



EOH Annual Results 2015

16 September 2015

*Technology makes it possible...
People make it happen.*



EOH Overview

Technology makes it possible...
People make it happen.





Our EOH Purpose

To provide the technology, knowledge, skills and organisational ability, critical to Africa's development and growth

To be an ethical, relevant force for good and to play a positive role in our society, beyond normal business



EOH at a Glance



Listed in 1998



Leader in technology and knowledge services



Over 10 000 staff



134 locations in SA, 33 African countries and internationally



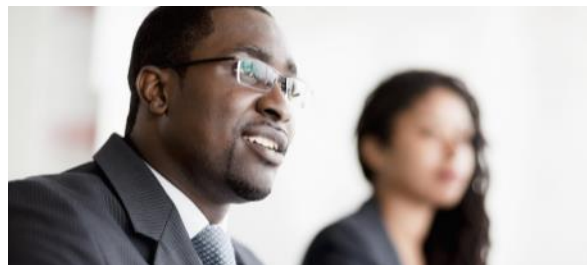
End-to-end offerings



Over 2 000 clients



Over R20 billion market cap



B-BBEE Large Enterprise Level 2



A force for good in society

Best People



To attract, develop and retain the best people led by great leaders

Partner for Life



To nurture lifelong partnerships with our customers and business partners

Right 1st Time



To ensure professional planning and execution and have pride in all we do

Sustainable Transformation



To transform and celebrate diversity

Lead & Grow

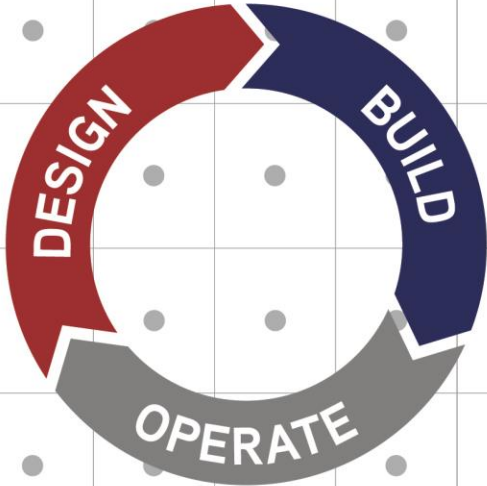


Strive to be #1 in every domain we operate in whilst remaining entrepreneurial

EOH Operating Model



INDUSTRY VERTICALS	Financial Services	Telecommunications	Retail	Manufacturing	Transport and Logistics	Mining	Health	Energy	Water	Local Government	Central Government
KEY BUSINESS AREAS											
Industry Consulting	●	●	●	●	●	●	●	●	●	●	●
IT Management	●	●	●	●	●	●	●	●	●	●	●
IT Applications	●	●	●	●	●	●	●	●	●	●	●
IT Outsourcing	●	●	●	●	●	●	●	●	●	●	●
Industrial Technologies	●	●	●	●	●	●	●	●	●	●	●
Business Process Outsourcing	●	●	●	●	●	●	●	●	●	●	●



EOH Offerings



Applications

Enterprise Applications
Information Management
Information Services
Software Development and Integration
Digital
Own niche applications

IT Management

IT Performance Management and Optimisation
IT Security and Governance
IT Infrastructure
Datacentre and Virtualisation
End User Computing and Mobility
Cloud Services

IT Outsourcing

Applications
Infrastructure
Unified Communications
Network Solutions

Industrial Technologies

Connectivity Infrastructure
Security and Safety
Automation and Control
Energy Infrastructure and Services
Infrastructure Engineering

BPO

Human Capital
Learning and Development
Workplace Health
Customer Services Outsourcing
Legal Services
Health

A truly Pan-African business



EOH is active in 33 African countries

- Algeria
- Angola
- Botswana
- Burkina Faso
- Burundi
- Democratic Republic of Congo
- Congo
- Côte d'Ivoire
- Egypt
- Ethiopia
- Ghana
- Guinea
- Kenya
- Lesotho
- Liberia
- Madagascar
- Malawi
- Mauritius
- Morocco
- Mozambique
- Namibia
- Nigeria
- Rwanda
- Seychelles
- South Africa
- Sierra Leone
- South Sudan
- Sudan
- Swaziland
- Tanzania
- Uganda
- Zambia
- Zimbabwe



Sustainable Transformation Update



- BBEE Status Level 2
- Equity
 - 38.25% black ownership
 - 8.81% black women ownership
- Board Representation
 - 67% black
- Employment Equity
 - 54% black
- BEE Procurement Recognition
 - 156%
- Skills Development
 - Variety of programmes
 - 620 trainees in 2013
 - 600 trainees in 2014
- Enterprise Development
 - 7% of NPAT
- Corporate Social Investments



EMPOWERLOGIC
Your Logical Empowerment Solution

Broad Based Black Economic Empowerment Verification Certificate

Issued to
EOH Holdings Limited and Subsidiaries

Level 2 Contributor

Measured Entity	
Company Name	EOH Holdings Limited and Subsidiaries
Registration Number	1998/014669/06
VAT Number	4180202386
Address	Block D, EOH Business Park Gillooly's View Osborne Lane Bedfordview, 2007

BEE Status	
BBBEE Status Level	Level 2
Element Points Obtained	EO: 22.53 points; MC: 9.35 points; EE: 3.25 points; SD: 10.18 points; PP: 19.27 points; ED: 11 points; SED: 12 points
Black Ownership	38.52% Black Ownership; 8.81% Black Women Ownership
Value Adding Vendor	Yes
BEE Procurement Recognition	125%
Effective BEE Procurement Recognition including Value Adding Vendor status	156%

BEE Procurement Recognition Levels		
Level	Qualification	%
1	≥ 100 Points	135%
2	≥ 85 but < 100	125%
3	≥ 75 but < 85	110%
4	≥ 65 but < 75	100%
5	≥ 55 but < 65	80%
6	≥ 45 but < 55	60%
7	≥ 40 but < 45	50%
8	≥ 30 but < 40	10%
Non-Compliant	<30	0%

<p>Issue Date 30/04/2015</p> <p>Expiry Date 29/04/2016</p> <p>Certificate Number ELC5689-2GENBBICT replacing ELC5689GENBBICT</p> <p>Version Final - Revised - 24/06/2015</p> <p>Applicable Scorecard ICT - Generic</p> <p>Applicable BBBEE Codes ICT Code Gazetted on 6 June 2012</p>	<p>EmpowerLogic (Pty) Ltd Reg. No. : 1995/000523/07 BBBEE Verification Agency</p> <p><i>[Signature]</i> Per E Ackroyd CA(SA) Member - Verification Committee</p> <p>sanas SANAS Accredited</p> <p>BVA018</p>
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This certificate is the result of an independent and impartial verification of the BBBEE status of the measured entity measured against the Codes of Good Practice on Broad Based Black Economic Empowerment. The objective of our verification is to verify the validity and accuracy of the BBBEE status represented by the measured entity. EmpowerLogic is not responsible for ensuring completeness of information provided to support the BBBEE status. This certificate must be validated at www.bbreescorecards.co.za/search/new before reliance is placed thereon. EmpowerLogic does not take

CSI and Enterprise Development



EOH Youth Job Creation Initiative



Afrika Tikkun



Maths Centre



Enterprise Development



Annual Financial Results

for the year ended 31 July 2015

Technology makes it possible...
People make it happen.



EOH

Condensed Consolidated Statement of Comprehensive Income for the year ended 31 July 2015



	31 Jul 2015 (R'000)	31 Jul 2014 (R'000)	% Change
Revenue	9 733 992	7 220 372	35%
Cost of sales	<u>(6 532 019)</u>	<u>(4 631 650)</u>	
Gross profit	<u>3 201 973</u>	<u>2 588 722</u>	
Operating Profit	1 046 605	719 514	
Investment income	37 785	29 676	
Finance costs	(118 799)	(80 434)	
Share of profit from equity accounted inv.	10 736	337	
Net impairment of assets	<u>(25 000)</u>	<u>-</u>	
Profit before taxation	951 873	669 093	42%
Taxation	<u>(259 533)</u>	<u>(176 930)</u>	
Profit for the period	691 794	492 163	41%
Non-controlling interest	<u>(1 102)</u>	<u>(4 555)</u>	
Profit – owners of the parent	<u>690 692</u>	<u>487 608</u>	42%

Condensed Consolidated Statement of Comprehensive Income for the year ended 31 July 2015



	31 Jul 2015	31 Jul 2014	% Change
Total shares in issue ('000)	132 039	118 653	
Weighted average shares in issue ('000)	123 031	109 086	
Diluted shares in issue ('000)	129 271	116 587	
EPS (cents)	561	447	26%
Diluted EPS (cents)	534	418	28%
HEPS (cents)	576	447	29%
Diluted HEPS (cents)	548	418	31%

Condensed Consolidated Statement of Financial Position as at 31 July 2015



ASSETS	31 Jul 2015 (R'000)	31 Jul 2014 (R'000)
Non-current assets		
Property, plant and equipment	412 159	404 572
Goodwill and intangible assets	2 989 582	2 001 181
Finance lease receivables	130 459	114 462
Other financial assets	18 437	3 676
Deferred taxation assets	107 337	212 021
Equity accounted investments	351 852	2 090
Current assets		
Inventories	195 665	142 221
Finance lease receivables	86 955	66 136
Other financial assets	61 467	61 017
Current tax receivable	47 955	26 031
Trade and other receivables	2 307 021	1 588 132
Cash and cash equivalents	1 663 818	1 064 522
Total Assets	8 372 707	5 686 061

Condensed Consolidated Statement of Financial Position as at 31 July 2015



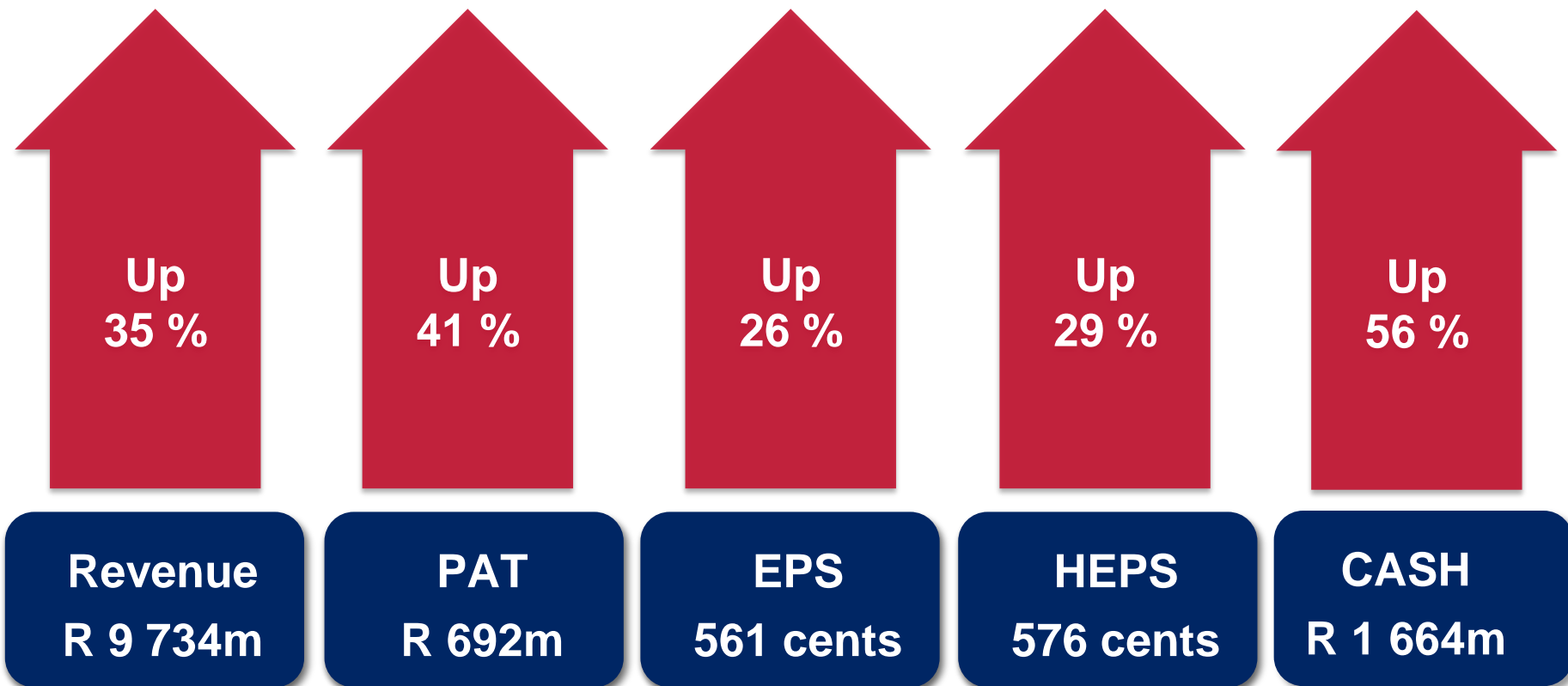
	31 Jul 2015 (R'000)	31 Jul 2014 (R'000)
EQUITY AND LIABILITIES		
Equity attributable to owners of the parent	4 499 952	2 618 163
Non-controlling interest	8 672	10 647
Total equity	4 508 624	2 628 810
Non-current liabilities		
Finance lease obligations	21 010	40 820
Other financial liabilities	1 068 477	730 007
Deferred taxation liabilities	137 930	169 249
Current liabilities		
Trade and other liabilities	2 314 814	1 694 752
Deferred revenue	264 508	372 958
Current taxation payable	57 344	49 465
Total equity and liabilities	8 372 707	5 686 061

Condensed Consolidated Statement of Cash Flows for the year ended 31 July 2015

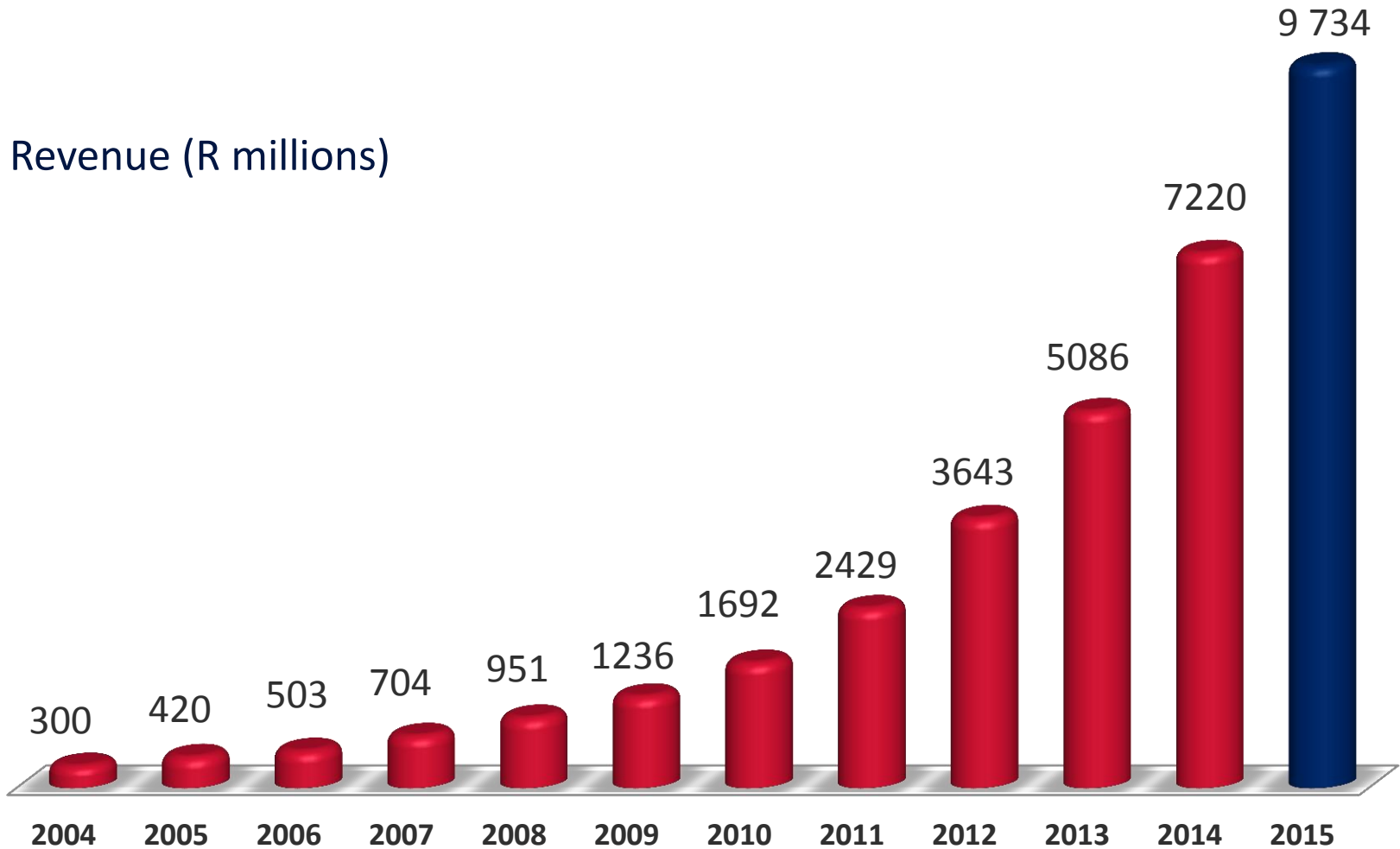


	31 Jul 2015 (R'000)	31 Jul 2014 (R'000)
Cash generated by operating activities	908 567	718 891
Investment income	37 571	29 676
Finance costs	(117 549)	(80 434)
Taxation paid	(301 143)	(260 695)
Net cash inflow from operating activities	527 446	407 438
Net cash (outflow) from investing activities	(326 865)	(343 322)
Net cash inflow /outflow from financing activities	398 093	347 301
Net cash movement for period	598 674	411 417
Cash at beginning of period	1 064 522	653 007
Effects of exchange rate fluctuations	622	98
Cash at end of period	1 663 818	1 064 522

Final Results: FY2015



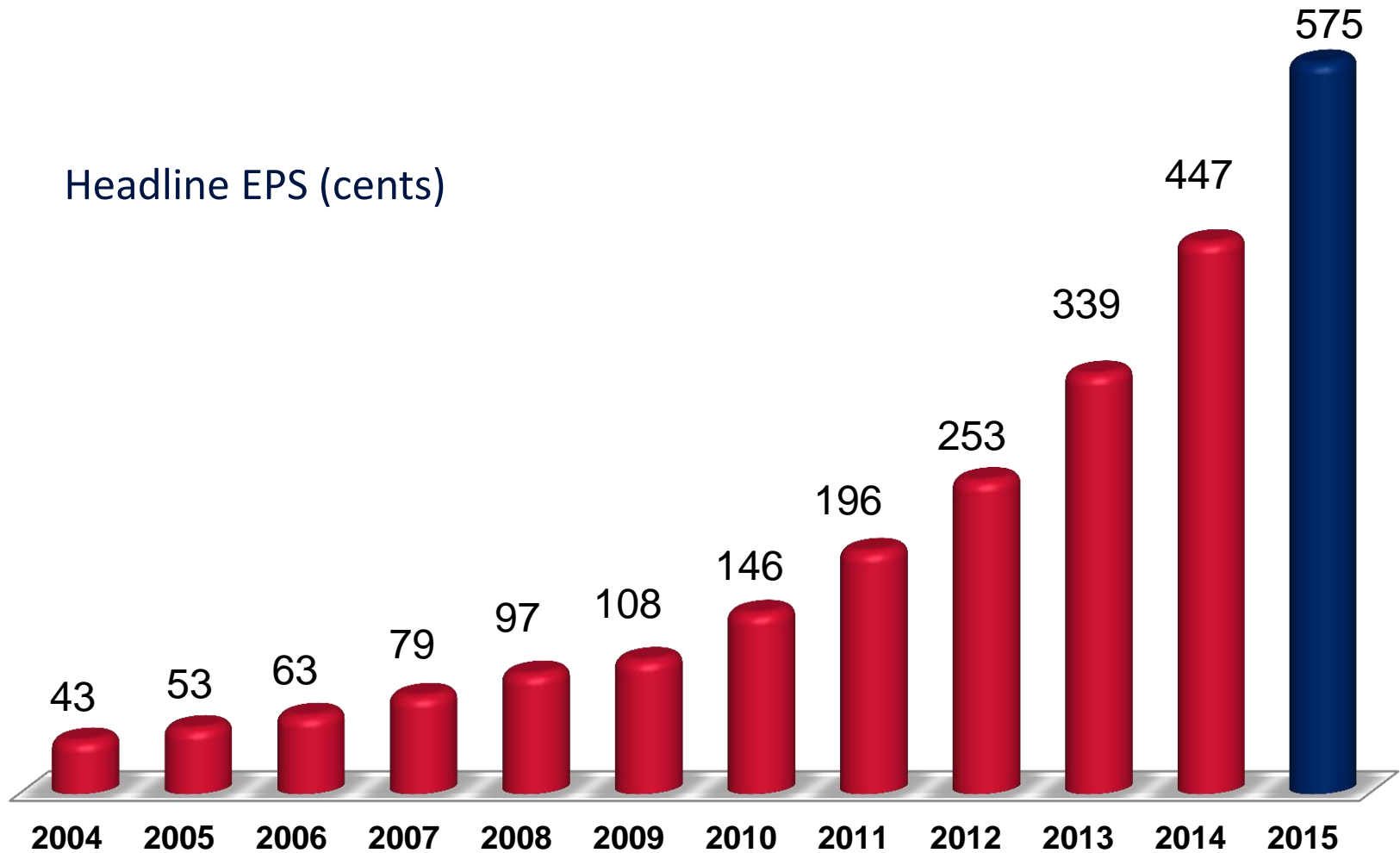
Revenue Growth for the year ended 31 July 2015



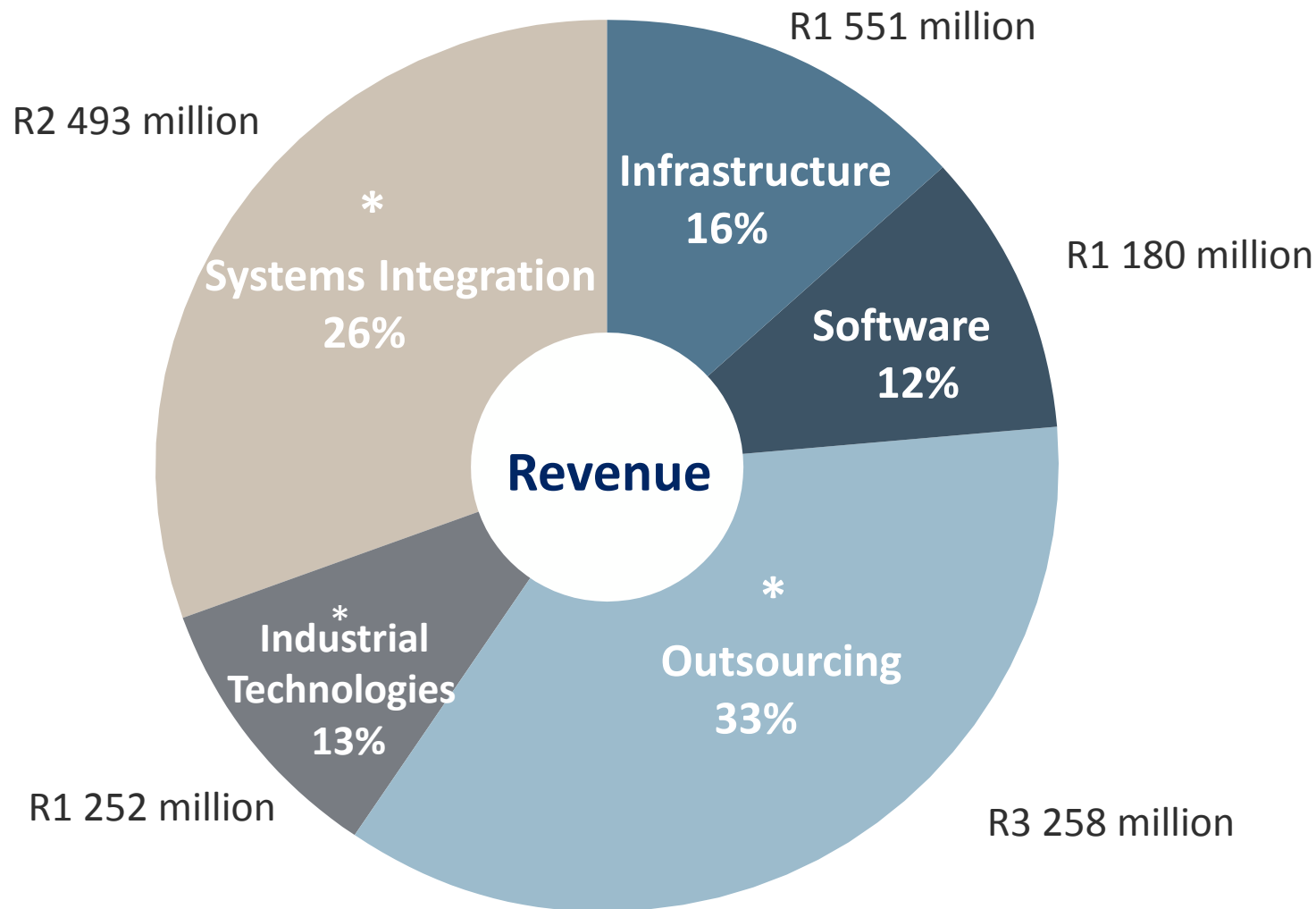
Earnings Growth for the year ended 31 July 2015



Headline EPS (cents)



Reporting Segments for the year ended 31 July 2015



*** Total services revenue R7 003 million**

ЕООН

The image displays the Cyrillic acronym "ЕООН" (EON) in a bold, dark blue, sans-serif font. The letter "О" is the central focus and is significantly larger than the "Е" and "Н". Three red triangles are positioned around the "О": one pointing upwards from its top center, and two pointing downwards from its bottom-left and bottom-right corners, respectively. The "Е" and "Н" are also in the same dark blue color and font style.