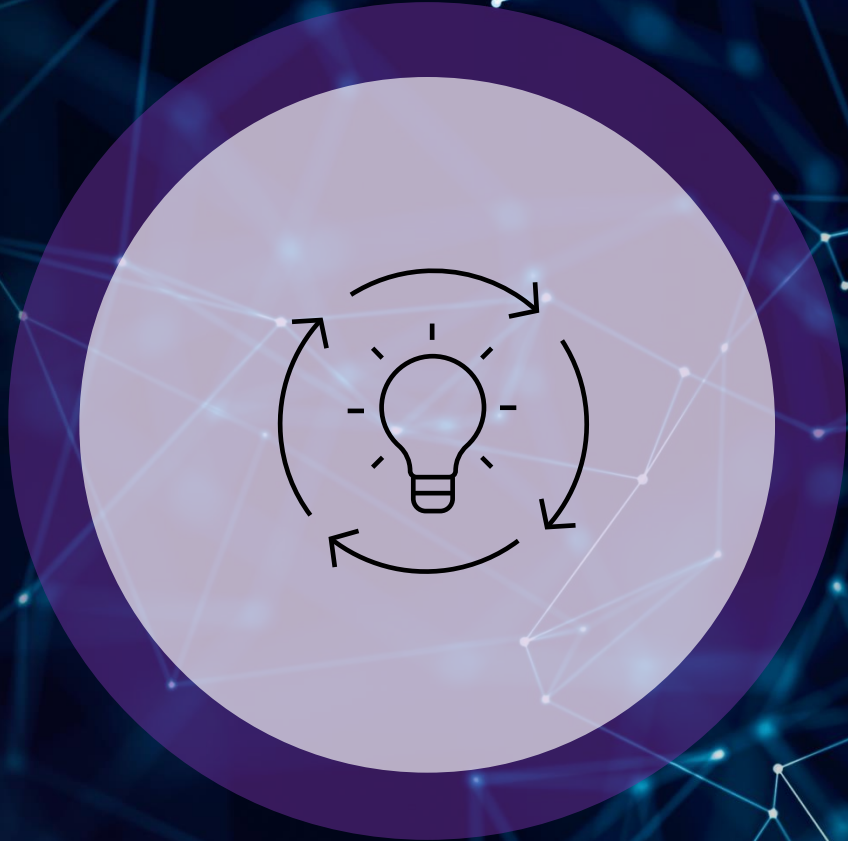


FY2022 ANNUAL RESULTS





Operational overview

Stephen van Coller

Chief Executive Officer

> EOH continues to demonstrate financial improvements



Financial Highlights

Total Operating profit up 92%



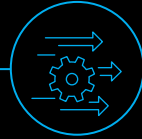
Continuing Revenue stabilised at R6bn

- IOCO revenue grew 4% YoY, but showed 17% growth in H2 YoY
- Nextec Infrastructure Solutions disappointed but People business profitable
- Digital and Infrastructure Services EBITDA both up 33%



Business margins continued to improve

- Gross Margin from continuing operations increased 2% to 28%



Total operating profit up 92% to R282m

– 100% converted to cash



Would have had PAT but for legacy provisions of R80m

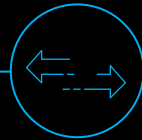


Lender Debt repaid R733m



R283m cash generated before interest and legacy contract payments

Cash on hand to R460 million, undrawn facilities of R250 million



Normalising Continuing EBITDA for one-offs/legacy/annualised property savings results in a 33% uplift to R483m

- Normalised EBITDA margin of 8%

EOH continues to demonstrate operational improvements

Operating Highlights

Operating profit up 82% for continuing operations



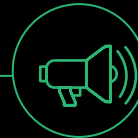
Numerous contract wins & significant new customers onboarded



HQ costs down R85m, property and other central costs down R37m anticipating further savings 2023 of around 45m from property



East & West Africa expansion, awarded the exclusive AVEVA contract



Final legacy low/no margin contracts closed out this year – R372m annualised revenue with low/no margin in FY2021 and R70m in FY2022



Imminent implementation of a Group wide ERP system



Restructured Infrastructure Services into a single business offering



First investment approved for FY 2023 into organic growth in 5 years – R88 million

> Positive momentum in new deals demonstrating confidence in EOH

R783m Public Sector deals won in FY2022: R31m renewals and R752m net new business



Provincial Government
Software development support and technical services
R200m
Project duration: 5 years



Oil & Gas
Global service desk, workspace & field services support
R432m
Project duration: 4 years



Telco
Digital Platform support
R92m
Project duration: 1 year



Oil & Gas
Operation Technology & Managed Services
R118m
Project duration: 5 years



Local Government
Oracle support and development
R108m
Project duration: 3 years



Financial Services
Hybrid cloud, maintenance & support
R110m
Project duration: 5 years

> Talent

88% of employees proud to work at EOH



> Impacting our communities

We remain relevant to RSA

Impacted 11 513 youth
Support to Youth start-up businesses

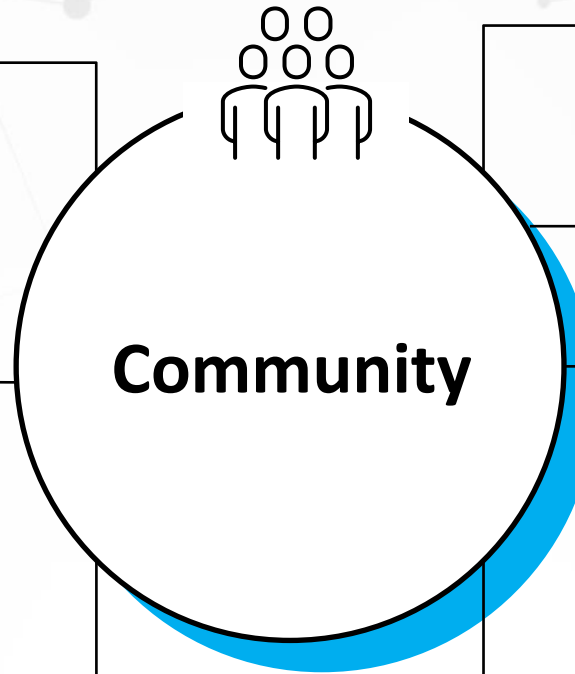
PRIMESTARS

2021 Grade 12 results
506 learners
53% of learners obtained
50%+ in Physical Science with
12 distinctions



Leadership skill development support to
137 unemployed youth
& 30% absorption rate

YES4YOUTH.CO.ZA

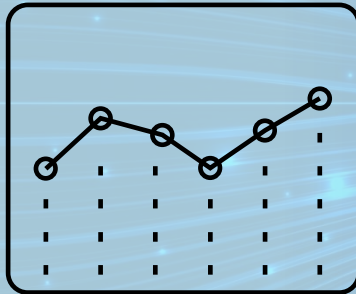


Assistance to small businesses
post July'21 riots

76 students supported
by EOH financially to study
for Bachelor of computing
degree or a diploma in IT

10 096 Youth impacted through
English literacy, Maths skills,
Digital Literacy & Life Skills to
under resourced communities

Equipping the youth with
professional tools to
approach the corporate
world through CV writing,
Master classes, and linkedIn



Financial Overview

Megan Pydigadu

Chief Financial Officer

> FY22 financial summary

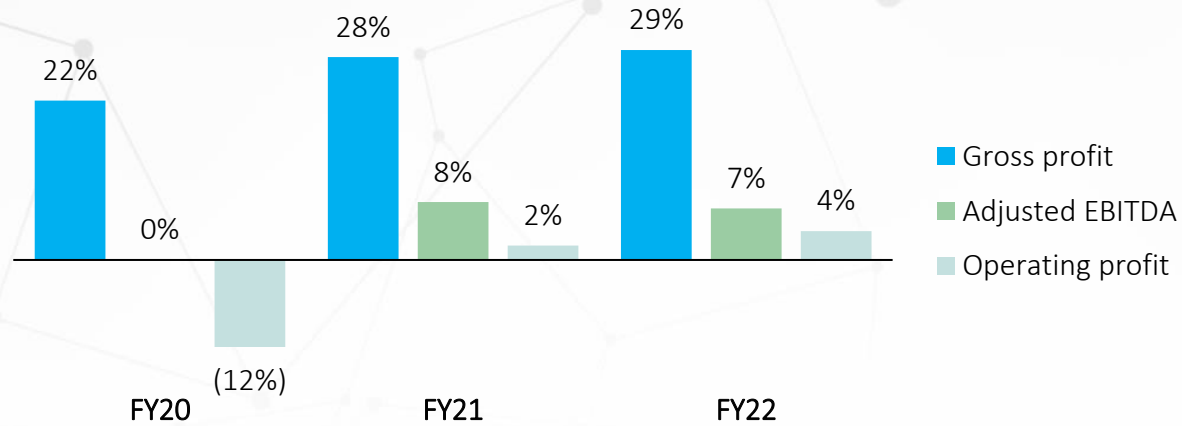
Rm	Audited	FY22		FY21		
		Continuing	Discont.	Audited	Continuing	Discont.
Revenue	6,931	6,031	899	7,882	6,472	1,410
iOCO	4,668	4,289	379	4,921	4,474	447
NEXTEC	1,781	1,742	39	2,143	1,998	144
IP	481	0	481	819	0	819
Gross Profit	2,014	1,690	324	2,200	1,681	519
Gross margin	29%	28%	36%	28%	26%	37%
Operating expenses	(1,732)	(1,590)	(142)	(2,053)	(1,626)	(428)
% of Revenue	25%	26%	16%	26%	25%	30%
Operating (loss)/ profit	282	100	182	147	55	92
Operating margin	4%	2%	20%	2%	1%	7%
Share of equity accounted profits				3	3	
Net finance costs	(192)	(190)	(2)	(273)	(268)	(5)
Profit/(loss) before tax	90	(90)	180	(123)	(210)	87
Taxation	(108)	(70)	(38)	(157)	(97)	(60)
Profit/(loss) after tax	(18)	(160)	142	(280)	(307)	27
Adjusted EBITDA	504	364	139	667	436	231
EBITDA margin	7%	6%	15%	8%	7%	16%
HEPS (cents)	(18)	(72)	54	(22)	(98)	76

Slight casting differences is due to rounding to millions

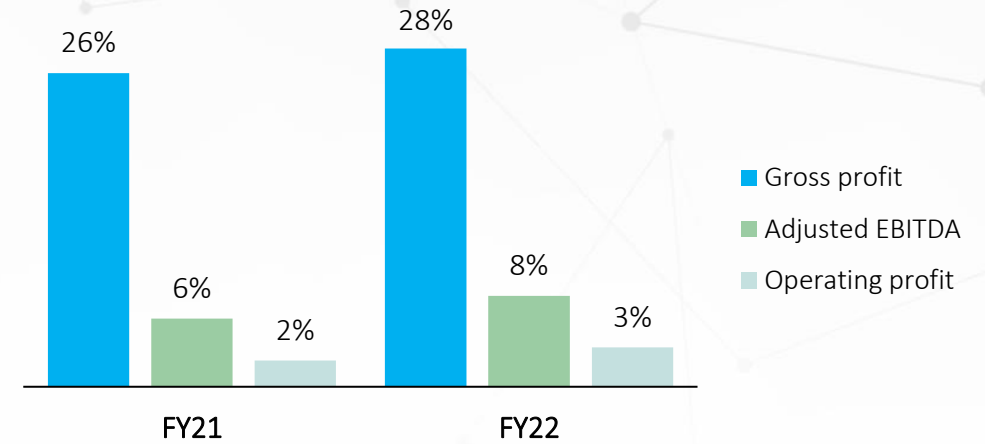
> Margins and earnings

Continued improvement in gross and operating profit margins

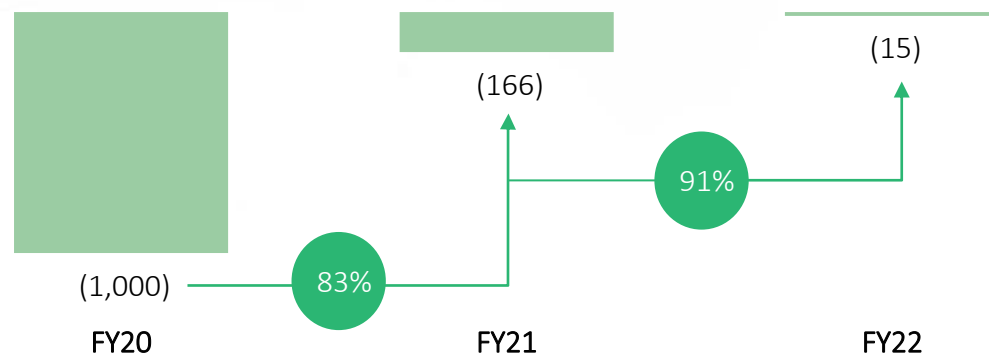
Total Margins



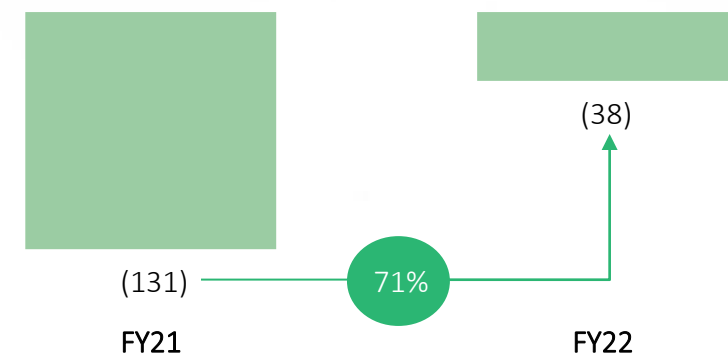
Continuing normalised margins



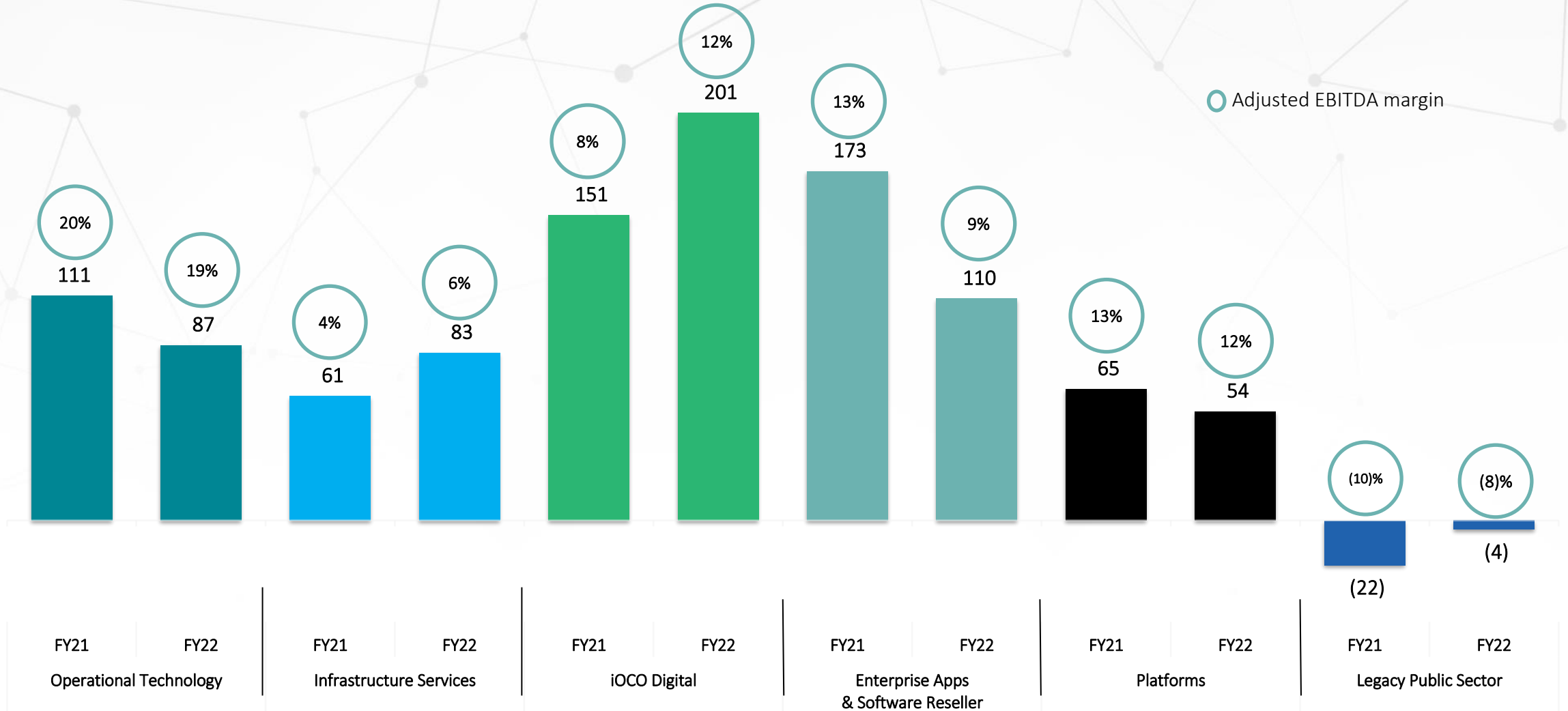
Total earnings (cents per share)



Continuing normalised earnings (cents per share)



> iOCO adjusted EBITDA segmental breakdown (R'm)



The above includes intra & inter segment performance to highlight standalone performance of each entity

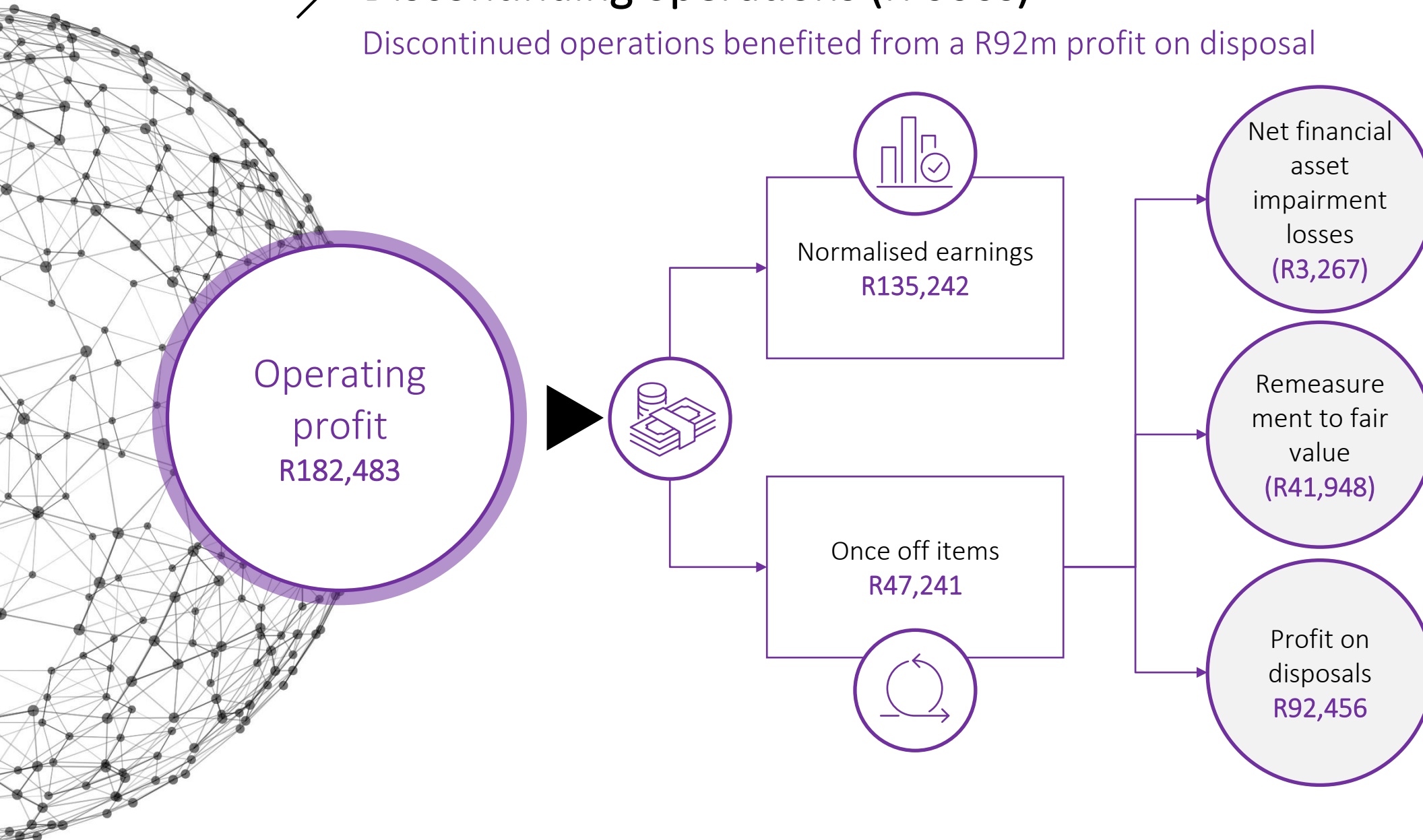
> NEXTEC adjusted EBITDA segmental breakdown (R'm)



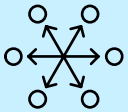

The above includes intra & inter segment performance to highlight standalone performance of each entity




> Discontinuing operations (R'000s)

Discontinued operations benefited from a R92m profit on disposal



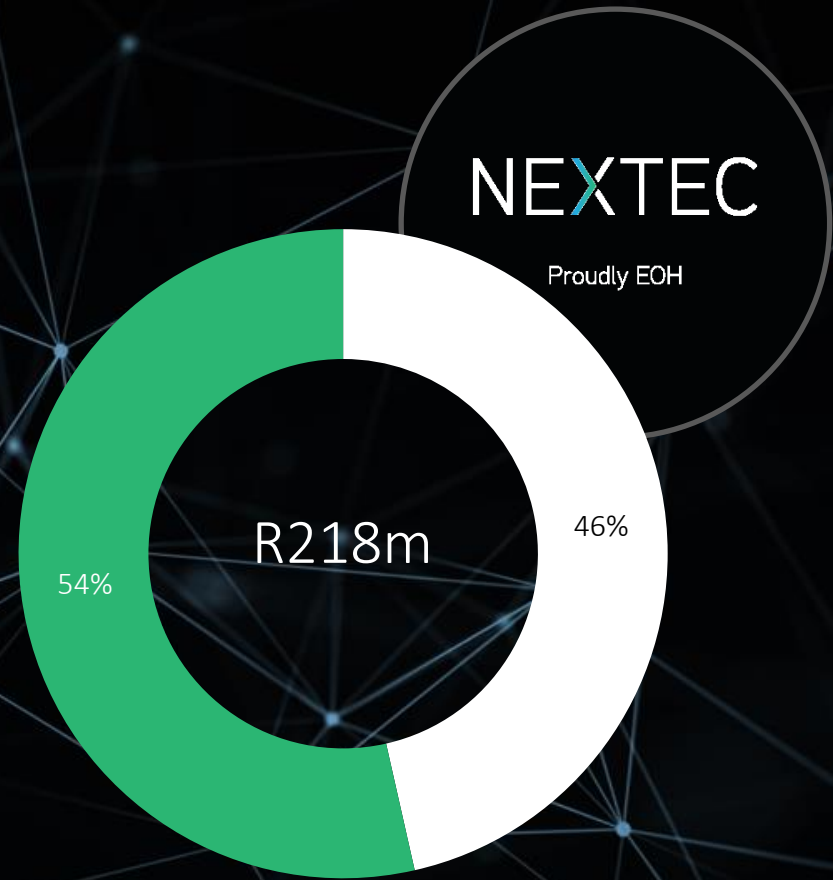
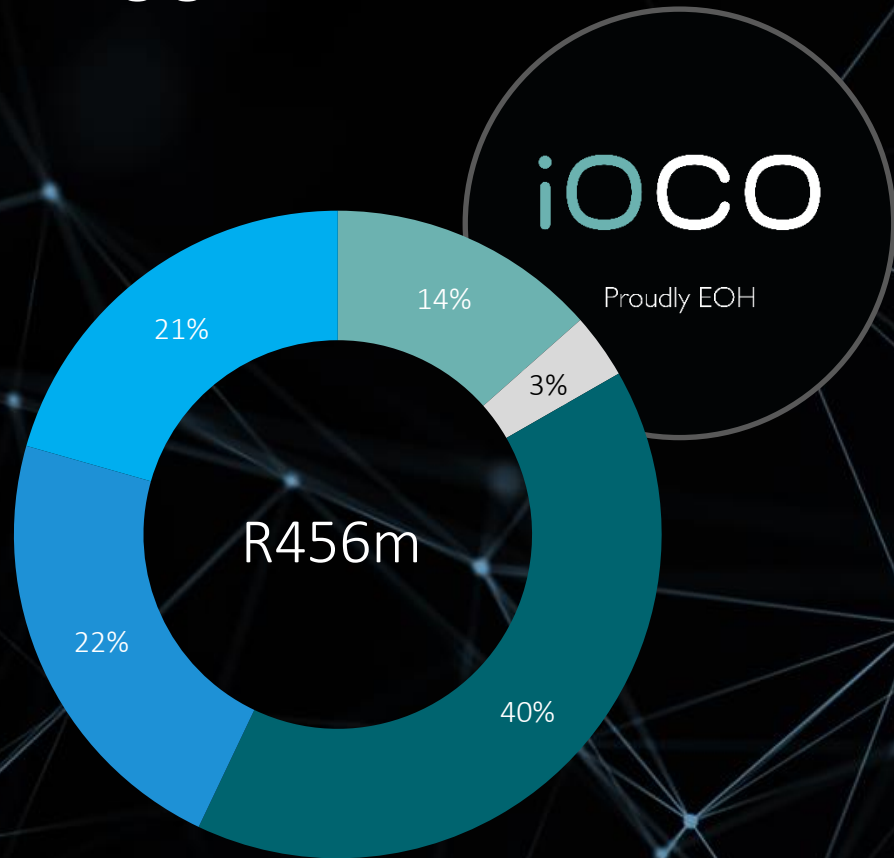
> Balance sheet

	R'm	FY22	FY21
 Assets	Non-current assets		
	Property, plant and equipment	185	341
	Intangible assets	84	64
	Goodwill	675	746
	Equity-accounted investments	-	8
	Other financial assets	18	-
	Deferred taxation	106	117
	Finance lease receivables	11	8
		1 077	1 285
 Current assets	Inventories	90	113
	Other financial assets	14	11
	Current taxation receivable	35	39
	Finance lease receivables	71	101
	Trade and other receivables	1 829	1 929
	Cash and cash equivalents	411	825
		2 449	3 017
Assets held for sale	226	1 119	
Total assets		3 752	5 420

	R'm	FY22	FY21
 Equity and Liabilities	Equity		
	Stated capital	4 217	4 217
	Shares to be issued to vendors	0	0
	Other reserves	495	599
	Accumulated loss	(4 679)	(4 659)
	Equity attributable to EOH	34	158
Non-controlling interest	26	20	
	60	178	
 Liabilities	Non-current liabilities		
	Other financial liabilities	496	-
	Lease liabilities	51	81
	Deferred taxation	28	59
	576	140	
 Current liabilities	Other financial liabilities	938	2 568
	Current taxation payable	36	46
	Lease liabilities	55	83
	Trade and other payables	1 701	1 796
	Provisions	316	324
		3 046	4 816
	Liabilities held for sale	70	286
Total liabilities	3 692	5 242	
Total equity and liabilities		3 752	5 420

Slight casting differences is due to rounding to millions

> Continuing goodwill

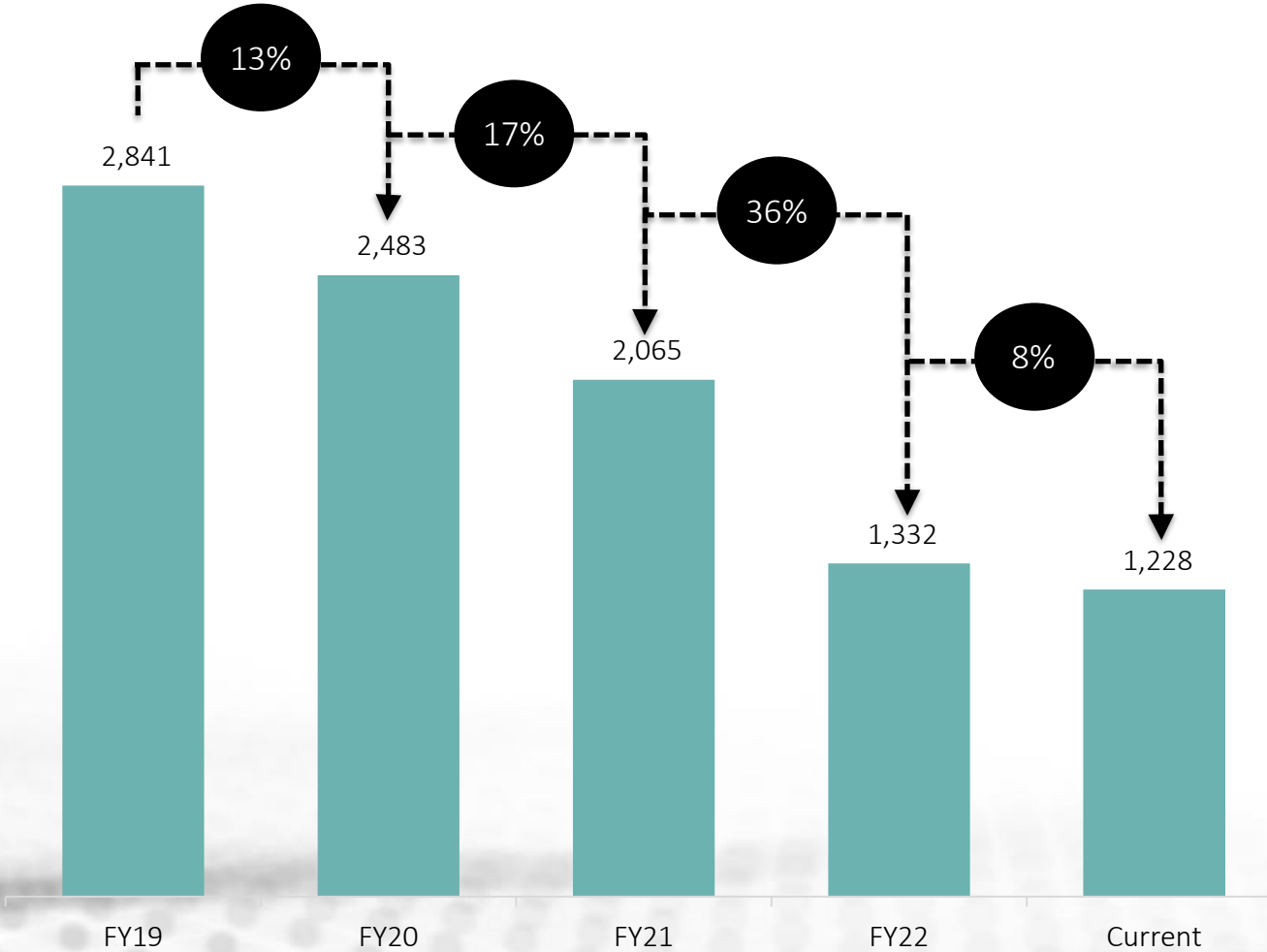


- Enterprise Apps & Software Reseller
- Operational Technology
- Infrastructure Services
- Platforms
- Digital

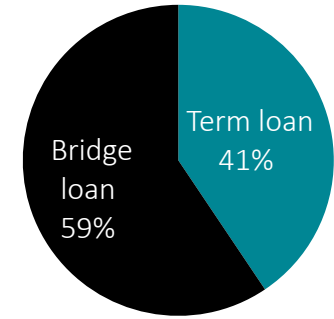
- People Solutions
- Infrastructure Solutions

> Total debt (R'm)

Strong deleveraging performance



Remaining Loan Split



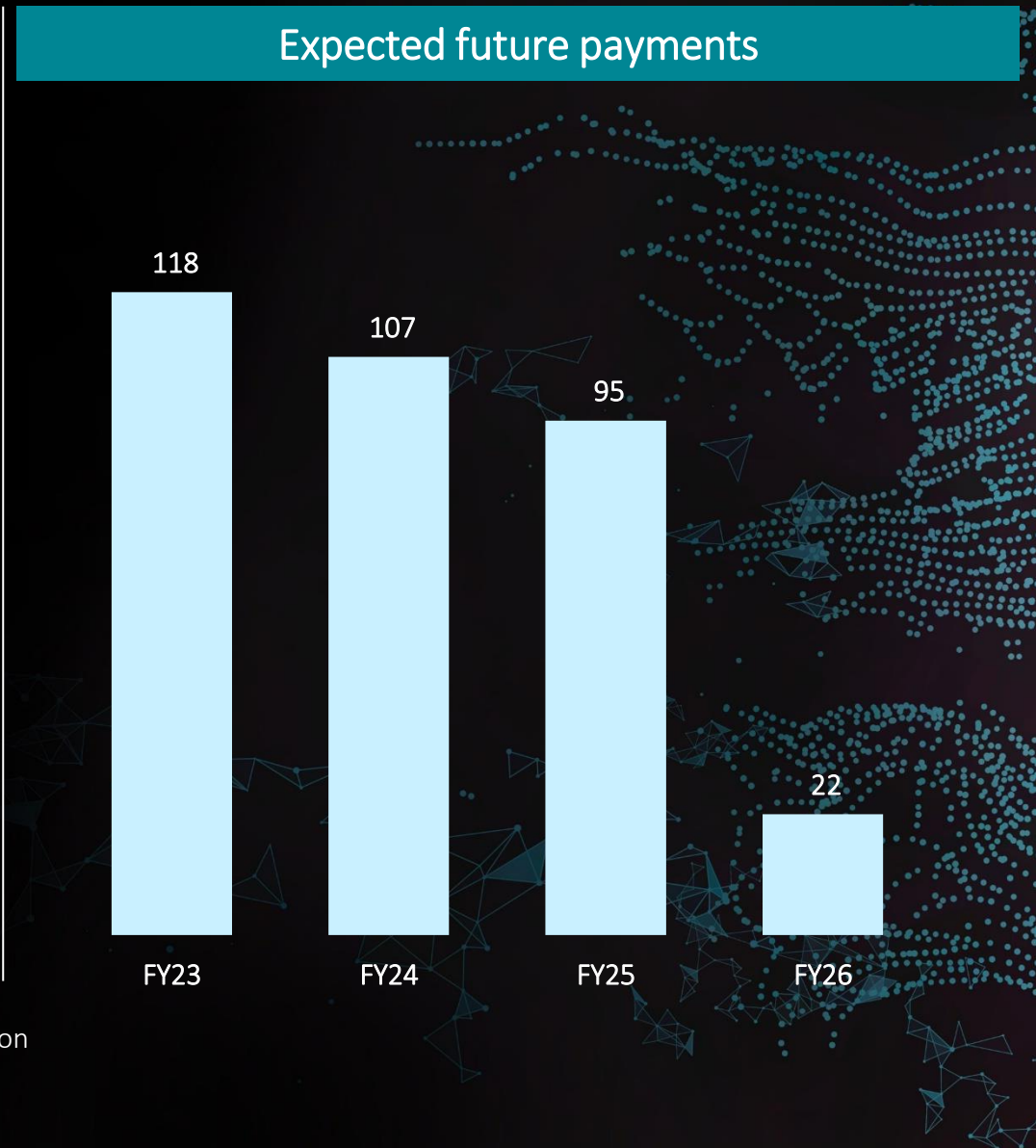
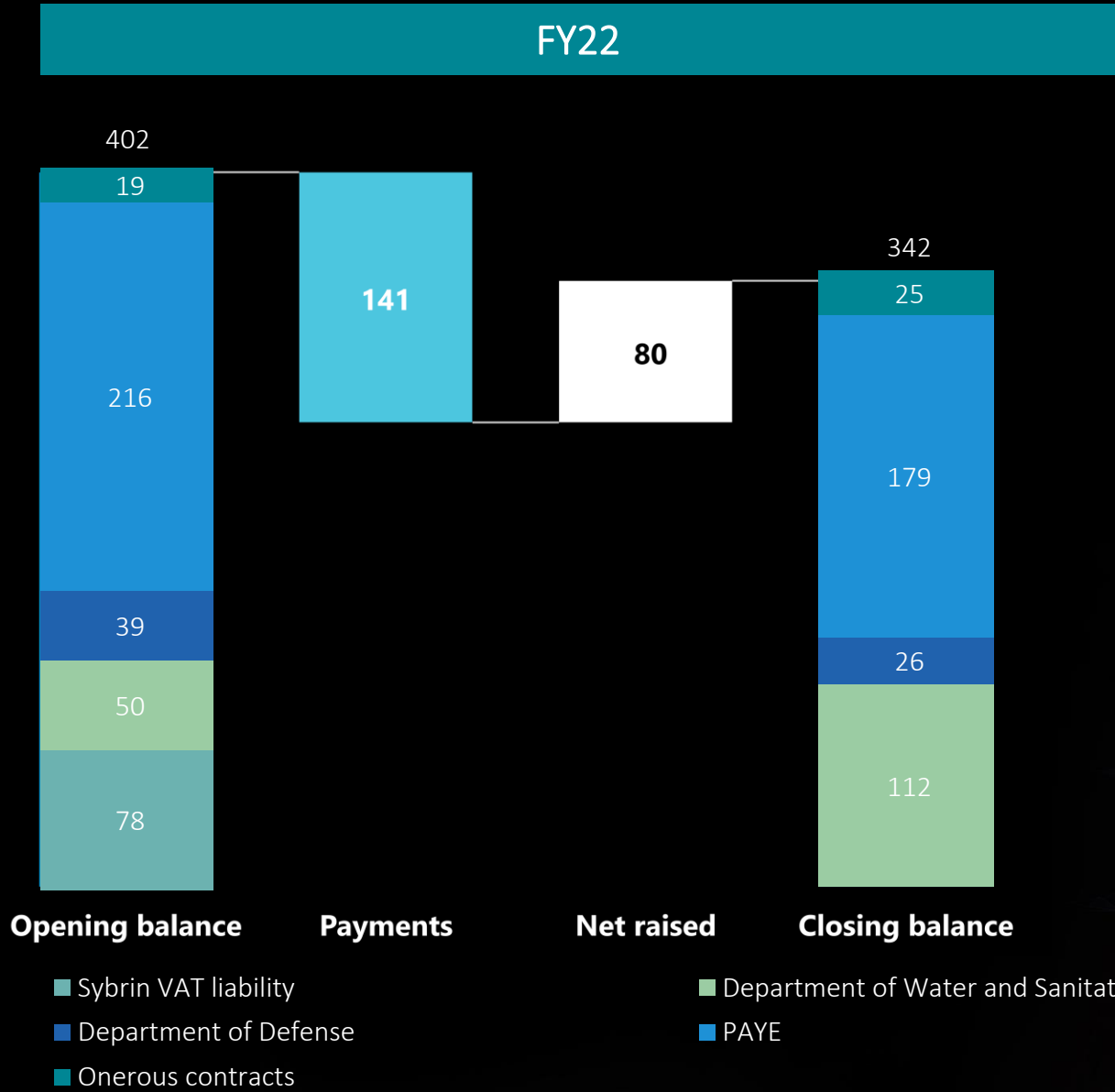
Loan Terms

Bridge loan
1-month JIBAR + 8.42% margin payable monthly

Term loan
If Senior Leverage Ratio >2 and bridge not fully repaid:
3-month JIBAR + 5.45% margin payable quarterly

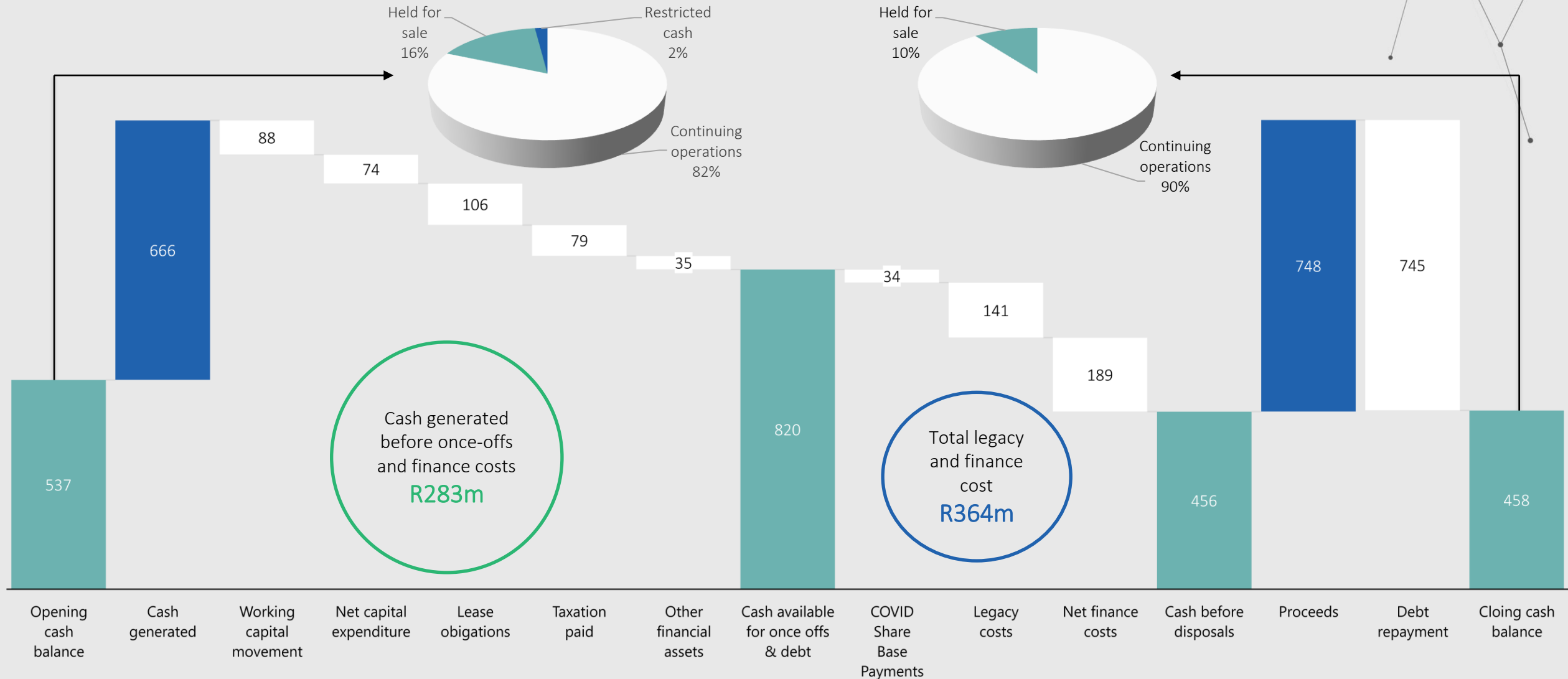
Term loan
If Senior Leverage Ratio <2 and bridge repaid:
3-month JIBAR + 4.49% margin payable quarterly

> Legacy payments (R'm)



> Cash bridge (R'm)

Strong cash conversion at 87%

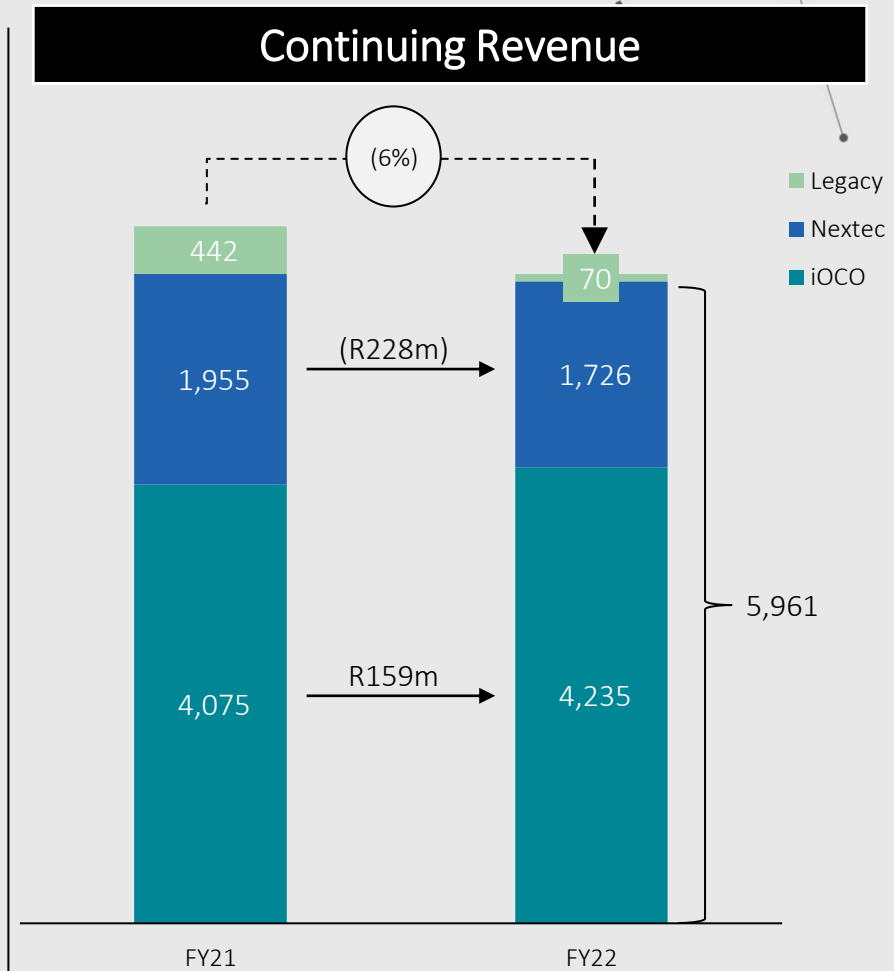
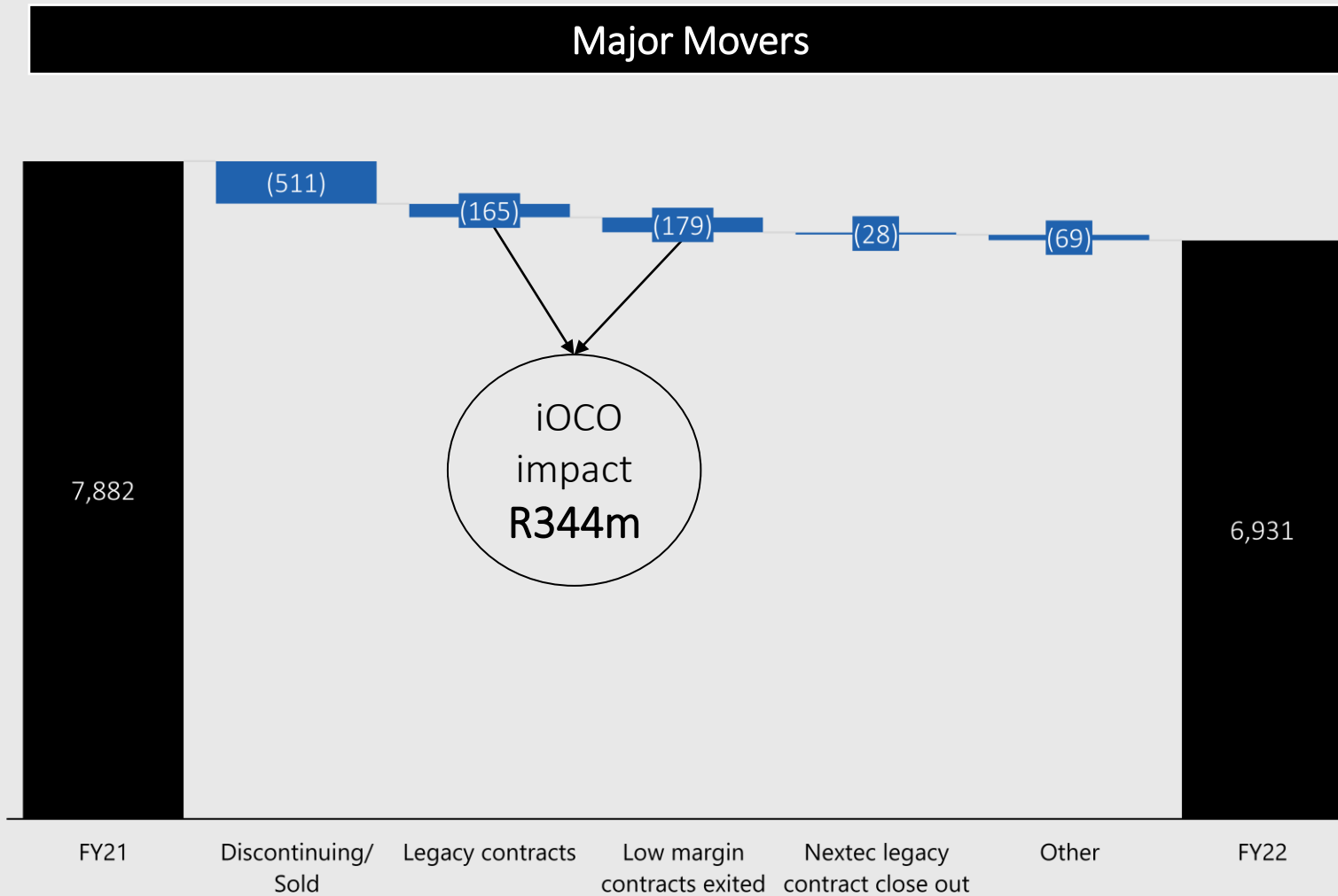




How we See our Business

> Sustainable revenue

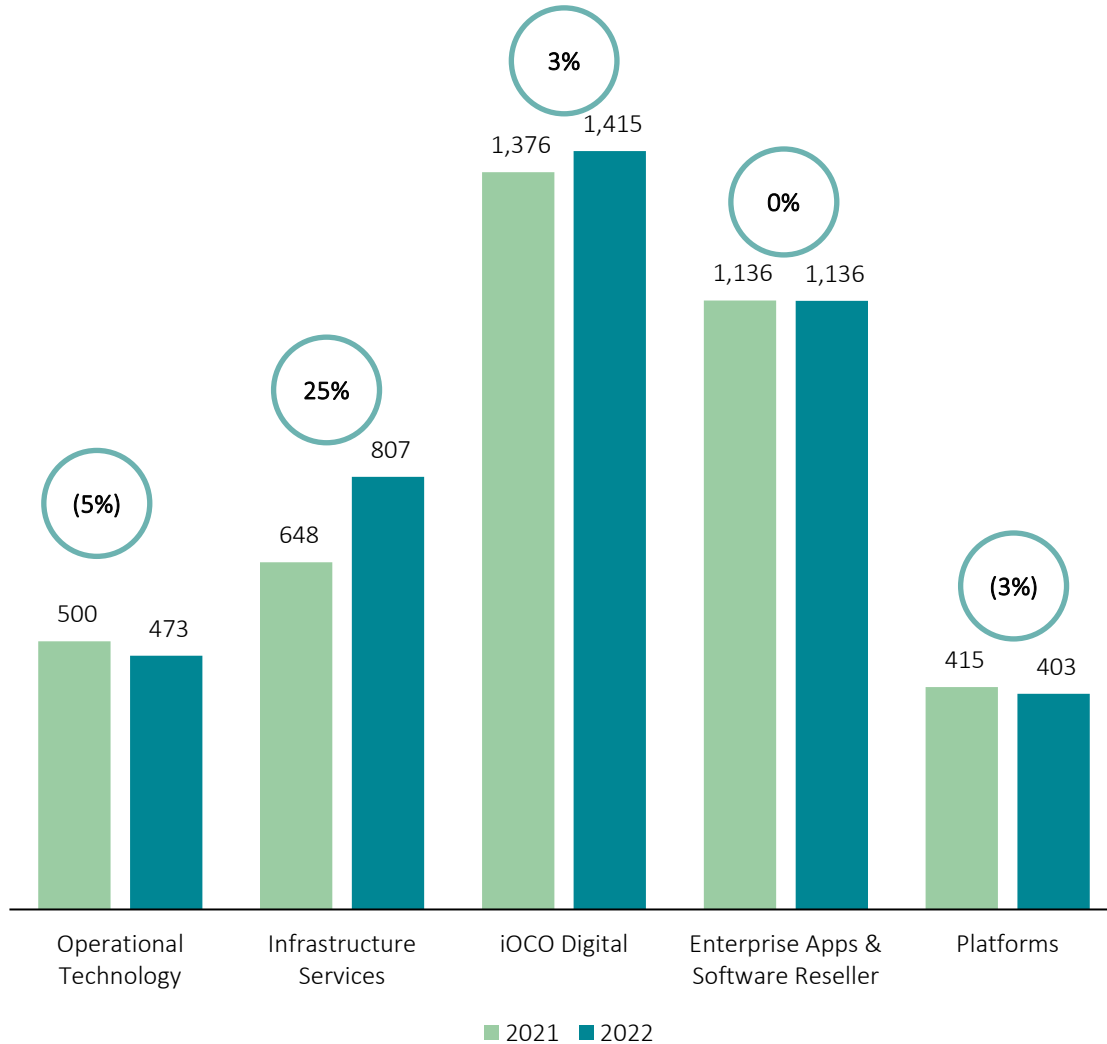
Continuing iOCO revenue up 4% with Nextec poised for growth as global supply chains normalise



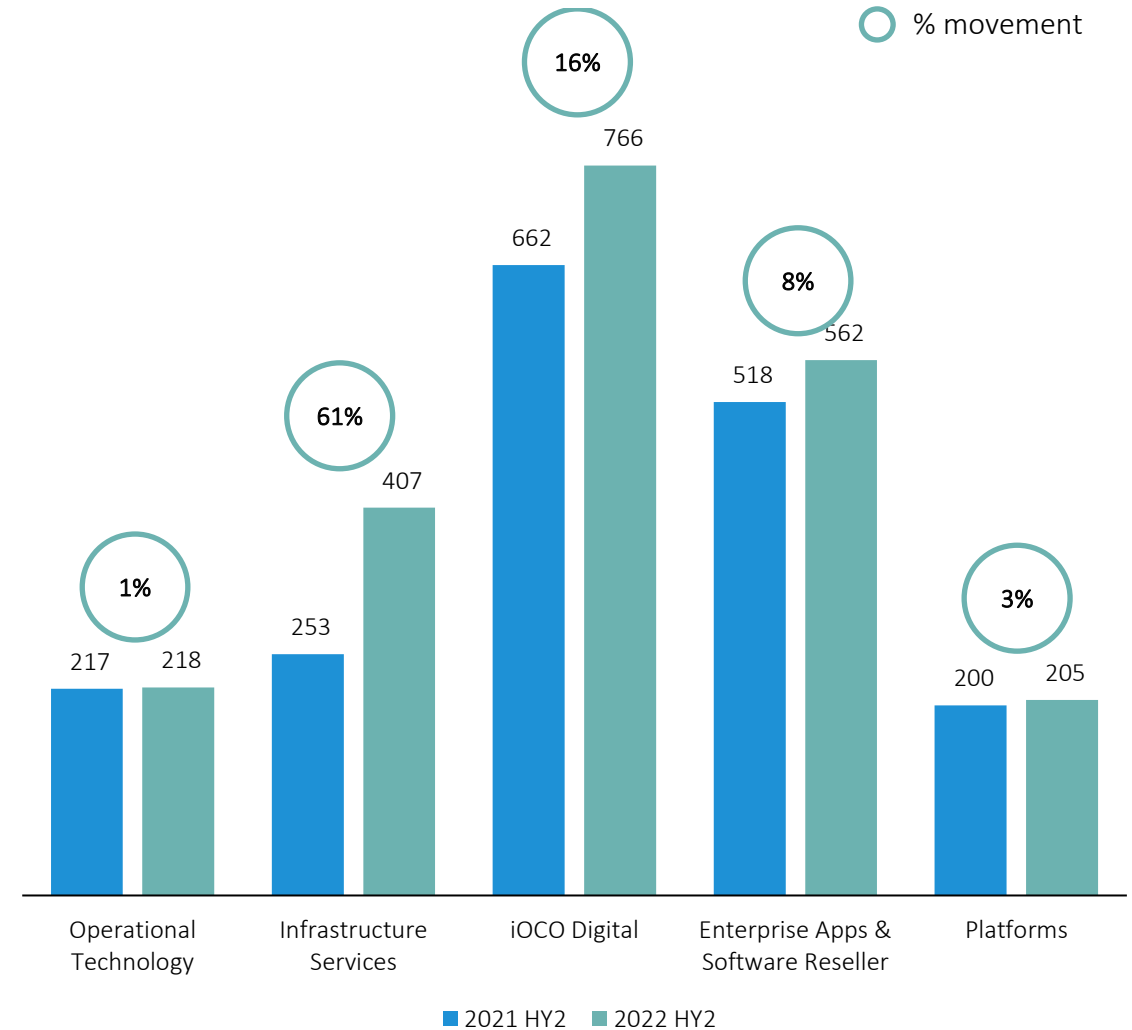
> iOCO continuing revenue

iOCO showing positive growth and momentum

Full Year Continuing Revenue – 4% growth

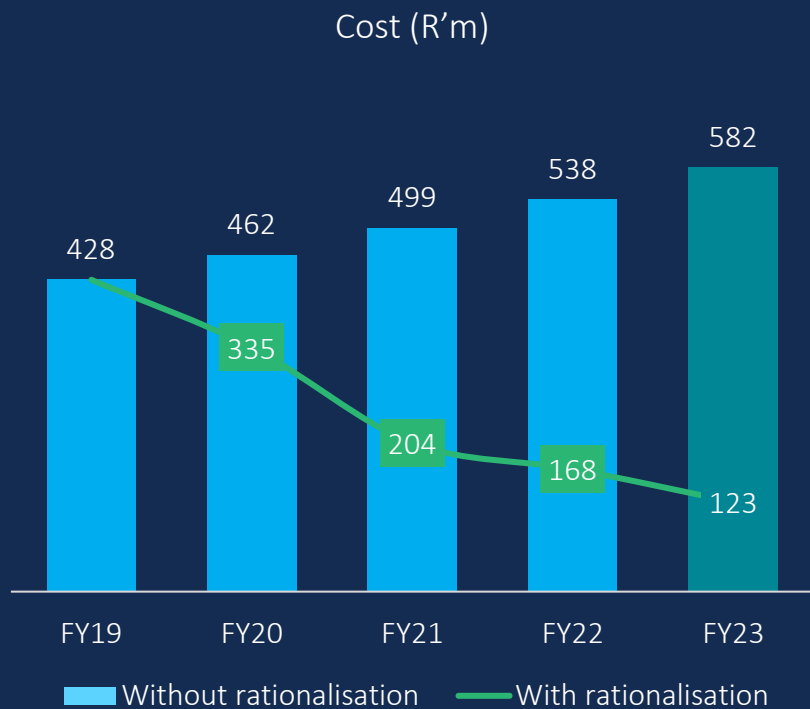


H2 Continuing Revenue – 17% growth



> Costs under control...more to come

Property



ERP

Total expected cost savings: **R16m p.a**
 Other savings expected not quantified:



Audit fees

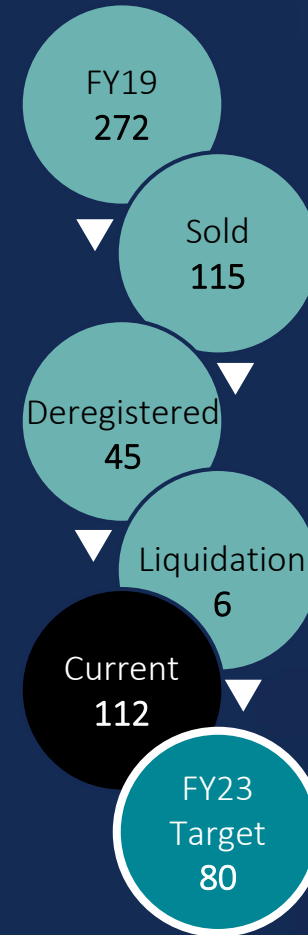


Business process efficiencies

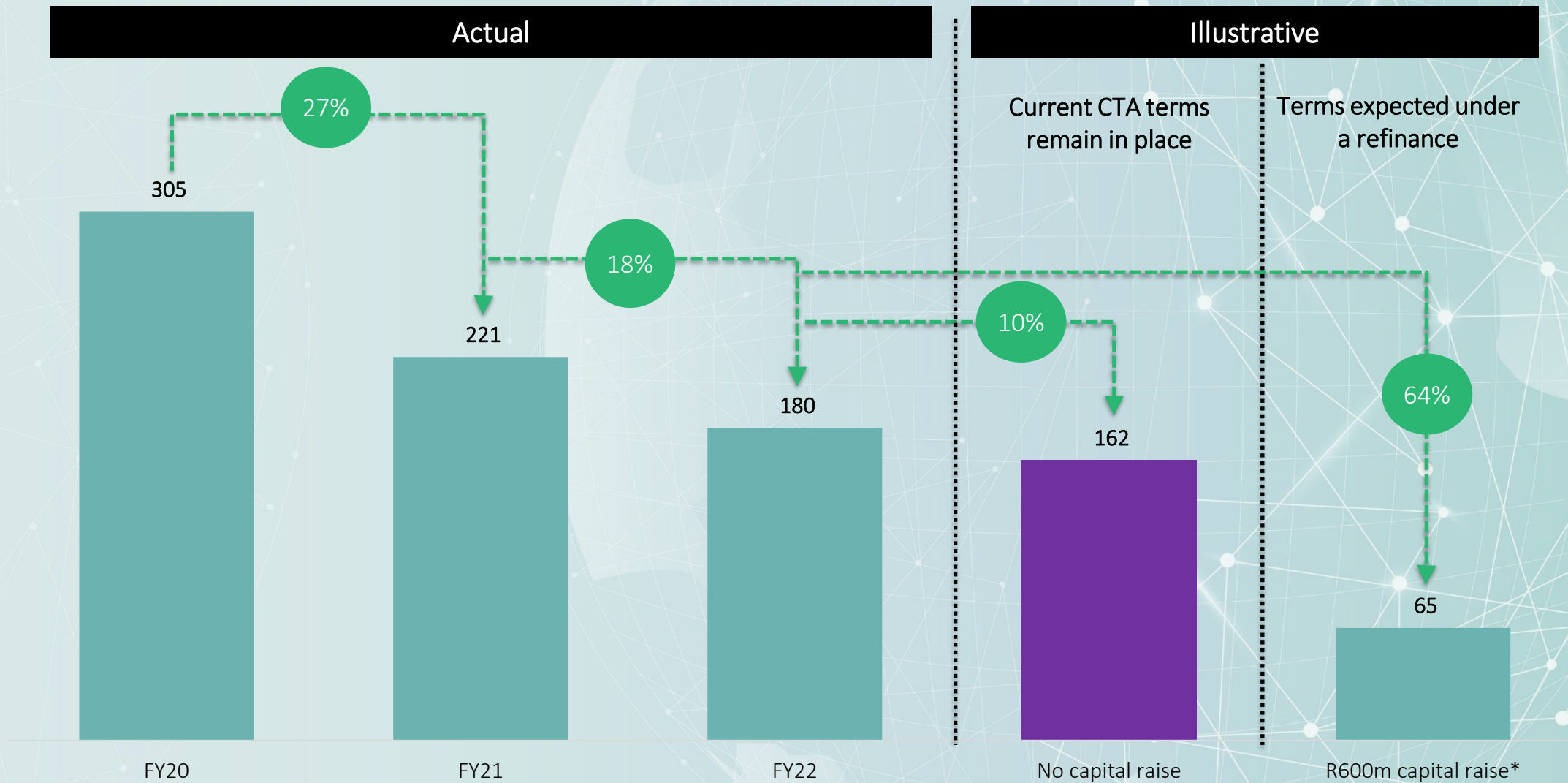


Compliance costs due to improved controls and control framework

Legal Entities



> Cost of debt (R'm)



*For illustrative calculations under refinance, JIBAR was set at 5.725% with a 4.49% margin on the term loan and remaining bridge

> Continuing normalised adjusted EBITDA (R'm)

33% potential increase if property and IT savings were realised at beginning of the year

Normalised EBITDA

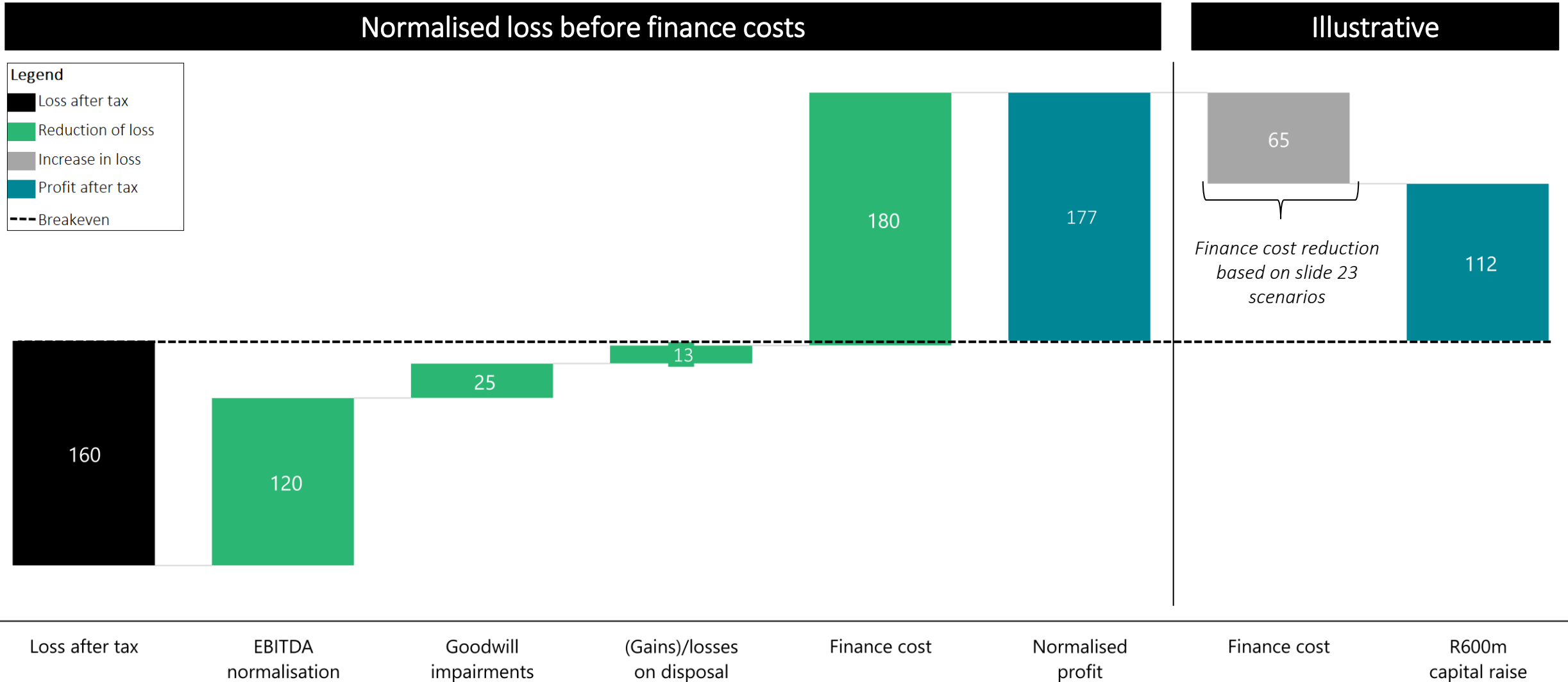
Illustrative



*Only impairment of finance lease receivables have been added back in the normalisation

> Earnings potential of continuing operations (R'm)

Potential increase of 5% in profit after tax margin in the event of a R600m capital raise



> This is what our Business looks like with the correct capital structure



Outlook



> Accelerating the GET era

EOH is now a well-balanced and sustainable business with solid foundation to drive future growth



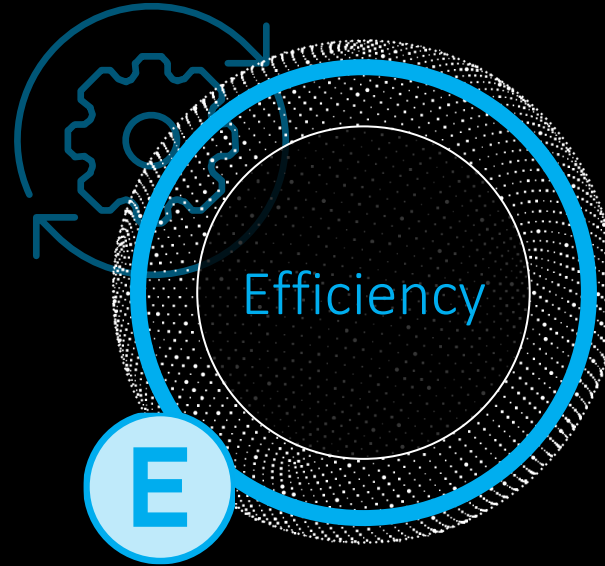
5.5% market share, significant organic growth and cross sell opportunity **5 focussed** business areas

Go-To-Market and top customer focus

Creating **technology through our IP** for offshore expansion

OEM partnership strategy

COO in a box

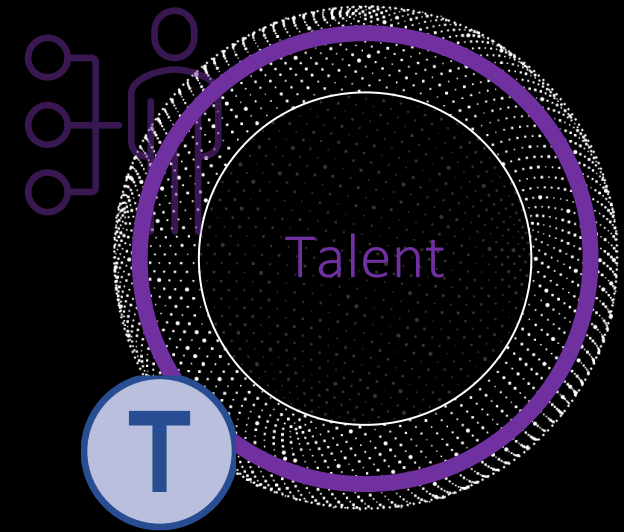


Loss making contracts closed

New ERP launching in November

Pay down **debt**

Leaner corporate structure and property lease portfolio



Talent is a scarce commodity in the digital world

MyNextMove – use opportunity to find sweet spot

Rise Up Academy – encourage upskilling

Post COVID staff well-being initiatives

Pay for performance LTIP in place, proper rewards

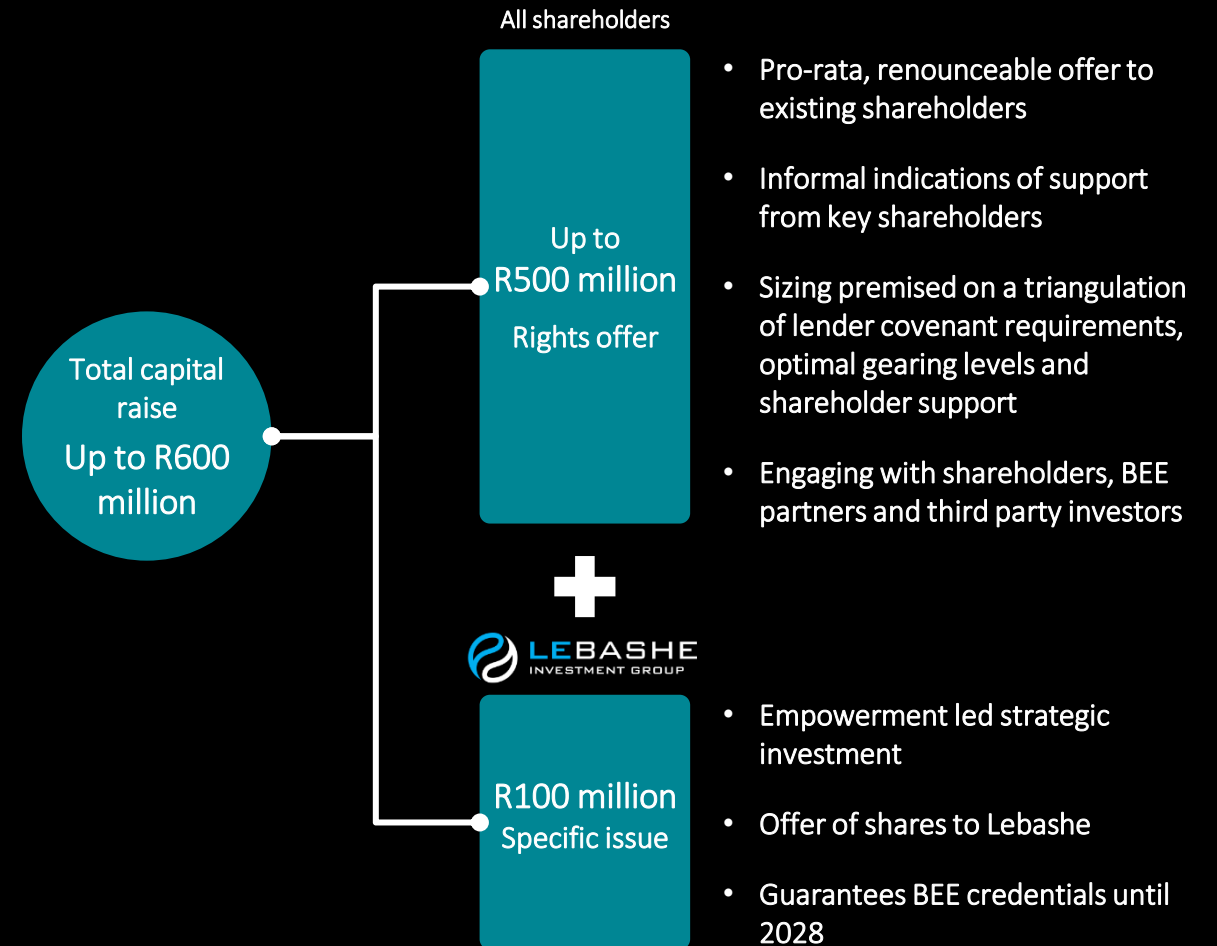
Cultural turnaround having gone through this period together

The proposed equity raise

Our objectives

- 1 Create a sustainable capital structure
- 2 Enhanced strategic empowerment credentials
- 3 Improve earnings through lower interest burden
- 4 Reduce complexity of debt structure
- 5 Create capacity to focus on and invest in growth

Overview of the proposed equity raise



> This is what our Business looks like with the correct capital structure



Thank you

