



## Investor proposition

### Track record

- 41-year history as leading ICT and power electronics group in southern Africa

### Management

- Decentralised management with proven track record

### Competitive edge

- Leading market positions in most activities
- Exclusive relationships with leading multi-nationals including ABB, NCR, Xerox, Alcatel, Arrow and Axalto

### Financial strengths

- Strong financial controls
- Strong balance sheet
- Strong revenue growth driven by key acquisitions and organic growth
- Operating profit growth to over R1 billion this year
- Increasing percentage of annuity-based business in the group

### Risk profile

- Manages risk through diversified sector involvement
- Conservative acquisition policy
- High cash generation
- Strong internal controls

### Good governance

- Record of sound corporate governance
- Responsible and transparent disclosure
- Listed on the JSE Social Responsibility Investment Index