

AMALGAMATED TELECOM HOLDINGS LIMITED (ATH) FINANCIAL ANALYSIS FOR THE YEARS ENDING 31 MARCH 2018 - 2021

| Amalgamated Telecom Holdings Limited Statement of Financial Performance - for the financial year ended 31st March | | | | | | | |
|----------------------------------------------------------------------------------------------------------------------|--------------|---------------|---------------|---------------|-------------|--|--|
| | | | | | | | |
| | s | s | ŝ | s | s | | |
| Revenue | 460,416,000 | 523,950,000 | 675,947,000 | 579,765,000 | 640,654,00 | | |
| Other Operating revenue | 26,914,000 | 19,395,000 | 5,960,000 | 11,166,000 | 10,021,00 | | |
| Total Revenue | 487,330,000 | 543,345,000 | 669,987,000 | 590,931,000 | 650,675,000 | | |
| Net profit before tax | 120,392,000 | 102,573,000 | 70,416,000 | 54,744,000 | 69,125,000 | | |
| Income tax Expense | 23,744,000 | 27,549,000 | 27,062,000 | 13,370,000 | 13,271,000 | | |
| Net Profit after tax | 96,648,000 | 75,024,000 | 43,354,000 | 41,374,000 | 55,854,000 | | |
| Extraordinary item after tax | | | | | | | |
| Net Profit after tax & Extraordinary item | 96,648,000 | 75,024,000 | 43,354,000 | 41,374,000 | 55,854,00 | | |
| OEI in net profit and extraordinary items after income tax | (31,722,000) | 897,000 | (6,751,000) | (1,036,000) | (2,291,000 | | |
| Net profit after Extraord. items and Income tax attributable to members of the company | 64,926,000 | 75,921,000 | 36,603,000 | 40,338,000 | 53,563,000 | | |
| Retained Profit at Beginning | 136,757,000 | 176,150,000 | 208.004.000 | 224,335,000 | 238,938,00 | | |
| 1% Transitional tax on undistributed profits | 138,000 | | | | | | |
| Increase (Decrease) in equity/non-controlling interests | - | - | - | - | | | |
| Other Comprehensive Income | - | - | - | - | | | |
| Adjustments for share of profit from associate Total available for appropriation | 201.545.000 | - 176.150.000 | - 208.004.000 | - 224.335.000 | 238.938.00 | | |
| | . ,, | -,, | | ,, | | | |
| Ordinary dividend provided for | 18,995,000 | 10,553,000 | 2,060,000 | - | 9,572,000 | | |
| Preference dividend provided for | - | - | - | - | | | |
| Transfer to general reserves Other Comprehensive Income | - | 42,407,000 | 14.271.000 | 14.603.000 | 34.818.00 | | |
| Total appropriations | 18,995,000 | | | 14,603,000 | 25,246,00 | | |
| Retained profit at year end | 182,550,000 | 208,004,000 | 224,335,000 | 238,938,000 | 264,184,00 | | |

| Amalgamated Telecom Holdings Limited | | | | | | | |
|-------------------------------------------------------------|---------------------------------------------------------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--|--|
| Statement of Financial Pos | Statement of Financial Position - for the financial year ended 31st March | | | | | | |
| | 2018 Ś | 2019 Ś | 2020 Ś | 2021 \$ | 2022 Ś | | |
| Current Assets | <i>,</i> | Ŷ | 7 | ų. | 7 | | |
| Cash Assets | 48,283,000 | 80,276,000 | 92,223,000 | 100,334,000 | 116,302,000 | | |
| Trade receivables | 49,119,000 | 103,929,000 | 102,717,000 | 87,989,000 | 86,295,000 | | |
| Other receivables | 21,451,000 | 16,958,000 | 15,938,000 | 24,035,000 | 43,842,000 | | |
| Inventories | 23,903,000 | 36,790,000 | 37,808,000 | 31,982,000 | 58,826,000 | | |
| Debt investment securities | 47,534,000 | | 19,988,000 | | 18,315,000 | | |
| Other assets (M-Paisa Trust a/c) | 20,065,000 | 34,959,000 | 34,862,000 | 37,120,000 | 74,915,000 | | |
| Total current assets | 210,355,000 | 303,690,000 | 303,536,000 | 296,755,000 | 398,495,000 | | |
| Non-currents assets | | | | | | | |
| Property, plant and equipment | 357,437,000 | 563,465,000 | 622,872,000 | 697,404,000 | 759,297,000 | | |
| Long-term investment | 9,000,000 | 2,797,000 | 3,116,000 | 2,783,000 | 2,741,000 | | |
| Deferred Tax Assets | 4,678,000 | 8,849,000 | 11,339,000 | 15,454,000 | 30,366,000 | | |
| Intangible assets | 29,742,000 | 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 | | |
| Other | 78,235,000 | 2,586,000 | 2,984,000 | 2,957,000 | 3,059,000 | | |
| Total non-current assets | 479,092,000 | 829,594,000 | 902,894,000 | 984,416,000 | 1,071,392,000 | | |
| Total Assets | 689,447,000 | 1,133,284,000 | 1,206,430,000 | 1,281,171,000 | 1,469,887,000 | | |
| | | | | | | | |
| Current liabilities | | | | | | | |
| Trade payables | 68,911,000 | 159,285,000 | 144,439,000 | 221,745,000 | 169,478,000 | | |
| Other payables and accruals | 44,358,000 | 44,761,000 | 42,677,000 | 44,600,000 | 113,641,000 | | |
| Current tax liabilities | 3,035,000 | 5,937,000 | 3,601,000 | 306,000 | 9,672,000 | | |
| Term loan - secured | 82,358,000 | 22,886,000 | 40,411,000 | 59,401,000 | 88,791,000 | | |
| Bank overdraft | 4,492,000 | 18,701,000 | 22,201,000 | 20,983,000 | 4,222,000 | | |
| Provisions | 25,444,000 | 19,323,000 | 7,666,000 | 4,746,000 | 5,158,000 | | |
| Other (e-value in circulation & IRU Lease) | 20,252,000 | 34,959,000 | 34,862,000 | 37,120,000 | 74,915,000 | | |
| Contingent consideration payable | - | - | - | - | 14,418,000 | | |
| Lease Liabilities Total Current liabilities | 248,850,000 | 4,451,000 310,303,000 | 5,044,000 300,901,000 | 6,484,000 395,385,000 | 9,875,000 490,170,000 | | |
| Total Current liabilities | 248,850,000 | 310,303,000 | 300,901,000 | 395,385,000 | 490,170,000 | | |
| Non-current liabilities | | | | | | | |
| Term loan - secured | 65,405,000 | 290,222,000 | 307,176,000 | 226,189,000 | 256,701,000 | | |
| - unsecured | 751,000 | 6,485,000 | 2,585,000 | | | | |
| Deferred tax liabilities | 20,090,000 | 34,180,000 | 32,520,000 | 29,190,000 | 26,618,000 | | |
| Provisions | 2,002,000 | 583,000 | 183,000 | 393,000 | 685,000 | | |
| Other (Trade & Other Payables, Deferred Income & IRU Lease) | 4,016,000 | 3,890,000 | 40,757,000 | 16,646,000 | 4,100,000 | | |
| Lease Liabilities | | 28,089,000 | 56,262,000 | 63,637,000 | 68,825,000 | | |
| Total non-current liabilities | 92,264,000 | 363,449,000 | 439,483,000 | 336,055,000 | 356,929,000 | | |
| Total liabilities | 341,114,000 | 673,752,000 | 740,384,000 | 731,440,000 | 847,099,000 | | |
| NET ASSETS | 348,333,000 | 459,532,000 | 466,046,000 | 549,731,000 | 622,788,000 | | |
| Equity | | | | | | | |
| Contributed equity | 107,600,000 | 107,600,000 | 107,600,000 | 159,214,000 | 220,570,000 | | |
| Reserves | - | - | - | 4,519,000 | 4,519,000 | | |
| Other equity reserve | | - | - | | (6,327,000) | | |
| Foreign Currency translation reserve | (923,000) | (284,000) | (5,519,000) | (1,812,000) | (4,054,000) | | |
| Retained profits/accumulated losses | 182,550,000 | 208,004,000 | 224,335,000 | 238,938,000 | 264,184,000 | | |
| Equity attributable to members | 289,227,000 | 315,320,000 | 326,416,000 | 400,859,000 | 478,892,000 | | |
| OEI in Controlled Entities | | | | | | | |
| Contributed equity | 59,106,000 | 144,212,000 | 139,630,000 | 148,872,000 | 143,896,000 | | |
| Reserves | | 1444,212,000 | 159,050,000 | 140,072,000 | 143,650,000 | | |
| Retained profits/accumulated losses | | - | - | | | | |
| Total outside equity interest in controlled entities | 59,106,000 | 144,212,000 | 139,630,000 | 148,872,000 | 143,896,000 | | |
| TOTAL EQUITY | 348,333,000 | 459,532,000 | 466,046,000 | 549,731,000 | 622,788,000 | | |
| | | | | | | | |
| Total Revenue & NPAT Trend | | Volume V | alue Traded & | Share Price | | | |



| Amalgamated Telecom Holdings Limited Statement of Cash Flows - for the financial year ended 31st March | | | | | | |
|-----------------------------------------------------------------------------------------------------------|----------------------------|---------------|-----------------|---------------|---------------|--|
| Statement of Cash Flow | s - for the financ 2018 | 2019 | 2020 | 2021 | 2022 | |
| | 2010 | | Inflows/Outflow | | LULL | |
| Cash flows from operating activities | \$ | \$ | \$ | \$ | \$ | |
| Receipts from customers | 473,872,000 | 544,591,000 | 717,253,000 | 645,748,000 | 687,432,000 | |
| Payment to suppliers and employees | (315,203,000) | (369,435,000) | (518,152,000) | (441,343,000) | (507,746,000) | |
| Dividend received | - | 267,000 | - | - | - | |
| Interest received | 2,721,000 | 3,021,000 | 2,845,000 | 1,494,000 | 917,000 | |
| Borrowing costs (Interest paid) | (8,563,000) | (11,068,000) | (21,722,000) | (20,573,000) | (20,905,000) | |
| Income tax paid | (22,813,000) | (27,026,000) | (32,200,000) | (23,955,000) | (20,401,000) | |
| Royalty Proceeds | - | - | - | - | - | |
| Tax on undistributed profits paid | (186,000) | - | - | - | - | |
| Payments relating to extraord. item | - | - | - | - | - | |
| Net cash provided by operating activities | 129,828,000 | 140,350,000 | 148,024,000 | 161,371,000 | 139,297,000 | |
| Cash flows from investing activities | | | | | | |
| Fixed asset acquisitions | (79.680.000) | (150,472,000) | (124,385,000) | (134,784,000) | (188,952,000) | |
| Payment for business acquisition | - | - | - | | - | |
| Proceeds from sale of fixed assets | 5,026,000 | 676,000 | 1,927,000 | 370,000 | 1,313,000 | |
| Payment for Held-to-maturity investments | (9,068,000) | - | - | - | | |
| Interest received | | - | - | - | - | |
| Payment for Intangibles | (1,293,000) | (504,000) | (4,021,000) | (2,153,000) | (4,405,000) | |
| Redemption of Held-to-maturity investments | 7,930,000 | 20,767,000 | 10,790,000 | 11,316,000 | (2,993,000) | |
| Acquisition of subsidiary companies, net of cash acquired | - | (92,361,000) | - | - | - | |
| Other | 2,654,000 | - | - | - | - | |
| Net cash provided by investing activities | (74,431,000) | (221,894,000) | (115,689,000) | (125,251,000) | (195,037,000) | |
| Cash flows from financing activities | | | | | | |
| Dividends paid to equity holders | | - | - | | (2,533,000) | |
| Dividends paid to non-controlling interests | (36,484,000) | (41,923,000) | (39,437,000) | (16,365,000) | (16,932,000) | |
| Repayment of borrowings & Finance Lease | (21,962,000) | (52,527,000) | (47,123,000) | (59,339,000) | (44,429,000) | |
| Proceeds from borrowings | - | 191,301,000 | 67,904,000 | 8,134,000 | 103,048,000 | |
| Payment of lease liabilities | - | (3,542,000) | (4,765,000) | (6,622,000) | (10,652,000) | |
| Proceeds from share issue | - | - | - | 51,614,000 | 61,356,000 | |
| Net cash provided by financing activities | (50 446 000) | 02 200 000 | (22.421.000) | (22 570 000) | 00 050 000 | |
| Net increase (decrease) in cash held | (58,446,000) | 93,309,000 | (23,421,000) | (22,578,000) | 89,858,000 | |
| ivet increase (decrease) in cash heid | (3,049,000) | 11,765,000 | 8,914,000 | 13,542,000 | 34,118,000 | |
| Cash at beginning of year | 52,138,000 | 48,791,000 | 61,499,000 | 70,022,000 | 79,351,000 | |
| Effects of exchange rate changes on cash | (298,000) | 943,000 | (391,000) | (4,213,000) | (1,389,000) | |
| Addition in cash from acquisition of shares in subsidiary | - | | - | | | |
| Cash at end of year | 48.791.000 | 61.499.000 | 70,022,000 | 79.351.000 | 112.080.000 | |

| Profitability & Return Ratios | | | | | | |
|-------------------------------|--------|--------|--------|--------|--------|--|
| Year to | Mar-18 | Mar-19 | Mar-20 | Mar-21 | Mar-22 | |
| Return on Equity (%) | 27.75 | 16.33 | 9.30 | 7.53 | 8.97 | |
| Return on Assets (%) | 21.57 | 10.93 | 8.30 | 6.37 | 6.90 | |
| EBIT Margin (%) | 27.39 | 21.26 | 13.39 | 12.77 | 14.35 | |
| Net Profit Margin (%) | 20.99 | 14.32 | 6.41 | 7.14 | 8.72 | |

| Liquidity & Working Capital Ratios | | | | | | |
|------------------------------------|--------|--------|--------|--------|--------|--|
| Year to | Mar-18 | Mar-19 | Mar-20 | Mar-21 | Mar-22 | |
| Current Ratio (times) | 0.85 | 0.98 | 1.01 | 0.75 | 0.81 | |
| Quick Ratio (times) | 0.76 | 0.92 | 0.95 | 0.71 | 0.70 | |
| Inventory turnover (times) | 21.70 | 17.27 | 18.12 | 16.61 | 14.11 | |
| Days Stock Held (days) | 17 | 21 | 20 | 22 | 26 | |
| Days Debtors (days) | 38 | 53 | 56 | 60 | 50 | |
| Days Creditors (days) | 55 | 79 | 82 | 115 | 111 | |
| Solvency Ratio | 0.44 | 0.22 | 0.21 | 0.21 | 0.20 | |

| Capital & Debt Structure Ratios | | | | | | |
|---------------------------------|--------|--------|--------|--------|--------|--|
| Year to | Mar-18 | Mar-19 | Mar-20 | Mar-21 | Mar-22 | |
| Net Debt to Equity (%) | 30.70 | 56.15 | 60.11 | 37.52 | 37.48 | |
| Gearing (%) | 107.07 | 267.27 | 265.86 | 196.37 | 191.77 | |
| Debt to Gross Cashflow (yrs) | 1.18 | 2.41 | 2.52 | 1.90 | 2.51 | |

| Market Performance Ratios | | | | | |
|-----------------------------|--------|--------|--------|--------|--------|
| Year to | Mar-18 | Mar-19 | Mar-20 | Mar-21 | Mar-22 |
| Earning Per Share (cents) | 22.90 | 17.77 | 10.27 | 9.24 | 11.67 |
| Price/Earning Ratio (times) | 9.96 | 18.45 | 25.12 | 19.70 | 15.34 |
| Dividend Per Share (cents) | 4.50 | 2.50 | 0.00 | 0.00 | 2.00 |
| Dividend Yield (%) | 1.97 | 0.76 | 0.00 | 0.00 | 1.12 |
| NT Asset Per Share (\$) | 0.75 | 0.60 | 0.66 | 0.83 | 0.92 |
| Cashflow Per Share (\$) | 0.31 | 0.33 | 0.35 | 0.36 | 0.29 |

| Stock Market Information | | | | | |
|-----------------------------|---------|-----------|-----------|-----------|---------|
| Year to | Mar-18 | Mar-19 | Mar-20 | Mar-21 | Mar-22 |
| Last Sale Price | 2.28 | 3.28 | 2.58 | 1.82 | 1.79 |
| 52 Week: Low (\$) | 1.32 | 2.28 | 2.58 | 1.80 | 1.69 |
| High (\$) | 2.30 | 3.28 | 3.34 | 2.58 | 1.84 |
| No. of Trades | 183 | 156 | 188 | 155 | 158 |
| Volume of Share Traded | 257,833 | 467,537 | 1,901,307 | 1,156,779 | 207,011 |
| Value of Shares Traded (\$) | 448,815 | 1,418,635 | 5,713,836 | 2,258,513 | 350,146 |
| Market Capitalisation (\$m) | 962.40 | 1,384.50 | 1,089.03 | 815.20 | 856.68 |

