



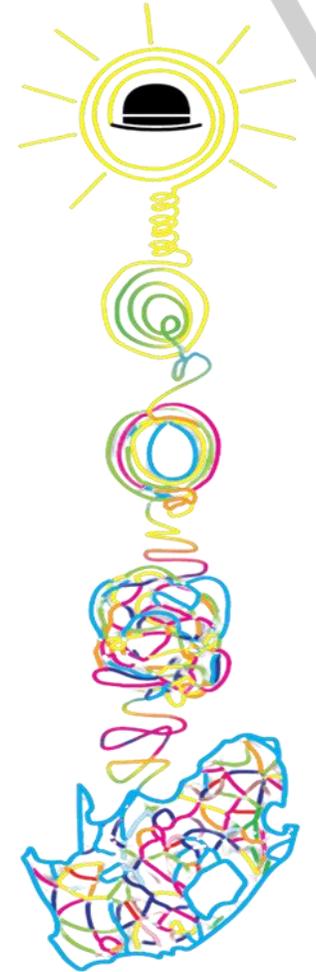
**BOWLER METCALF LIMITED**

# FINAL RESULTS PRESENTATION

June 2023

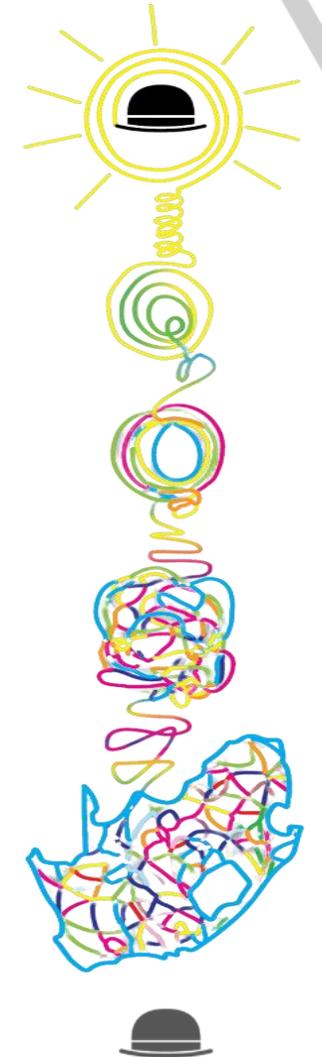
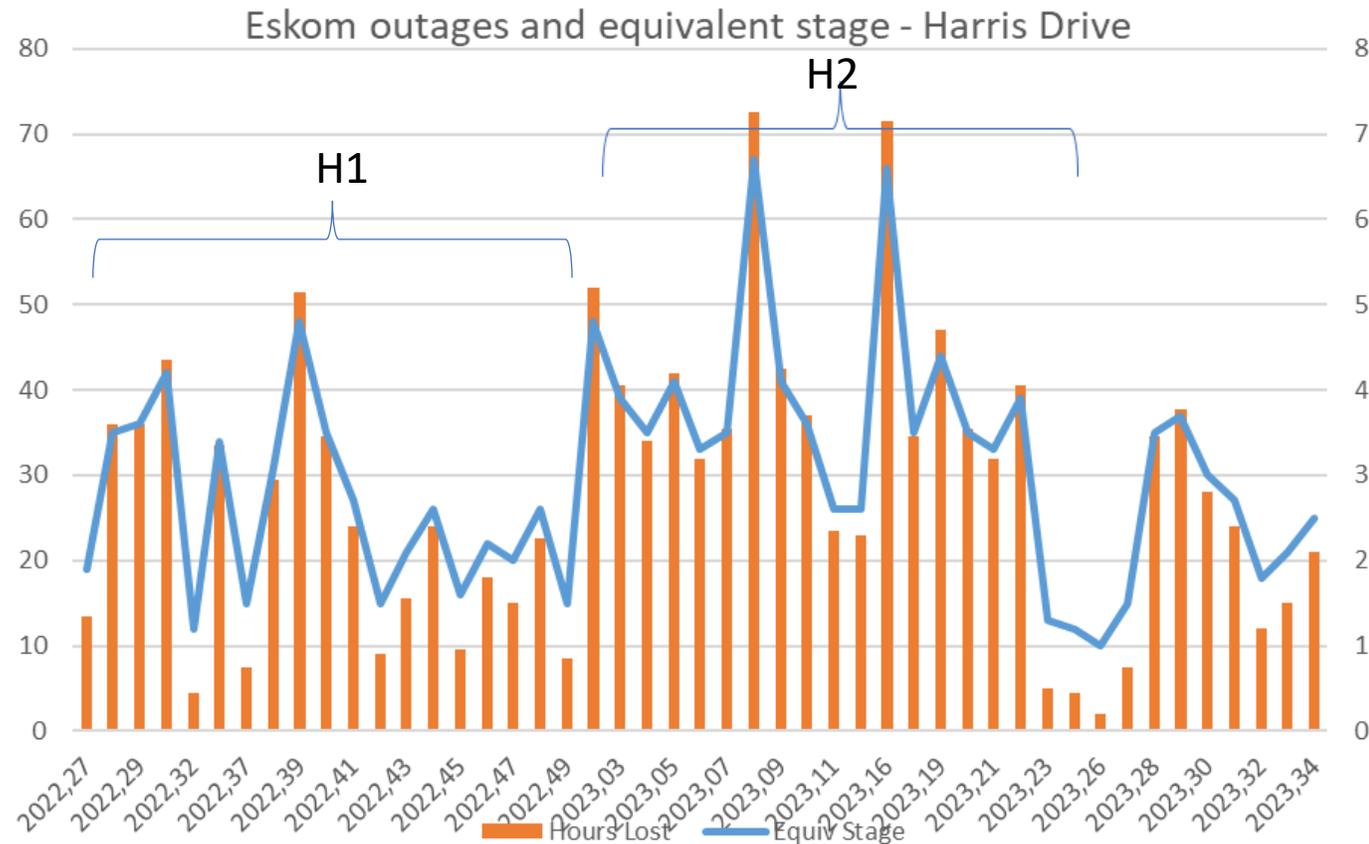
# Agenda

- ❖ Key Insights
- ❖ Group Results, Cash Flow and Dividends
- ❖ Results / Overview / Prospects
  - ❖ Bowler Packaging
  - ❖ Bowler Properties
- ❖ Cash Allocations
- ❖ Questions



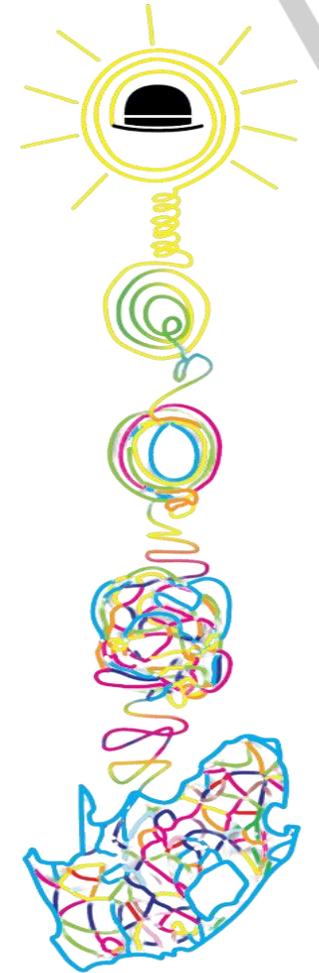
# Key Insights

## ❖ 1st Half FY'23 - Turmoil



# Key Insights (continued)

- ❖ 1st Half FY'23 - Turmoil
- ❖ 2nd Half FY'23 - Adapt
- ❖ Key Business Focus
  - ❖ Operational Alignments
  - ❖ Business Growth
  - ❖ Human Capital Development – Succession, stability and standards
  - ❖ Technology Focus
  - ❖ Energy and Cost Focus

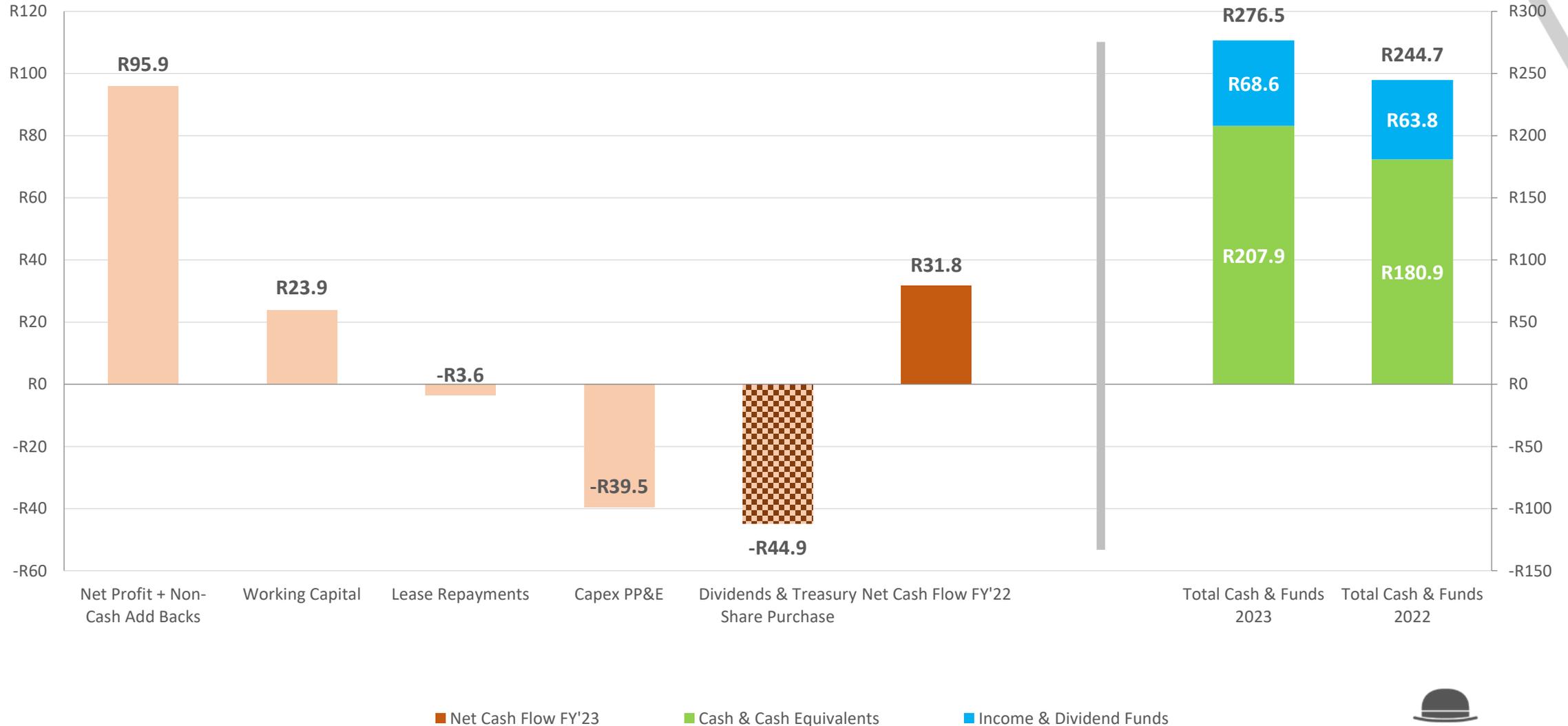


# Group Results

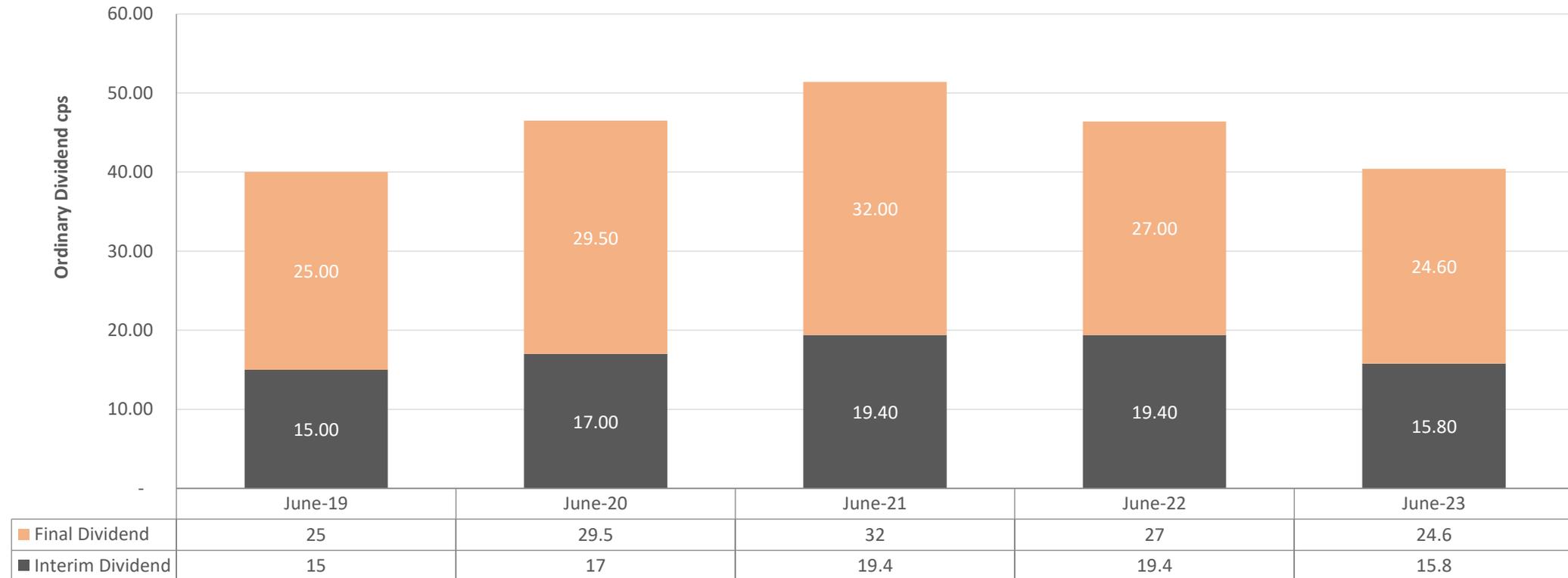
|   | FY'23  | FY'22  |
|---|--------|--------|
| HEPS (cents)  | 102,96 | 116,25 |
| <i>Decrease of 11%...positive contribution from share buy-backs</i> |        |        |
| Headline Earnings (R'm)   | R71,5  | R82,7  |
| <i>Decrease of 13%</i>  |        |        |
| Attributable Profits (R'm)  | R68,7  | R82,7  |
| <i>Decrease of 17%</i>  |        |        |
| - Packaging   | R39,0  | R62,9  |
| - Properties  | R18,6  | R19,3  |
| - Holdings  | R13,8  | R9,5   |
| - Eliminations  | R2,7   | R9,1   |



# Group Cash Flow Summary (R'm)



# Dividend and Treasury Shares



- 13% decrease in total ordinary dividend...in line with HEPS decrease
- Treasury share purchase of R15,3m
  - Continued mop-up
- **Total return to shareholders of R44,9m**

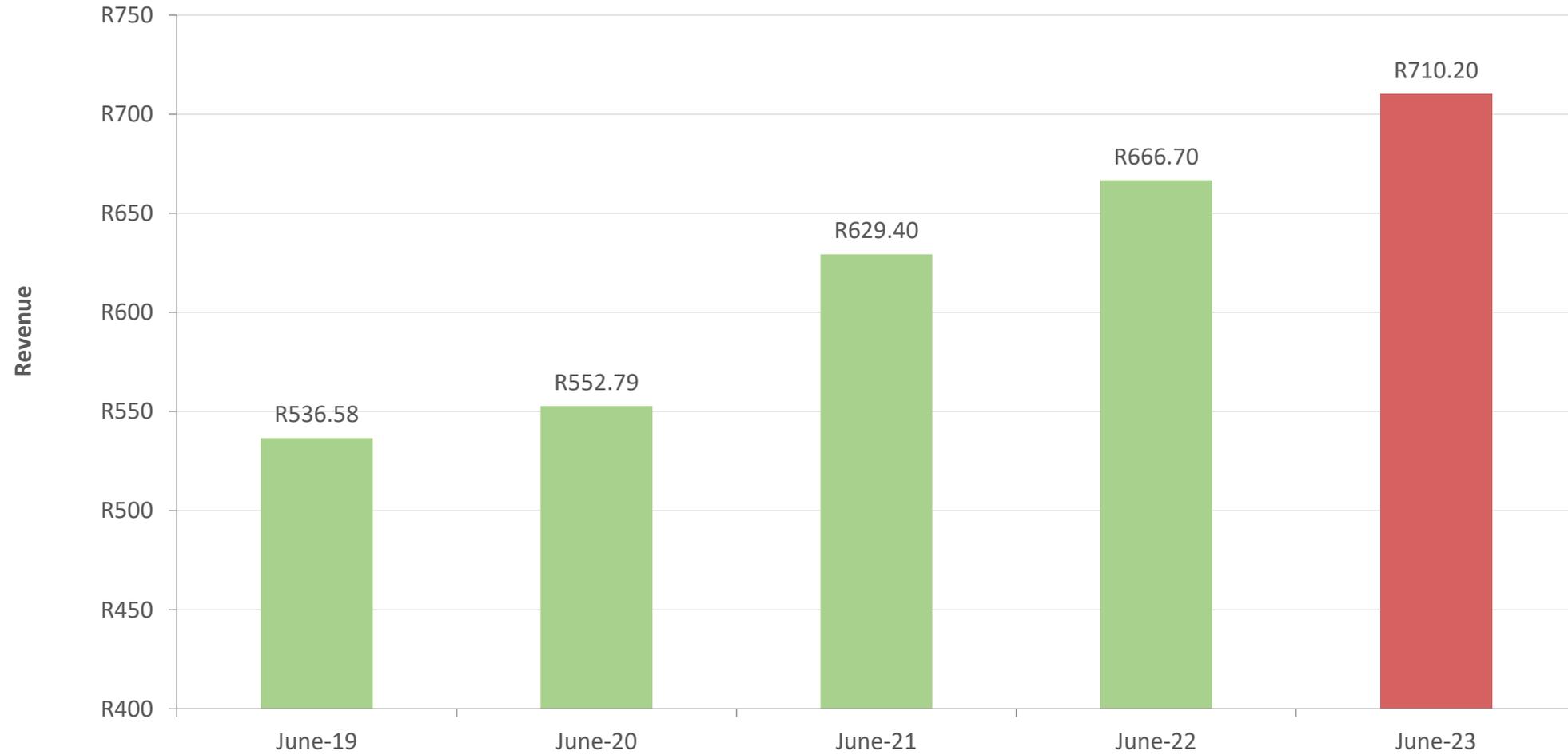




**BOWLER**

# RESULTS AND OVERVIEW

# Packaging Revenue (R'm)



**BOWLER**

# Results

| R'm                    | FY'23 | FY'22            |
|------------------------|-------|------------------|
| Operating Profits      | R51,3 | R77,3<br>(R83,6) |
| <i>Decrease of 33%</i> |       |                  |

- Excluding Skye, effective sales volumes lower than PY
- Margins negatively impacted by:
  - Double digit escalation in Raw Material prices;
  - Loadshedding driven increase in process waste;
  - Double digit escalation in Transport Costs

# Results (continued)

| R'm                    | FY'23 | FY'22            |
|------------------------|-------|------------------|
| Operating Profits      | R51,3 | R77,3<br>(R83,6) |
| <i>Decrease of 33%</i> |       |                  |

- Full year of Skye Operating Costs
- Operating Costs negatively impacted by:
  - Loadshedding disruptions e.g. new labour shift patterns
  - Loadshedding inefficiencies e.g. labour
  - Loadshedding direct costs e.g. electricity (max demand), repairs and maintenance and diesel
- 'Notional cost' of resources stretched to manage the impact and fallout of loadshedding

# Packaging Business Performance

- ❖ **Skye (Catalogue Business)**

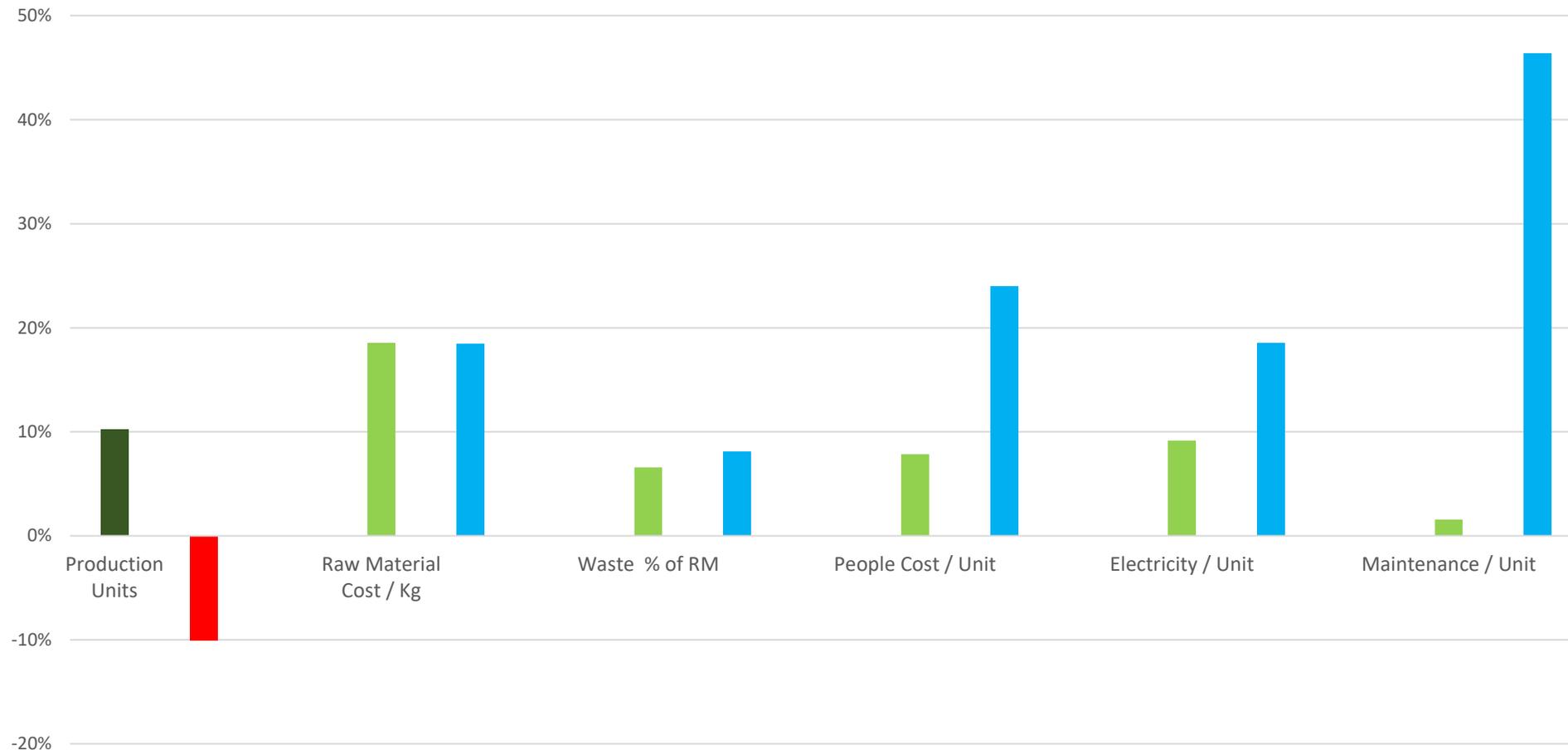
- ❖ Integration process
- ❖ Performance and focus

- ❖ **Bowler Core Business**

- ❖ FMCG dynamics
- ❖ Constrained manufacturing, order backlog
- ❖ H2 recovery
- ❖ Project delays

# Packaging Business Performance (cont.)

❖ Operational Cost variances to budget – changed environment illustration



# For General Information

- ❖ R14mil generator capex – diesel budget R2mil pm
- ❖ BBBEE compliance level 7
- ❖ On March 2, 2022, **the United Nations Environment Assembly (UNEA) voted to formulate an international legally-binding instrument by 2024 to end plastic pollution**
- ❖ EPR phase in , environment officer
- ❖ Plastic Industry setting benchmark employment practices
- ❖ Customer Jitters – BCP thinking , Bowler position

# Packaging Focus FY'24

## ❖ Organic Business Growth

- ❖ Recently secured contracts for next 3 years – R500mil
- ❖ Gauteng and KZN expansion
- ❖ New market product development
- ❖ New Business focus target – 20% of turnover

## ❖ Cost Management

## ❖ Strategic Partnerships

## ❖ Facility Expansions – Gauteng and KZN



**BOWLER METCALF LIMITED**

# BOWLER PROPERTIES

## RESULTS AND OVERVIEW

# Results & Overview

| R'm                     | FY'23 | FY'22 |
|-------------------------|-------|-------|
| Attributable Profits    | R18,6 | R19,3 |
| <i>Decrease of 3,6%</i> |       |       |

- ❖ Roof repairs
  - ❖ FY'23 – actual R2,3m
  - ❖ FY'24 – budget R12
- ❖ Solar installations FY'24 – R 40mil



# Cash Allocations

## ❖ **Properties (R54mil + ?)**

- ❖ Spend on Warehouse expansions – feasibilities underway
- ❖ Roof upgrades (R6-14mil)
- ❖ Solar 3 plants ( 3,4MWp) (R40mil)

## ❖ **Packaging Segment (R100mil)**

- ❖ Project based Capex expansions (R80mil )
- ❖ Packaging segment replacement and upgrade Capex (R15-25m)
- ❖ R&D (R3 mil)

## ❖ **Share Buy Backs (R25mil)**

## ❖ **Acquisition ( opportunity- based )**





BOWLER METCALF LIMITED

# Celebrating Mandela Day

---

3 SA MAST MANDELA DAY #67minute

SA MAST MANDELA DAY



Members at our **Philippi site**, had a lovely time **walking the dogs and giving** them **as much love they needed**. Staff involved were **Lindelwa Ntsume, Charles**, **Jeremy Julius, Wanda Mapikana and Lulama Nkinga**.



BOWLER METCALF LIMITED

# Celebrating Mandela Day

---

BLESS A BABY

#67minutes



s Drive, Clifford Road and Philippi team of ladies went to Bless a Baby for  
n packing special handmade bags called 'Bags of Hope' for the newborn  
l moms who has nothing – giving them hope and love. They assisted with  
delivery ready to be transported for delivery. Employees who participated  
Ann January, Bernadette Capaima, Carmenita Grootboom, Fahiema  
aaida Gallie, Maureen Walters



**BOWLER METCALF LIMITED**

QUESTIONS?



**BOWLER METCALF LIMITED**

THANK YOU