



QUARTELY TRADING UPDATE

| | Q3 2022/2023 <u>Apr 2023 to Jun 2023</u> | Q3 2021/2022 <u>Apr 2022 to Jun 2022</u> |
|-----------------------|--|--|
| Conductor tonnes sold | 659 | 680 |
| | Year to date 2022/2023 <u>Oct 2022 to June 2023</u> | Year to date 2021/2022 <u>Oct 2021 to June 2022</u> |
| Conductor tonnes sold | 1799 | 1879 |

Export volumes were 106 tonnes in the current quarter versus the same quarter last year of 91 tonnes. Our customers in Malawi continue to experience difficulty in obtaining foreign currency so stock replacement there is slow. Mozambique, Rwanda and Tanzania sales were in line with forecast.

Local volumes for the quarter were 6% down on the same quarter last year with the largest drop being in the Utilities sector but a marked drop in all the other sectors towards the end of the quarter due to the tight ZWL\$ monetary policy.

Historical Cost

| | <u>Apr 2023 to Jun 2023</u> | <u>Apr 2022 to Jun 2022</u> |
|------------------------------|-------------------------------------|-------------------------------------|
| Turnover ZWL\$ | 37.4 billion | 3.3 billion |
| Profit before taxation ZWL\$ | 18.1 billion | 1.1 billion |
| | <u>Oct 2022 to June 2023</u> | <u>Oct 2021 to June 2022</u> |
| Turnover ZWL\$ | 53.1 billion | 6.2 billion |
| Profit before taxation ZWL\$ | 24.7 billion | 1.9 billion |

The last quarter of the financial year outlook is mixed with the tight monetary policy impacting negatively on volumes whilst the large project orders we have in the mining sector improving volumes to ensure we have a good quarter.

We have seen, with the ZWL\$ tightly controlled in the market, a shift in our US\$ sales to 85% of turnover thus ensuring adequate foreign currency for our import needs.

By order of the Board

C Kangara
Company Secretary

**Directors: H.P. Mkushi (Chairman) R.N. Webster (Managing Director) E.T.Z. Chidzonga T. Chigumbu
A. Mabena S. Mangwengwende S. Maparura G.J.H. Steyn**