

## AMALGAMATED TELECOM HOLDINGS LIMITED (ATH) FINANCIAL ANALYSIS FOR THE YEARS ENDING 30 JUNE 2019 - 2023

| Statement of Financial Performance - for the financial year ended 30th June  |                          |             |             |             |             |  |  |
|--|--------------------------|-------------|-------------|-------------|-------------|--|--|
|  | 2019                     | 2020        | 2021        | 2022        | 2023        |  |  |
|  | \$                       | \$          | \$          | \$          | \$          |  |  |
| Revenue  | 523,950,000              | 675,947,000 | 579,765,000 | 640,654,000 | 960,392,00  |  |  |
| Other Operating revenue  | 19,395,000               | 5,960,000   | 11,166,000  | 10,021,000  | 12,826,00   |  |  |
| Total Revenue  | 543,345,000              | 669,987,000 | 590,931,000 | 650,675,000 | 973,218,000 |  |  |
| Net profit before tax  | 102,573,000              | 70,416,000  | 54,744,000  | 69,125,000  | (2,949,000  |  |  |
| Income tax Expense   | 27,549,000               | 27,062,000  | 13,370,000  | 13,271,000  | 7,786,000   |  |  |
| Net Profit after tax   | 75,024,000               | 43,354,000  | 41,374,000  | 55,854,000  | 4,837,000   |  |  |
| Extraordinary item after tax   |                          |             |             |             |             |  |  |
| Net Profit after tax & Extraordinary item                                    | 75,024,000               | 43,354,000  | 41,374,000  | 55,854,000  | 4,837,000   |  |  |
| OEI in net profit and extraordinary items after income tax                   | 897,000                  | (6,751,000) | (1,036,000) | (2,291,000) | 9,919,000   |  |  |
| Net profit after Extraord. items and Income tax                              | 75,921,000               | 36,603,000  | 40,338,000  | 53,563,000  | 14,756,000  |  |  |
| attributable to members of the company<br>Retained Profit at Beginning       | 176.150.000              | 208.004.000 | 224.335.000 | 238.938.000 | 264.184.00  |  |  |
| 1% Transitional tax on undistributed profits                                 | -                        | -           | -           | -           |             |  |  |
| Increase (Decrease) in equity/non-controlling interests                      | -                        |             | -           | -           |             |  |  |
| Other Comprehensive Income<br>Adjustments for share of profit from associate |                          | -           | -           | -           |             |  |  |
| Total available for appropriation  | 176,150,000              | 208,004,000 | 224,335,000 | 238,938,000 | 264,184,00  |  |  |
| Ordinary dividend provided for   | 10,553,000               | 2,060,000   | -           | 9,572,000   | 21,537,000  |  |  |
| Preference dividend provided for   | -                        | -           | -           | -           |             |  |  |
| Transfer to general reserves   | -                        | -           | -           | -           |             |  |  |
| Other Comprehensive Income<br>Total appropriations                           | 42,407,000<br>52,960,000 | 14,271,000  | 14,603,000  | 34,818,000  | 11,681,00   |  |  |
|  |                          | 16,331,000  | 14,603,000  | 25,246,000  |             |  |  |
| Retained profit at year end  | 208,004,000              | 224,335,000 | 238,938,000 | 264,184,000 | 254,328,00  |  |  |

| Amalgamated Telecom Holdings Limited                        |               |               |               |                         |               |  |
|---|---------------|---------------|---------------|-------------------------|---------------|--|
| Statement of Financia                                       |               |               |               |                         |               |  |
|   | 2019          | 2020          | 2021          | 2022                    | 2023          |  |
| Current Assets  | \$            | \$            | \$            | \$                      | \$            |  |
| Cash Assets   | 80,276,000    | 92,223,000    | 100,334,000   | 116,302,000             | 201,300,000   |  |
| Trade receivables   | 103,929,000   | 102,717,000   | 87,989,000    | 86,295,000              |               |  |
| Other receivables   | 16,958,000    | 15,938,000    | 24,035,000    | 43,842,000              | 55,927,000    |  |
| Inventories   | 36,790,000    | 37,808,000    | 31,982,000    | 58,826,000              | 68,204,000    |  |
| Debt investment securities                                  | 30,778,000    | 19,988,000    | 15,295,000    | 18,315,000              |               |  |
| Other assets (M-Paisa Trust a/c)                            | 34,959,000    | 34,862,000    | 37,120,000    | 74,915,000              | 74,960,000    |  |
| Total current assets  | 303,690,000   | 303,536,000   | 296,755,000   | 398,495,000             | 527,083,000   |  |
|   | 303,030,000   | 303,330,000   | 230,735,000   | 550,455,000             | 527,005,000   |  |
| Non-currents assets   |               |               |               |                         |               |  |
| Property, plant and equipment                               | 563,465,000   | 622,872,000   | 697,404,000   | 759,297,000             | 974,563,000   |  |
| Long-term investment  | 2,797,000     | 3,116,000     | 2,783,000     | 2,741,000               | 2,835,000     |  |
| Deferred Tax Assets   | 8,849,000     | 11,339,000    | 15,454,000    | 30,366,000              | 68,490,000    |  |
| Intangible assets   | 207,445,000   | 187,563,000   | 177,257,000   | 181,060,000             |               |  |
| Right of use assets   | 44,452,000    | 75,020,000    | 88,561,000    | 94,869,000              | 134,717,000   |  |
| Other   | 2,586,000     | 2,984,000     | 2,957,000     | 3,059,000               | 3,025,000     |  |
| Total non-current assets                                    | 829,594,000   | 902,894,000   | 984,416,000   | 1,071,392,000           | 1,367,165,000 |  |
| Total Assets  | 1,133,284,000 | 1,206,430,000 | 1,281,171,000 | 1,469,887,000           | 1,894,248,000 |  |
|   |               |               |               |                         |               |  |
|   |               |               |               |                         |               |  |
| Current liabilities<br>Trade payables                       | 159,285,000   | 144,439,000   | 221,745,000   | 169,478,000             | 216,027,000   |  |
| Other payables and accruals                                 | 44,761,000    | 42,677,000    | 44.600.000    | 113.641.000             | 77,485,000    |  |
| Current tax liabilities                                     | 5.937.000     | 3,601,000     | 44,800,000    | 9.672.000               |               |  |
| Term loan - secured   | 22,886,000    | 40,411,000    | 59,401,000    | 9,672,000               | 69,490,000    |  |
| Bank overdraft  | 18,701,000    | 22,201,000    | 20,983,000    | 4,222,000               | 649,000       |  |
| Provisions  | 19,323,000    | 7,666,000     | 4,746,000     | 5,158,000               | 7,283,000     |  |
| Other (e-value in circulation & IRU Lease)                  | 34,959,000    | 34.862.000    | 37,120,000    | 74,915,000              | 74,960,000    |  |
| Contingent consideration payable                            | 34,939,000    | 54,002,000    | 57,120,000    |                         | 74,500,000    |  |
| Lease Liabilities   | 4.451.000     | 5.044.000     | 6.484.000     | 14,418,000<br>9,875,000 | 15.849.000    |  |
| Put Liability   | 4,451,000     | 5,044,000     | 0,484,000     | 5,875,000               | 65,065,000    |  |
| Total Current liabilities                                   | 310,303,000   | 300,901,000   | 395,385,000   | 490,170,000             | 548,151,000   |  |
|   | 510,505,000   | 500,501,000   | 355,505,000   | 450,170,000             | 540,151,000   |  |
| Non-current liabilities                                     |               |               |               |                         |               |  |
| Term loan - secured   | 290,222,000   | 307,176,000   | 226,189,000   | 256,701,000             | 580,106,000   |  |
| - unsecured   | 6,485,000     | 2,585,000     | -             | -                       | -             |  |
| Deferred tax liabilities                                    | 34,180,000    | 32,520,000    | 29,190,000    | 26,618,000              | 12,861,000    |  |
| Provisions  | 583,000       | 183,000       | 393,000       | 685,000                 | 466,000       |  |
| Other (Trade & Other Payables, Deferred Income & IRU Lease) | 3,890,000     | 40,757,000    | 16,646,000    | 4,100,000               | 6,111,000     |  |
| Lease Liabilities   | 28,089,000    | 56,262,000    | 63,637,000    | 68,825,000              | 68,163,000    |  |
| Total non-current liabilities                               | 363,449,000   | 439,483,000   | 336,055,000   | 356,929,000             | 667,707,000   |  |
| Total liabilities   | 673,752,000   | 740,384,000   | 731,440,000   | 847,099,000             | 1,215,858,000 |  |
| NET ASSETS  | 459,532,000   | 466,046,000   | 549,731,000   | 622,788,000             | 678,390,000   |  |
|   |               |               |               |                         |               |  |
| Equity  |               |               |               |                         |               |  |
| Contributed equity  | 107,600,000   | 107,600,000   | 159,214,000   | 220,570,000             | 220,570,000   |  |
| Reserves  | -             | -             | 4,519,000     | 4,519,000               | (2,417,000)   |  |
| Other equity reserve  | -             | -             | -             | (6,327,000)             | (32,767,000)  |  |
| Foreign Currency translation reserve                        | (284,000)     | (5,519,000)   | (1,812,000)   | (4,054,000)             | 6,512,000     |  |
| Retained profits/accumulated losses                         | 208,004,000   | 224,335,000   | 238,938,000   | 264,184,000             | 254,328,000   |  |
| Equity attributable to members                              | 315,320,000   | 326,416,000   | 400,859,000   | 478,892,000             | 446,226,000   |  |
| OEI in Controlled Entities                                  |               |               |               |                         |               |  |
| Contributed equity  | 144,212,000   | 139,630,000   | 148,872,000   | 143,896,000             | 232,164,000   |  |
| Reserves  | 144,212,000   | 135,030,000   | 140,072,000   | 143,030,000             | 232,104,000   |  |
| Reserves<br>Retained profits/accumulated losses             |               | -             |               |                         |               |  |
| Total outside equity interest in controlled entities        | 144,212,000   | 139,630,000   | 148,872,000   | 143,896,000             | 232,164,000   |  |
| TOTAL EQUITY  | 459,532,000   | 466,046,000   | 549,731,000   | 622,788,000             | 678,390,000   |  |

|   |  | 2019          | 2020          | 2021             | 2022          | 2023          |  |
|---|--|---------------|---------------|------------------|---------------|---------------|--|
|   |  |               |               | Inflows/Outflows |               |               |  |
| 1 | Cash flows from operating activities                             | \$            | \$            | \$               | \$            | \$            |  |
|   | Receipts from customers  | 544,591,000   | 717,253,000   | 645,748,000      | 687,432,000   | 948,131,000   |  |
|   | Payment to suppliers and employees                               | (369,435,000) | (518,152,000) | (441,343,000)    | (507,746,000) | (753,399,000) |  |
|   | Dividend received  | 267,000       |               | -                | -             | -             |  |
|   | Interest received  | 3,021,000     | 2,845,000     | 1,494,000        | 917,000       | 3,820,000     |  |
|   | Borrowing costs (Interest paid)                                  | (11,068,000)  | (21,722,000)  | (20,573,000)     | (20,905,000)  | (35,053,000)  |  |
|   | Income tax paid  | (27,026,000)  | (32,200,000)  | (23,955,000)     | (20,401,000)  | (29,942,000)  |  |
|   | Royalty Proceeds   | -             |               | -                | -             | -             |  |
|   | Tax on undistributed profits paid                                | -             | -             | -                | -             | -             |  |
|   | Payments relating to extraord. item                              | -             | -             | -                | -             | -             |  |
|   | Net cash provided by operating activities                        | 140,350,000   | 148,024,000   | 161,371,000      | 139,297,000   | 133,557,000   |  |
|   |  |               |               |                  |               |               |  |
|   | Cash flows from investing activities<br>Fixed asset acquisitions | (150.472.000) | (124.385.000) | (134.784.000)    | (188.952.000) | (275 564 000) |  |
|   | Payment for business acquisition                                 | (150,472,000) | (124,385,000) | (134,/84,000)    | (188,952,000) | (375,564,000) |  |
|   | Proceeds from sale of fixed assets                               | 676.000       | 1.927.000     | 370.000          | 1.313.000     | 4,332,000     |  |
|   | Payment for Held-to-maturity investments                         | 676,000       | 1,927,000     | 570,000          | 1,515,000     | 4,552,000     |  |
|   | Interest received  |               |               | -                | -             | -             |  |
|   | Payment for Intangibles  | (504.000)     | (4.021.000)   | (2.153.000)      | (4.405.000)   | (13,877,000)  |  |
|   | Redemption of Held-to-maturity investments                       | 20,767,000    | 10,790,000    | 11.316.000       | (2,993,000)   | 13,764,000    |  |
|   | Acquisition of subsidiary companies, net of cash acquired        | (92,361,000)  | 10,750,000    | 11,510,000       | (2,333,000)   | (1,592,000)   |  |
|   | Other  | (52,501,000)  |               |                  |               | (1,552,000)   |  |
|   | other  |               |               |                  |               |               |  |
|   | Net cash provided by investing activities                        | (221.894.000) | (115,689,000) | (125.251.000)    | (195.037.000) | (372.937.000) |  |
| 1 |  | ,,,           | (//           |                  |               |               |  |
|   | Cash flows from financing activities                             |               |               |                  |               |               |  |
|   | Dividends paid to equity holders                                 | -             | -             | -                | (2,533,000)   | (16,611,000)  |  |
|   | Dividends paid to non-controlling interests                      | (41,923,000)  | (39,437,000)  | (16,365,000)     | (16,932,000)  | (36,460,000)  |  |
|   | Repayment of borrowings & Finance Lease                          | (52,527,000)  | (47,123,000)  | (59,339,000)     | (44,429,000)  | (47,071,000)  |  |
|   | Proceeds from borrowings   | 191,301,000   | 67,904,000    | 8,134,000        | 103,048,000   | 334,708,000   |  |
|   | Payment of lease liabilities                                     | (3,542,000)   | (4,765,000)   | (6,622,000)      | (10,652,000)  | (12,915,000)  |  |
|   | Proceeds from share issue  | -             | -             | 51,614,000       | 61,356,000    | 110,646,000   |  |
|   |  |               |               |                  |               |               |  |
|   | Net cash provided by financing activities                        | 93,309,000    | (23,421,000)  | (22,578,000)     | 89,858,000    | 332,297,000   |  |
|   | Net increase (decrease) in cash held                             | 11,765,000    | 8,914,000     | 13,542,000       | 34,118,000    | 92,917,000    |  |
|   | Cash at beginning of year  | 48,791,000    | 61,499,000    | 70,022,000       | 79,351,000    | 112,080,000   |  |
|   | Effects of exchange rate changes on cash                         | 943,000       | (391,000)     | (4,213,000)      | (1,389,000)   | (4,346,000)   |  |
| L | Addition in cash from acquisition of shares in subsidiary        | -             |               | -                | -             | -             |  |
|   | Cash at end of year  | 61,499,000    | 70,022,000    | 79,351,000       | 112,080,000   | 200,651,000   |  |
| L |  |               |               |                  |               |               |  |

Amalgamated Telecom Holdings Limited ht of Cash Flows - for the financial year end 60

| Profitability & Return Ratios |                                   |   |  |   |  |
|-------------------------------|-----------------------------------|---|--|---|--|
| Mar-19                        | Mar-20                            | Mar-21  | Mar-22   | Jun-23  |  |
| 16.33                         | 9.30                              | 7.53  | 8.97   | 0.71  |  |
| 10.93                         | 8.30                              | 6.37  | 6.90   | 2.95  |  |
| 21.26                         | 13.39                             | 12.77   | 14.35  | 5.17  |  |
| 14.32                         | 6.41                              | 7.14  | 8.72   | 0.50  |  |
|                               | Mar-19<br>16.33<br>10.93<br>21.26 | Mar-19 Mar-20   16.33 9.30   10.93 8.30   21.26 13.39 | Mar-19 Mar-20 Mar-21   16.33 9.30 7.53   10.93 8.30 6.37   21.26 13.39 12.77 | Mar-19 Mar-20 Mar-21 Mar-22   16.33 9.30 7.53 8.97   10.93 8.30 6.37 6.90   21.26 11.39 12.77 14.35 |  |

| Liquidity & Working Capital Ratios |        |        |        |        |        |
|------------------------------------|--------|--------|--------|--------|--------|
| Year to                            | Mar-19 | Mar-20 | Mar-21 | Mar-22 | Jun-23 |
| Current Ratio (times)              | 0.98   | 1.01   | 0.75   | 0.81   | 0.96   |
| Quick Ratio (times)                | 0.92   | 0.95   | 0.71   | 0.70   | 0.84   |
| Inventory turnover (times)         | 17.27  | 18.12  | 16.61  | 14.11  | 15.12  |
| Days Stock Held (days)             | 21     | 20     | 22     | 26     | 24     |
| Days Debtors (days)                | 53     | 56     | 60     | 50     | 39     |
| Days Creditors (days)              | 79     | 82     | 115    | 111    | 73     |
| Solvency Ratio                     | 0.22   | 0.21   | 0.21   | 0.20   | 0.14   |

| Capital & Debt Structure Ratios |        |        |        |        |        |  |
|---------------------------------|--------|--------|--------|--------|--------|--|
| Year to                         | Mar-19 | Mar-20 | Mar-21 | Mar-22 | Jun-23 |  |
| Net Debt to Equity (%)          | 56.15  | 60.11  | 37.52  | 37.48  | 66.18  |  |
| Gearing (%)                     | 267.27 | 265.86 | 196.37 | 191.77 | 245.70 |  |
| Debt to Gross Cashflow (yrs)    | 2.41   | 2.52   | 1.90   | 2.51   | 4.87   |  |

| Market Performance Ratios   |        |        |        |        |        |
|-----------------------------|--------|--------|--------|--------|--------|
| Year to                     | Mar-19 | Mar-20 | Mar-21 | Mar-22 | Jun-23 |
| Earning Per Share (cents)   | 17.77  | 10.27  | 9.24   | 11.67  | 1.01   |
| Price/Earning Ratio (times) | 18.45  | 25.12  | 19.70  | 15.34  | 194.92 |
| Dividend Per Share (cents)  | 2.50   | 0.00   | 0.00   | 2.00   | 4.50   |
| Dividend Yield (%)          | 0.76   | 0.00   | 0.00   | 1.12   | 2.28   |
| NT Asset Per Share (\$)     | 0.60   | 0.66   | 0.83   | 0.92   | 1.03   |
| Cashflow Per Share (\$)     | 0.33   | 0.35   | 0.36   | 0.29   | 0.28   |

| Stock Market Information  |           |           |           |         |         |
|---|-----------|-----------|-----------|---------|---------|
| Year to   | Mar-19    | Mar-20    | Mar-21    | Mar-22  | Jun-23  |
| Last Sale Price   | 3.28      | 2.58      | 1.82      | 1.79    | 1.97    |
| 52 Week: Low (\$)   | 2.28      | 2.58      | 1.80      | 1.69    | 1.75    |
| High (\$)   | 3.28      | 3.34      | 2.58      | 1.84    | 2.18    |
| No. of Trades   | 156       | 188       | 155       | 158     | 193     |
| Volume of Share Traded  | 467,537   | 1,901,307 | 1,156,779 | 207,011 | 250,154 |
| Value of Shares Traded (\$)                                     | 1,418,635 | 5,713,836 | 2,258,513 | 350,146 | 464,446 |
| Market Capitalisation (\$m)                                     | 1,384.50  | 1,089.03  | 815.20    | 856.68  | 942.82  |
| ATH has changed its financial year from March to June from year | 2022      |           |           |         |         |

ATH has changed its financial year from March to June from year 2023





