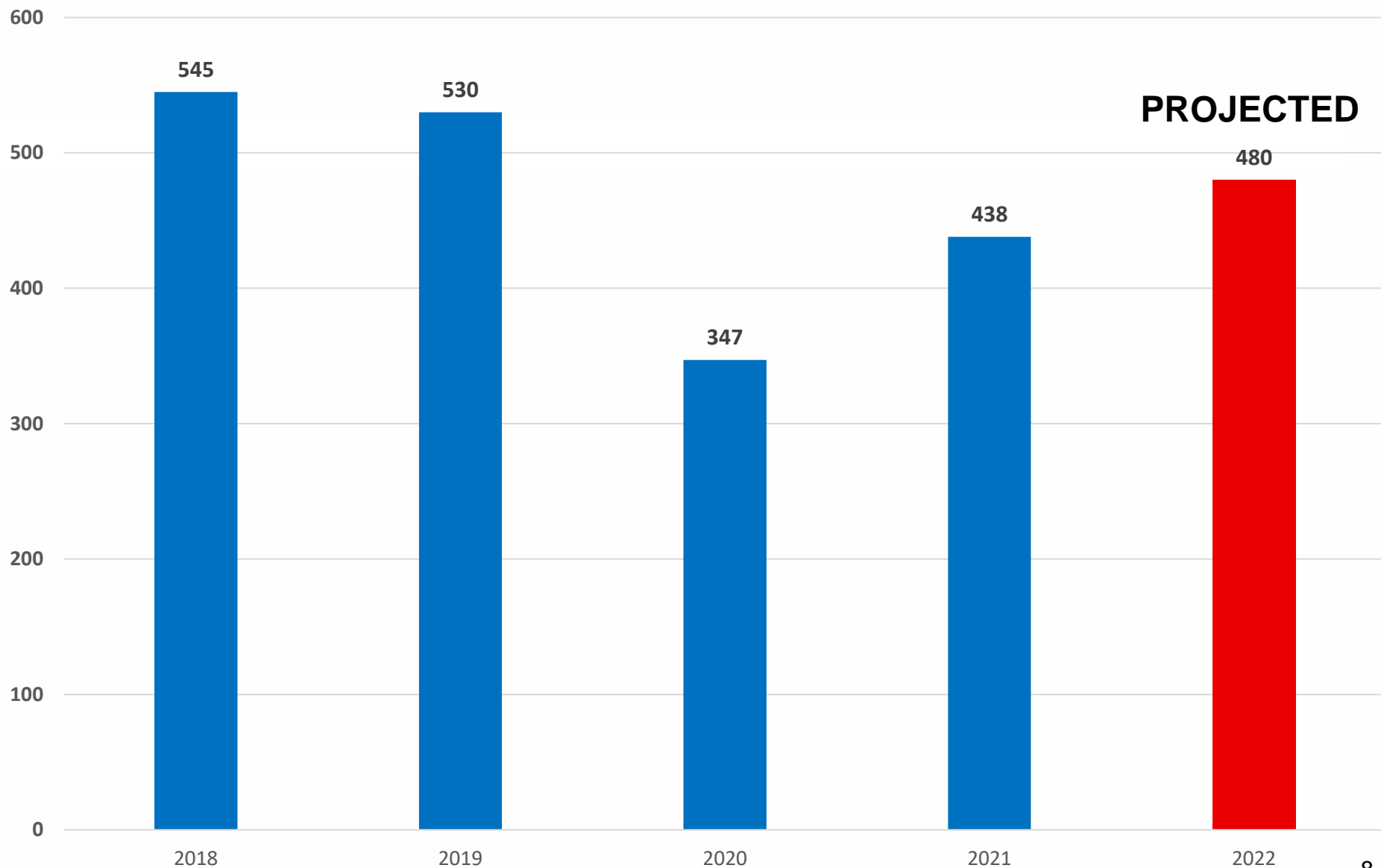
CMH SHARES TRADED



	2022	2021	2020	2019	2018
Volume of shares traded ('000)	12,162	11,227	9147	11,900	15,924
Value of shares traded (R'000)	283,365	145,439	191,500	323,364	383,281
Average price per share traded (cents)	2,330	1,295	2,093	2,717	2,407
Year-end market price (cents)	2,800	1,550	1,840	2,100	2,610
Market capitalisation (R million)	2,094	1,159	1,376	1,570	1,952
Year-end price : earnings ratio	5,6	6,7	7,2	7,0	7,8
Year-end dividend yield (%)	8,4	6,5	9,6	8,4	6,2
"Free-float" shares ('000)	42,107	42,227	42,238	42,252	42,427
"Free-float" (%)	56	57	57	57	57

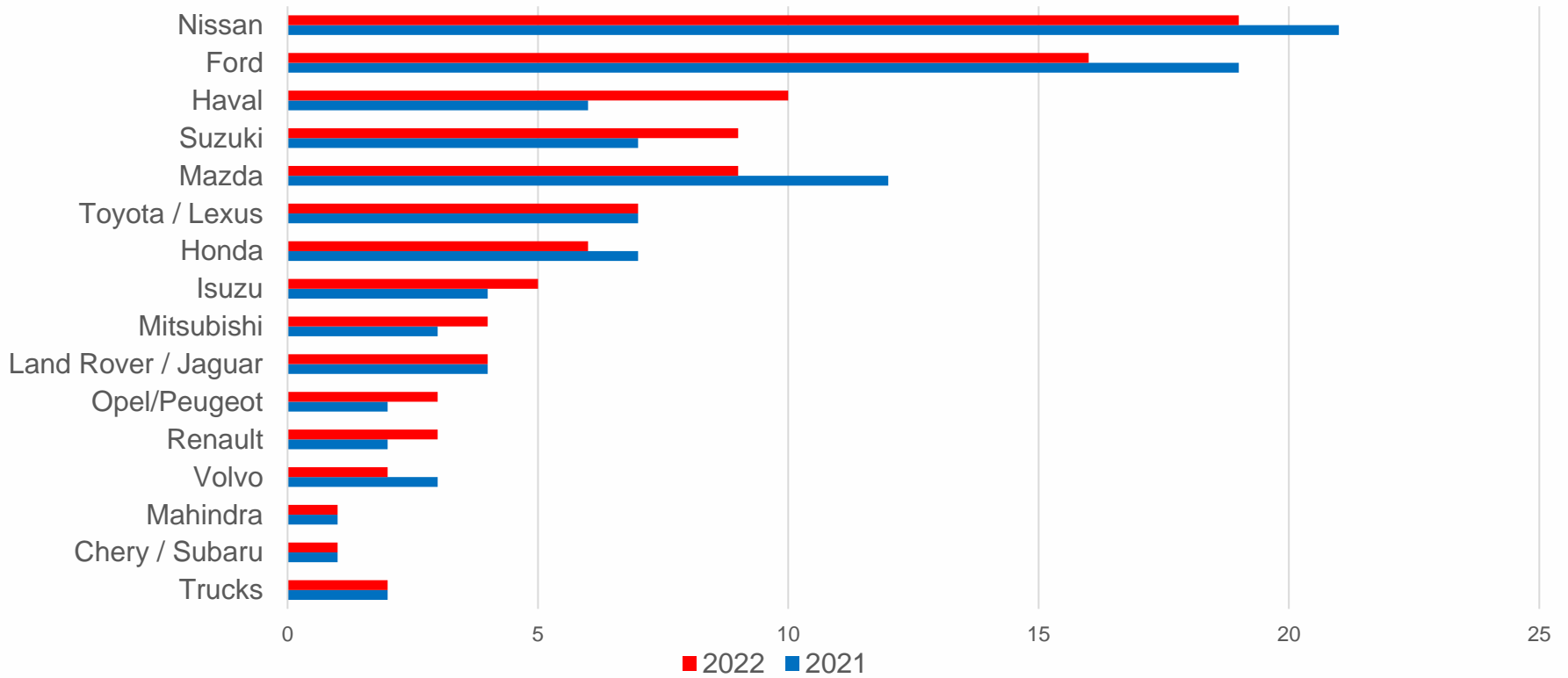
INDUSTRY NEW VEHICLE SALES

SALES ('000 UNITS) - CALENDAR YEAR



SEGMENT ANALYSIS – RETAIL MOTOR

GROUP NEW UNIT SALES BY MANUFACTURER (%)



- Group scorecard rating - level 4
- Car Hire scorecard rating - level 2
- CMH First Fleet Solutions - level 2
- Both Car Hire and First Fleet have 51% black ownership
- Group scorecard adversely affected by motor manufacturers from which the majority of procurement is sourced
- Employment equity - 76% of staff are black

Year of continued economic difficulty disrupted by:

- New waves of Covid-19 pandemic
- July civil riots and social unrest
- Interest rate and fuel price hikes
- Load-shedding



- Classic case of preparation meeting opportunity
- Tough and stressful decisions and actions during the previous year bore fruit
- Second half of prior year set the standard for the improvement in each segment
- Gross margin 18,5% vs 17,4%
- Operating margin 5,4% vs 4,0%
- Record headline earnings of 501 cents per share – up 117%
- Shareholders' equity tops R1,1 billion
- Cash resources reach R817 million
- June 2022 dividend of 225 cents vs 125 cents
- Forward dividend yield based on current price of R28,00 – 12.0%

	2022	2021	2020	2019	2018
	R'000	R'000	R'000	R'000	R'000
Segment profit before taxation	336,069	202,437	150,049	185,762	203,986

- Group strategy of multi-franchising wherever possible has proved beneficial
- 28 new brands added over the past few years – 22 established and 6 recent
- Ford dealership in Ballito purchased May 2021. Nissan, Renault, Mitsubishi and Suzuki added, to create motor city destination.
- Jaguar/ Land Rover dealership in Cape Town closed, and replaced with three new brands.

- 25% increase in new vehicle unit sales. Ford and Mazda suffered lower penetration because of severe stock shortages
- Used vehicle sales up 4%, in line with national market
- Improved new and used vehicle margins as a result of limited supply
- Parts revenue up 29%
- Workshop revenue up 20%



	2022	2021	2020	2019	2018
	R'000	R'000	R'000	R'000	R'000
Segment profit before taxation	115,945	-5,103	45,178	48,290	49,078

- Hardest hit by the pandemic, and effects felt the longest
- Strategies worked well:
 - No panic-selling in a depressed used car market
 - New major contracts signed when others were reducing exposure
 - Take full advantage of FlySafair alliance to gain market share
 - Focus on customer service
- Triple benefit of increased market share, fleet utilization, and daily hire rate

	2022	2021	2020	2019	2018
	R'000	R'000	R'000	R'000	R'000
Segment profit before taxation	56,159	28,046	44,637	41,425	34,154

- Relates to finance JVs and insurance underwriting
- JVs benefitted from release of prior year conservative doubtful debt provisioning
- Underwriting cells achieved 14% increase in premium income, whilst claims rate remained steady

- Expectations of low economic growth, with continued rise in both interest rates and fuel price
- Possibility of continued new vehicle supply constraints
- Load-shedding and possible fifth wave of pandemic
- Despite these threats, national new vehicles are expected to rise 10%, and create a similar demand increase in the used vehicle market
- Gross margins will come under pressure
- Car Hire will receive a boost as Covid restrictions are relaxed, and both business and leisure travel benefit
- Sound statement of financial position, and strong cash generation
- Overall, further growth is expected

PROTON APPOINTS CMH GROUP IN SOUTH AFRICA



CMH Group has been appointed as the importer and distributor of Proton vehicles for South Africa

Proton is a division of Geely Holdings, a Fortune Global 500 company, which is the 9th largest automotive manufacturer in the world. Volvo, London electric taxi, Polestar, Lotus and Zeekr are all Geely products

The vehicles are assembled in Malaysia and will make use of the new generation energy-efficient drive train. The first shipment of models will go on sale in September.

Proton X50 and X70 models will lead the charge, and will be followed by the Proton Saga

Both the X50 and X70 sit at the top of their class in terms of specifications, but will be sold at prices lower than or equivalent to their rivals

CMH will market the products nationally through a combination of in-house and third party dealerships

Dealer development and set-up costs will be absorbed during the current year, so it is unlikely that the project will have a significant impact on earnings during the year to February 2023

PROTON APPOINTS CMH GROUP IN SOUTH AFRICA



PROTON
INSPIRING CONNECTIONS



2022

**FINANCIAL RESULTS
PRESENTATION**

END