



Focus on sustainability

It's our time

HUGE GROUP LTD
Investors Presentation

HUGE TOPICS

- 1 The 2020 Financial Year - Accomplishments
- 2 The degree to which Huge Group's operating companies have been resilient during Covid-19
- 3 The growth opportunities for Huge Group
- 4 The prospects of / for raising capital
- 5 The likelihood of an issue of shares for cash / rights offer
- 6 The Company's view on dividends
- 7 The Investment Case
- 8 Q&A

The 2020 Financial Year - Accomplishments

- 1. Head office capacity**
 - Past CFO analysis
 - New COO
 - New CFO
 - Group Accountant
 - 2x Professional assistants
- 1. B-BBEE transaction involving HCON**
- 2. B-BBEE transaction involving HNET (Otel)**
- 3. Transaction involving HPAN**
- 4. Settlement of disputes (TLM & VMSA)**
- 5. Conclusion of MTN Agreement**
- 6. ConnectNet Vendor Lock-in**

The 2020 Financial Year - Accomplishments

Total revenue increased by **14%**
from R433 million to R492 million

EBITDA increased by **20%**
from R149 million to R178 million

Operating profit increased by **11%**
from R122 million to R135 million

Basic earnings per share increased by **1%**
from 56.84 cents to 57.58 cents

Headline earnings per share increased by **2%**
from 55.81 cents to 57.03 cents

Normalised operating profit increased by **26%**
From R107m to R135m

Net tangible asset value per share increased by **17%**
from 122 cents to 143 cents

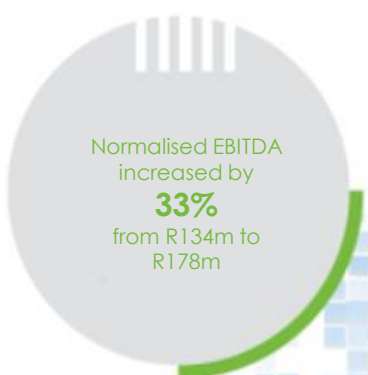
The 2020 Financial Year - Accomplishments



Normalised Basic earnings per share increased by **20%** from 48.05 cents to 57.58 cents



Normalised Headline earnings per share increased by **21%** from 47.02 cents to 57.03 cents



Normalised EBITDA increased by **33%** from R134m to R178m

1. Normalised Performance

- Trust donation income
- Emphasis of matter

2. IFRS16 adoption

3. Movement in credit loss allowance (IFRS19)

- Elaborate fraud
- Prior period restatement

4. Increase in Opex

- Acquisitions
- Corporate office structure

The degree to which Huge Group's operating companies have been resilient during Covid-19

1. **Huge Telecom**
2. **Huge Connect**
3. **Huge Networks**
4. **Pansmart**
5. **Huge Software**

The growth opportunities for Huge Group

1. Huge Telecom

- Full Suite Telephony (FST)

2. Huge Connect

- Vertical Integration

3. Huge Networks

- Consolidation & Scaling

4. Pansmart

- Inter-company Payment Substitution

5. Huge Software

- Group Back-end
- Automation Efforts (i.e. Afrihost)
- Digitisation

The prospects of / for raising capital

1. **Power of Huge Group shares at these levels**
 - Dilution but with a lock-in
2. **Relationship with Futuregrowth**
3. **Internal Cashflow Financing**

The likelihood of an issue of shares for cash / rights offer

1. Capital Raise

- Rights issue

2. Investment Case

- Real estate of customers (examples)
- Track record of delivery
- Past performance



The Company's view on dividends

1. Dividends

- Cashflow
- Timing
- Covid-19
- M&A

The Investment Case

1. Dividend yield
2. Capital appreciation

Q&A