



UNAUDITED INTERIM FINANCIAL RESULTS

FOR THE PERIOD ENDED

30 SEPTEMBER 2024
H1 2025

AGENDA

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OF H1 2025

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REVIEW OF H1 2025

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HIGHLIGHTS



Revenue
+ 13.6%

Merchandise Sales
+ 8.5%

Gross Profit
Margin at
40.9%

Operating Profit
+ 54.1%

Operating Profit Margin
up from
14.2% to 20.2%

Debtors book
growth of
16.9%

Satisfactory Paid
Accounts at
81.6%

EPS
+ 53.0% to
544 cents
per Share

HEPS
+49.1% to
555 cents
per Share

Interim Dividend
+ 50.0% to
300 cents
per Share

OPERATIONAL CONTEXT

Challenging Operating Environment

Challenging macro and trading environment impacted by:

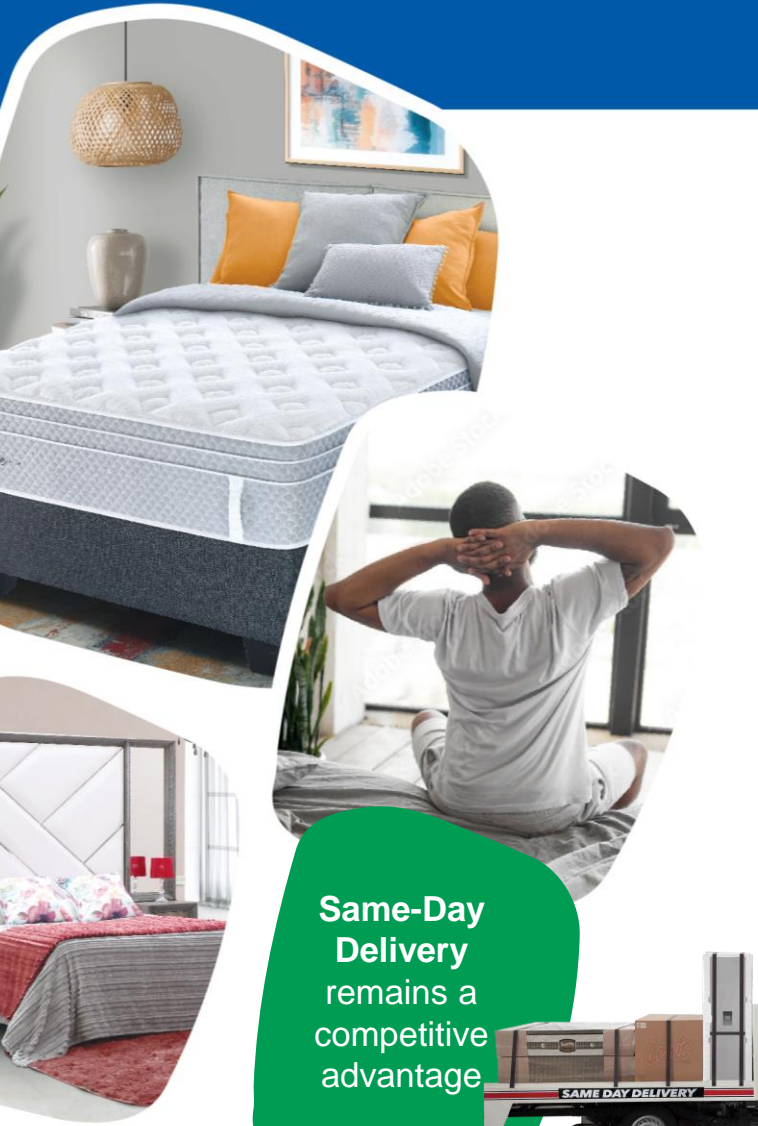
- Geopolitical tensions and war
- Local and global political uncertainty
- Infrastructure failures and deteriorating fiscal metrics
- Sea freight challenges and inflated shipping costs
- High unemployment rate
- Decline in cash purchases



Despite this, the strong trading and financial performance in the first half of the year proves resilience of the Group.

- ✓ Strong credit sales growth
- ✓ Improved quality of debtors portfolio
- ✓ Expanding margins
- ✓ Substantial profit growth
- ✓ Improved returns
- ✓ Store expansion
- ✓ Stabilising UFO performance

OPERATIONAL ACHIEVEMENTS



Same-Day Delivery remains a competitive advantage



- Group merchandise sales increased by

8.5%

- Debtors book growth of

16.9%

- Other revenue benefitting from strong credit sales growth in recent years increased by

20.4%

- GP margin strengthened to

40.9%

despite disruptive sea freight markets

Merchandise Sales

Traditional brands increased by

9.6%

UFO comparable store sales increased by

3.3%

Group credit sales increased by

16.9%

Group cash sales declined by

6.7%



OPERATIONAL ACHIEVEMENTS

- Operating costs **well managed at 8.8%**
- **Strong** balance sheet
- **Continuing share repurchase programme**
 - 47.8% of shares in issue repurchased since listing, returning over R1.8bn to shareholders

OPERATIONAL ACHIEVEMENTS



15

New stores opened in H1 2025

13

Acquisition of Real Beds stores
Further 4 acquired in Botswana in Nov 2024

138

Stores outside SA

266

Small format Lewis stores (53% of Lewis stores)

118

Stores refurbished

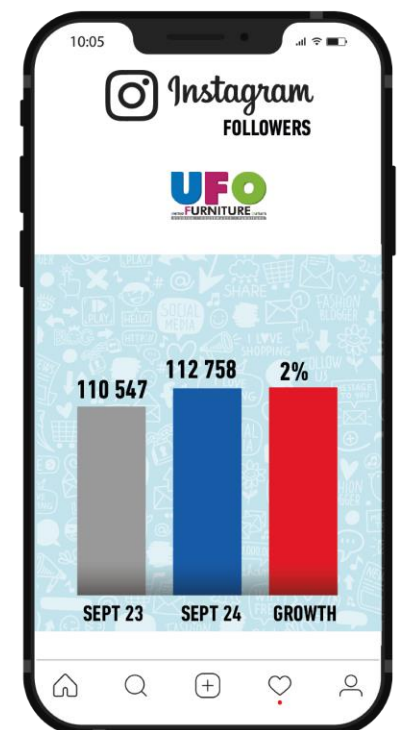
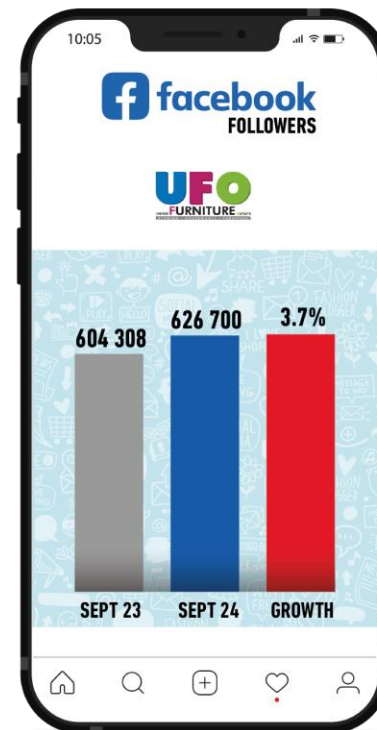
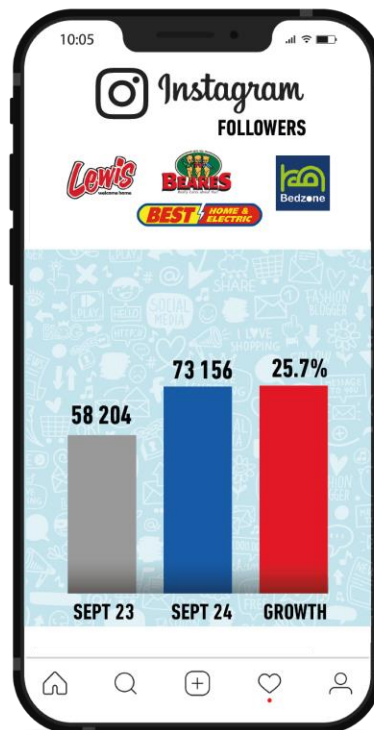
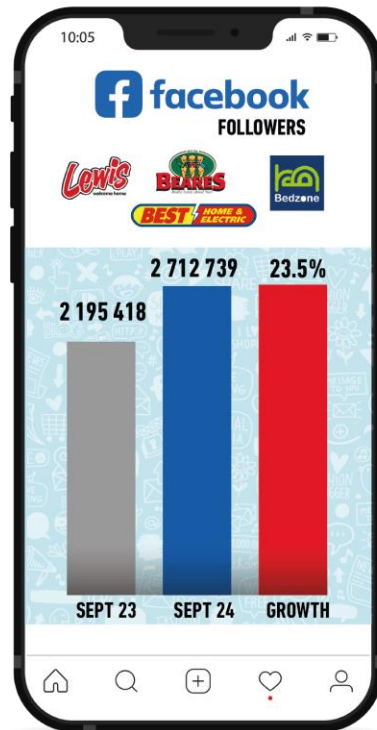
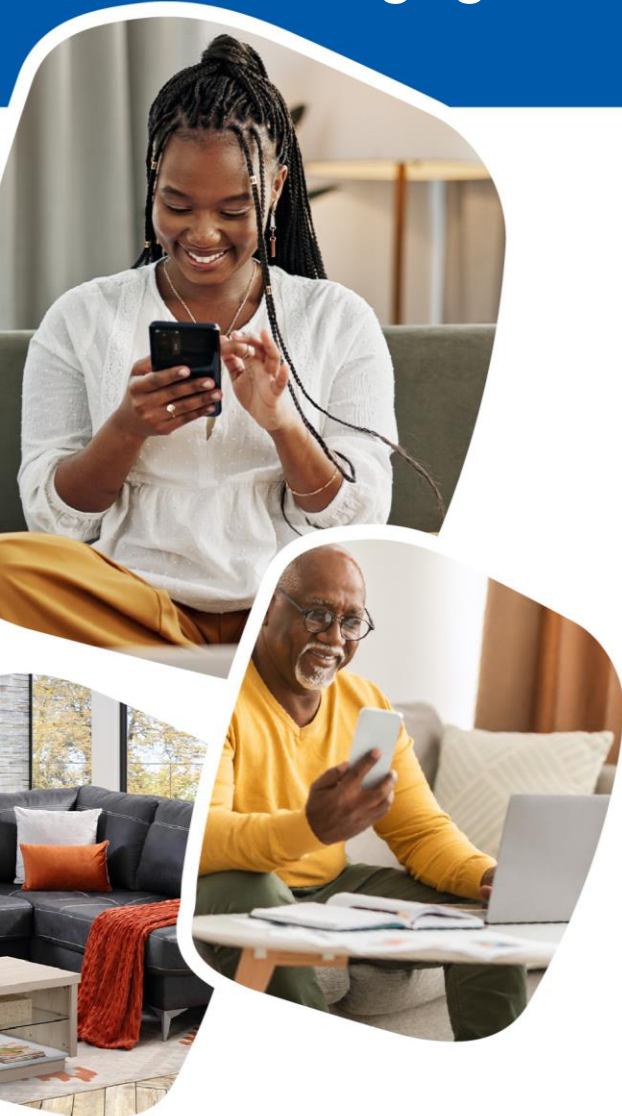
Store Expansion

	March 2024	NEW	Sept 2024
	498	6	504
	170	6	176
	150	1	151
	12	2	14
	0	13	13
	39	0	39

Total
897
stores

OPERATIONAL ACHIEVEMENTS

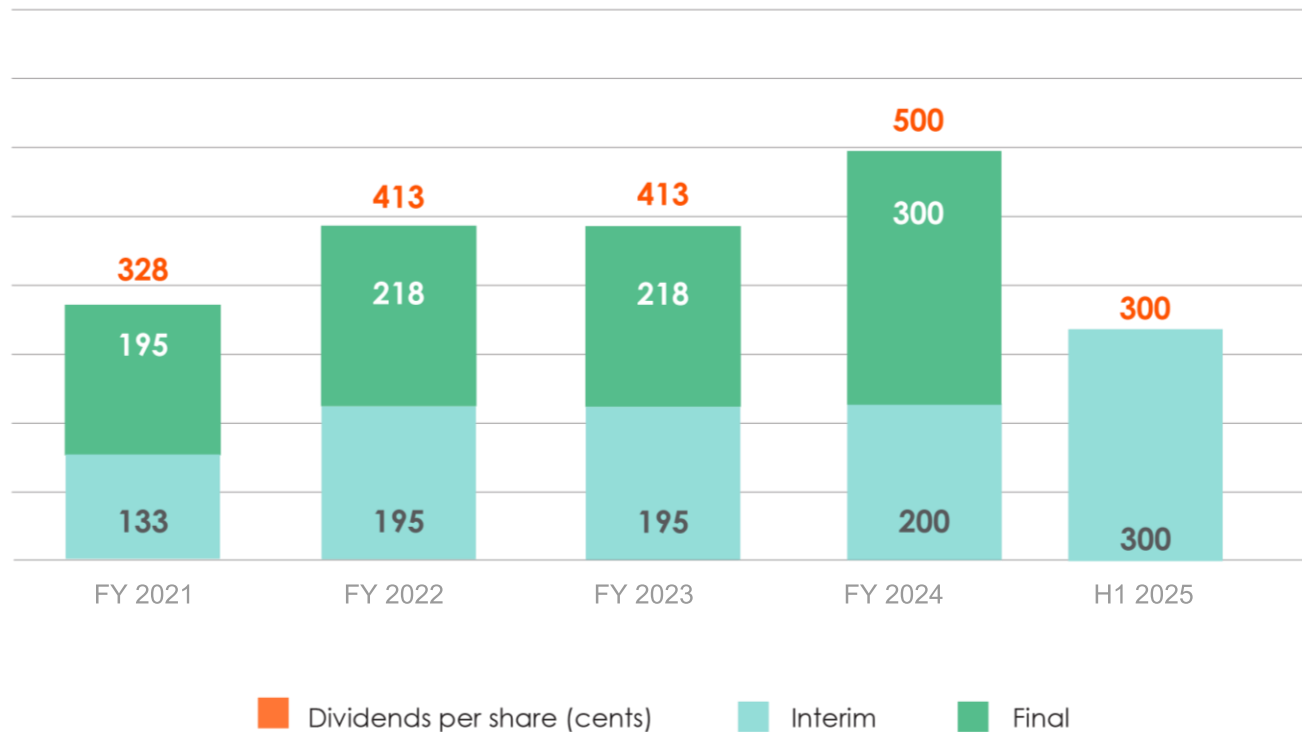
Client Engagement via Social Media



The Group now enjoys over 3.3 million Facebook followers

DIVIDENDS

Dividends Per Share & Dividend Yield (%)



Average dividend yield of 10.3% over past 5 financial years.

Dividend payout ratio consistently maintained at over 55%

RETURNS TO SHAREHOLDERS

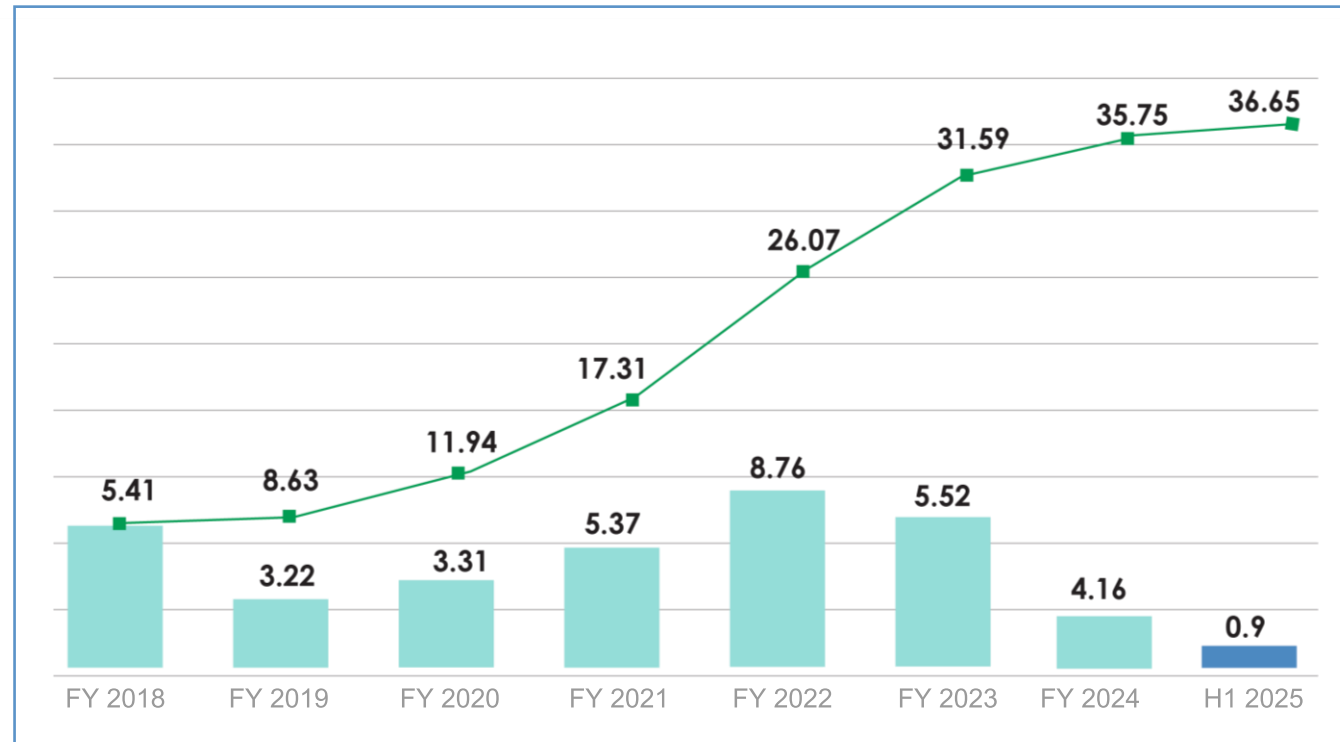
Delivering Shareholder Returns / Active Capital Management

	FY2020	FY2021	FY2022	FY2023	FY2024
Return of capital - share buy back (Rm)	101.7	112.6	353.2	275.7	170.0
Return of income - dividends (Rm)	146.5	230.1	258.0	230.6	266.6
Total spent on increasing shareholder returns (Rm)	248.2	342.7	611.2	506.3	436.6
Market capitalisation (Rm)	1 370.4	2 195.8	2 951.6	2 340.5	2 301.0
Annual return to shareholders (%)	18.1	15.6	20.7	21.6	19.0
Average return to shareholders over 5 years	19.0%				



RETURNS TO SHAREHOLDERS - SHARE BUY BACKS

Number of Shares Repurchased Since 2018 (Millions)



■ Number of Shares Purchased

■ Cumulative

RETURNS TO SHAREHOLDERS

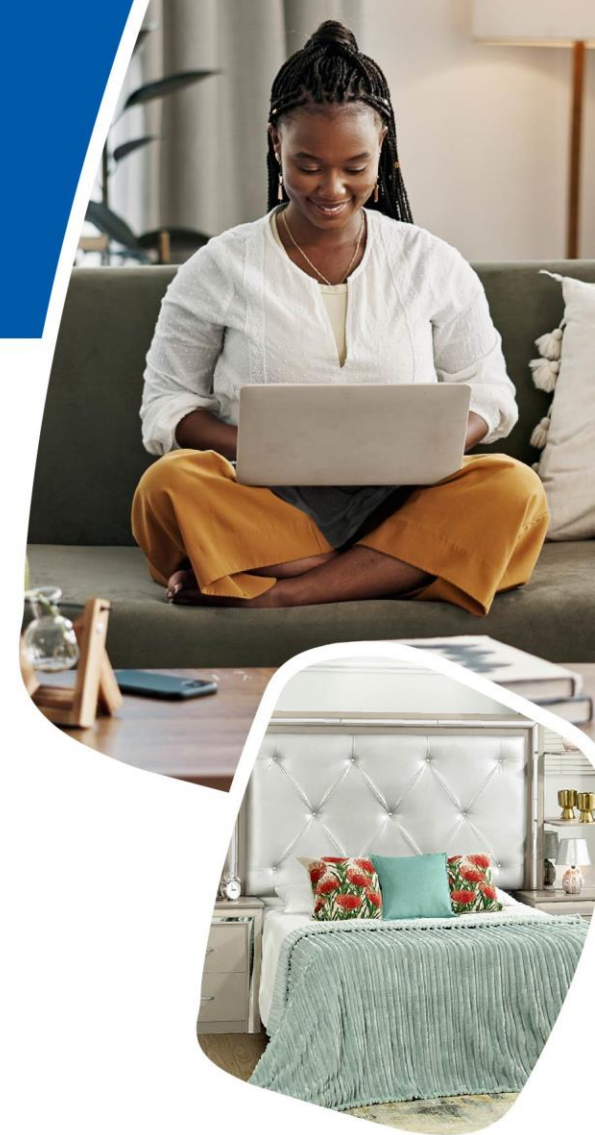
Net Asset Value vs Average Price of Share Buy Backs



■ Share Buy Back- Average Share Price (R)

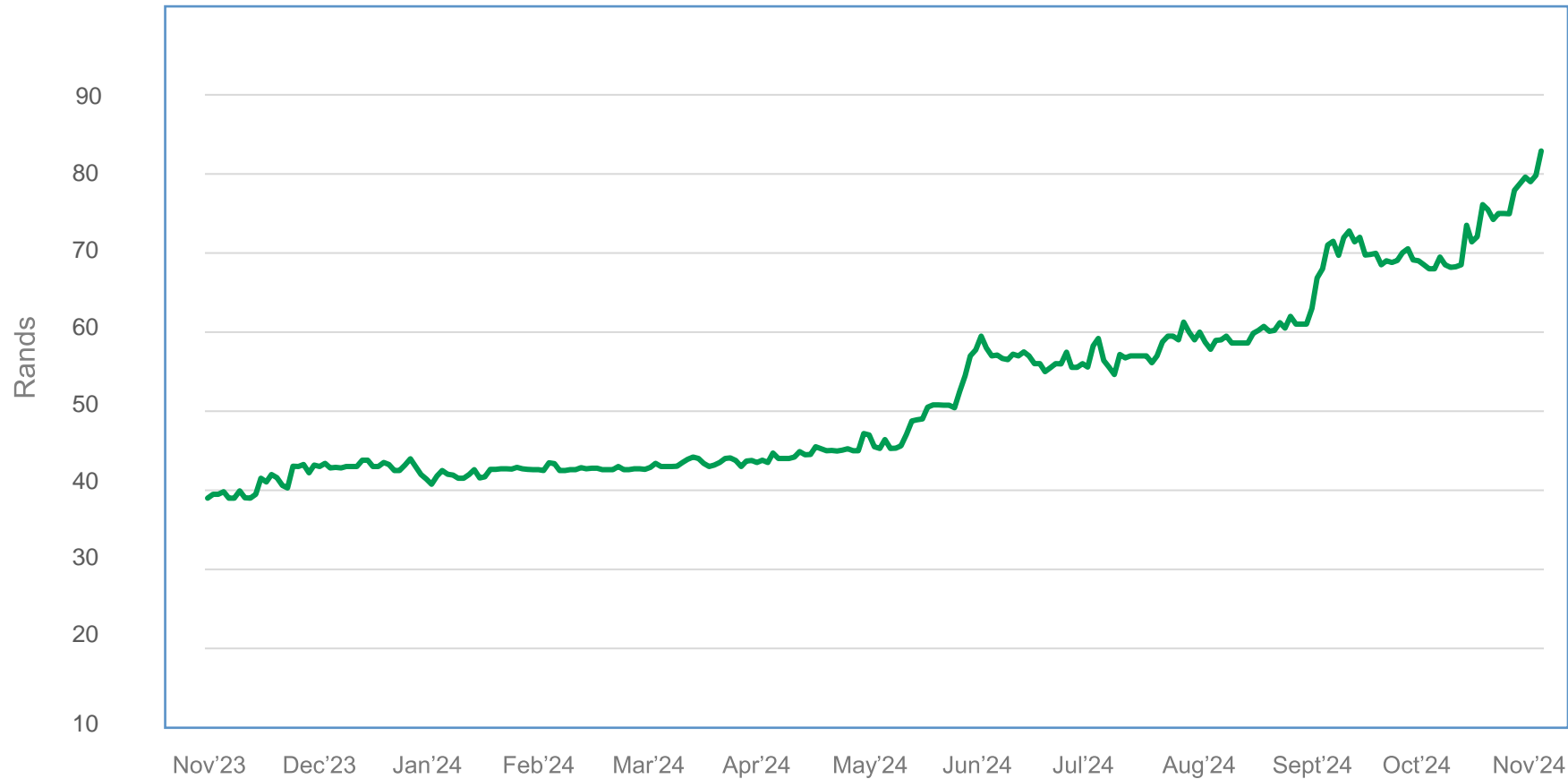
■ Average Net Asset Value Per Share (R)

■ Discount (%)



RETURNS TO SHAREHOLDERS

Share Price Performance



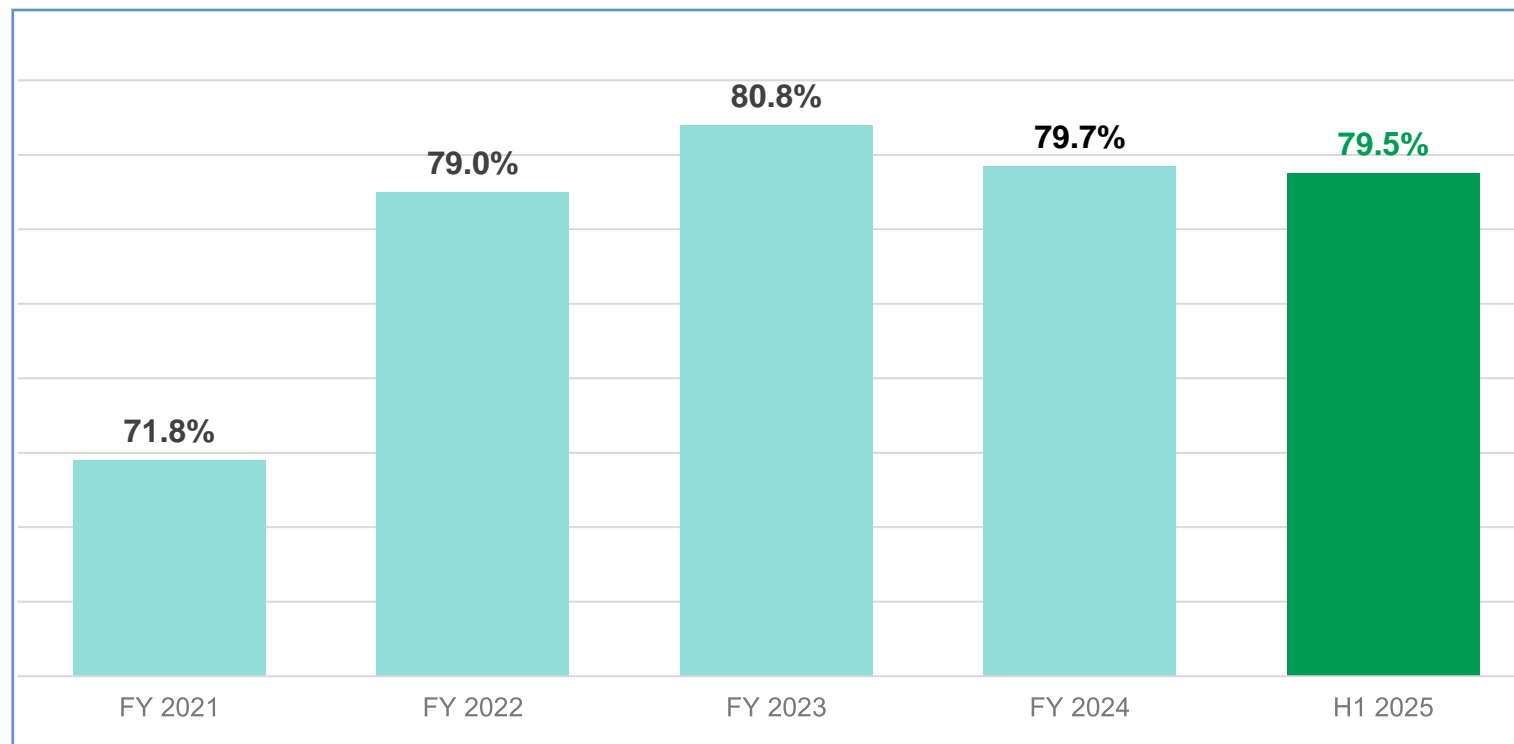


DEBTOR ANALYSIS

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DEBTOR PERFORMANCE

Instalment Collections (%)



DEBTOR PERFORMANCE



	H1 2025	H1 2024
Collections (Rm)		
Collections from instalment sales (+16.0%)	2 973	2 564
Contractual arrears (Rm)	1 897	1 707
% of debtors at gross carrying value	25.3%	26.6%
Debtor costs (Rm)		
Debtor costs (+15.3%)	514	446
• Net bad debts written off	343	299
• Debtors' impairment provision	171	147
Debtor costs as a % of debtors at gross carrying value	6.9%	7.0%

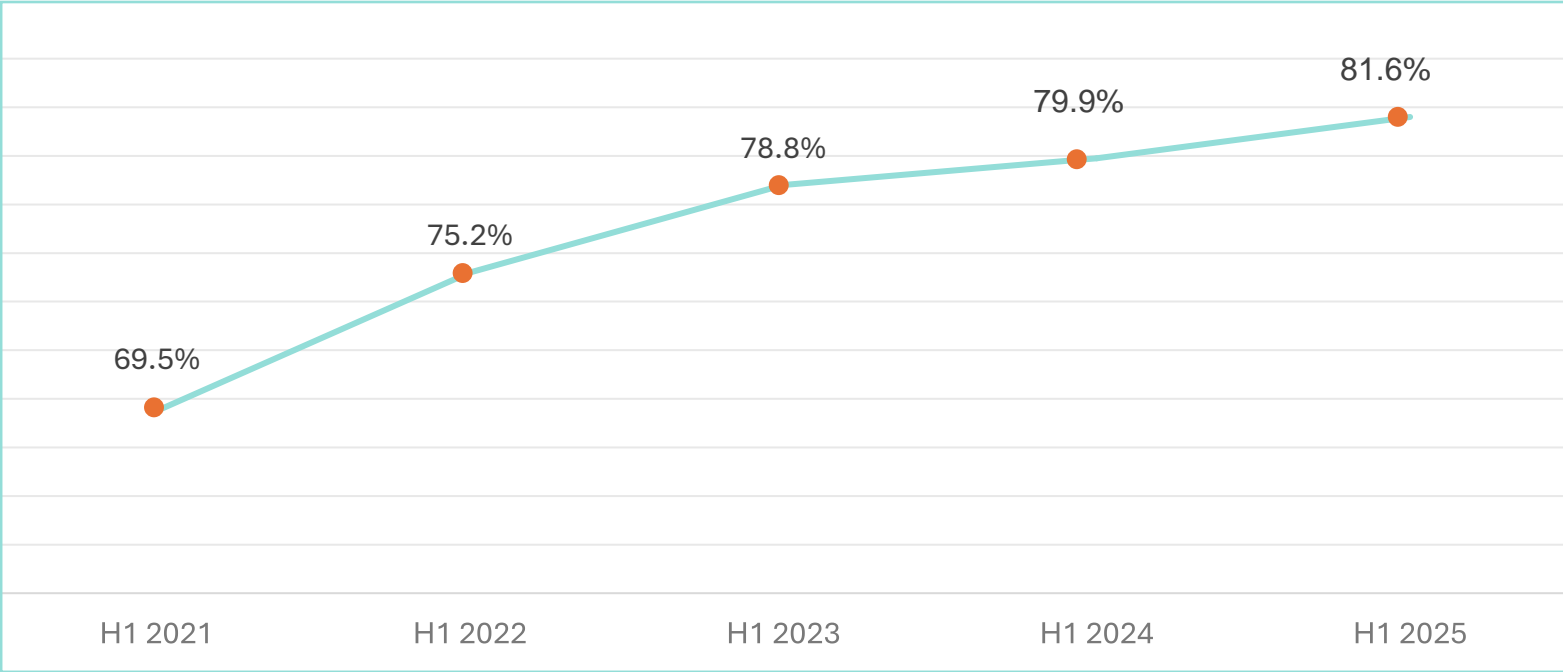
GROSS DEBTOR ANALYSIS



Customer grouping		Number of customers Total	Gross carrying value R'000	Impairment provision R'000	Impairment provision %	Total arrears R'000	Instalments in arrears	
							≤3 months R'000	>3 months R'000
Satisfactory paid	H1 2025	556 192	5 760 755	1 423 653	24.7	738 676	485 124	253 552
	%	81.6	76.9	51.3				
	H1 2024	495 613	4 782 969	1 076 177	22.5	627 961	411 463	216 498
	%	79.9	74.7	46.6				
Slow payers	H1 2025	85 536	1 045 491	749 744	71.7	658 173	224 398	433 775
	%	12.5	14.0	27.0				
	H1 2024	77 513	900 076	609 683	67.7	557 794	190 930	366 864
	%	12.5	14.0	26.4				
Non- performing accounts	H1 2025	40 164	681 594	604 104	88.6	499 660	118 824	380 836
	%	5.9	9.1	21.7				
	H1 2024	46 859	724 069	623 652	86.1	521 705	128 123	393 522
	%	7.6	11.3	27.0				
Total	H1 2025	681 892	7 487 840	2 777 501	37.1	1 896 509	828 346	1 068 163
	H1 2024	619 985	6 407 114	2 309 512	36.0	1 707 460	730 576	976 884

GROSS DEBTOR PERFORMANCE

Satisfactory Paid Accounts (%)



Satisfactory paid customers at a record high level



FINANCIAL RESULTS

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INCOME STATEMENT



	H1 2025	H1 2024	%
Revenue (Rm)	4 354	3 831	13.6
Merchandise sales (Rm)	2 359	2 174	8.5
Other revenue (Rm)	1 994	1 657	20.4
Gross profit margin (%)	40.9	40.7	
Total operating costs (Rm)	(1 962)	(1 775)	10.5
Operating costs	(1 537)	(1 412)	8.8
Insurance service expenses	(425)	(363)	17.2
Operating profit (Rm)	477	309	54.1
Operating margin (%)	20.2	14.2	
Attributable earnings (Rm)	283	195	45.1

SEGMENTAL ANALYSIS



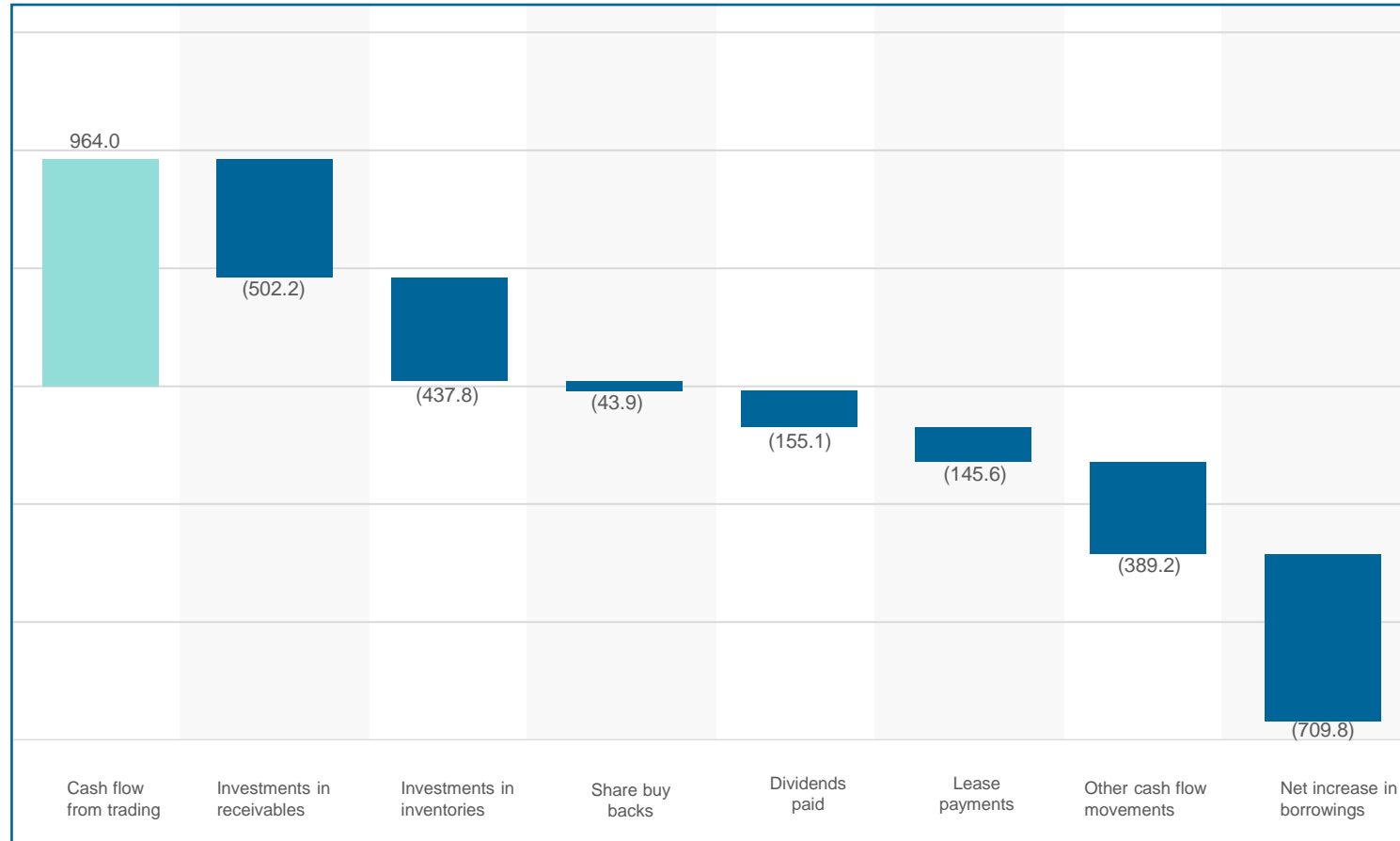
	Group		Traditional		UFO	
	H1 2025	H1 2024	H1 2025	H1 2024	H1 2025	H1 2024
Revenue (Rm)	4 354	3 831	4 144	3 617	210	214
Merchandise sales (Rm)	2 359	2 174	2 153	1 964	206	211
Total Operating costs (Rm)	1 962	1 775	1 883	1 689	79	86
Operating profit before impairments and capital items (Rm)	484	322	474	318	10	4
Operating profit /(loss) (Rm)	477	309	475	319	2	(10)
Operating margin:						
Before impairments and capital items(%)	20.5	14.8	22.0	16.2	4.9	1.6
After impairments and capital items (%)	20.2	14.2	22.1	16.2	0.8	(4.7)
Number of stores	897	868	858	826	39	42

BALANCE SHEET OVERVIEW



	H1 2025 Rm	H1 2024 Rm
Property, plant, equipment and intangible assets	575	629
Right-of-use assets	792	775
Inventory	1 130	959
Trade and other receivables	4 837	4 182
Cash on hand	224	247
Other assets	860	740
Total assets	8 418	7 532
Shareholders' equity and reserves	4 752	4 598
Trade and other payables	801	750
Borrowings	1 485	862
Lease liabilities	929	948
Other liabilities	451	374
Total equity and liabilities	8 418	7 532

CAPITAL MANAGEMENT - H1 2025

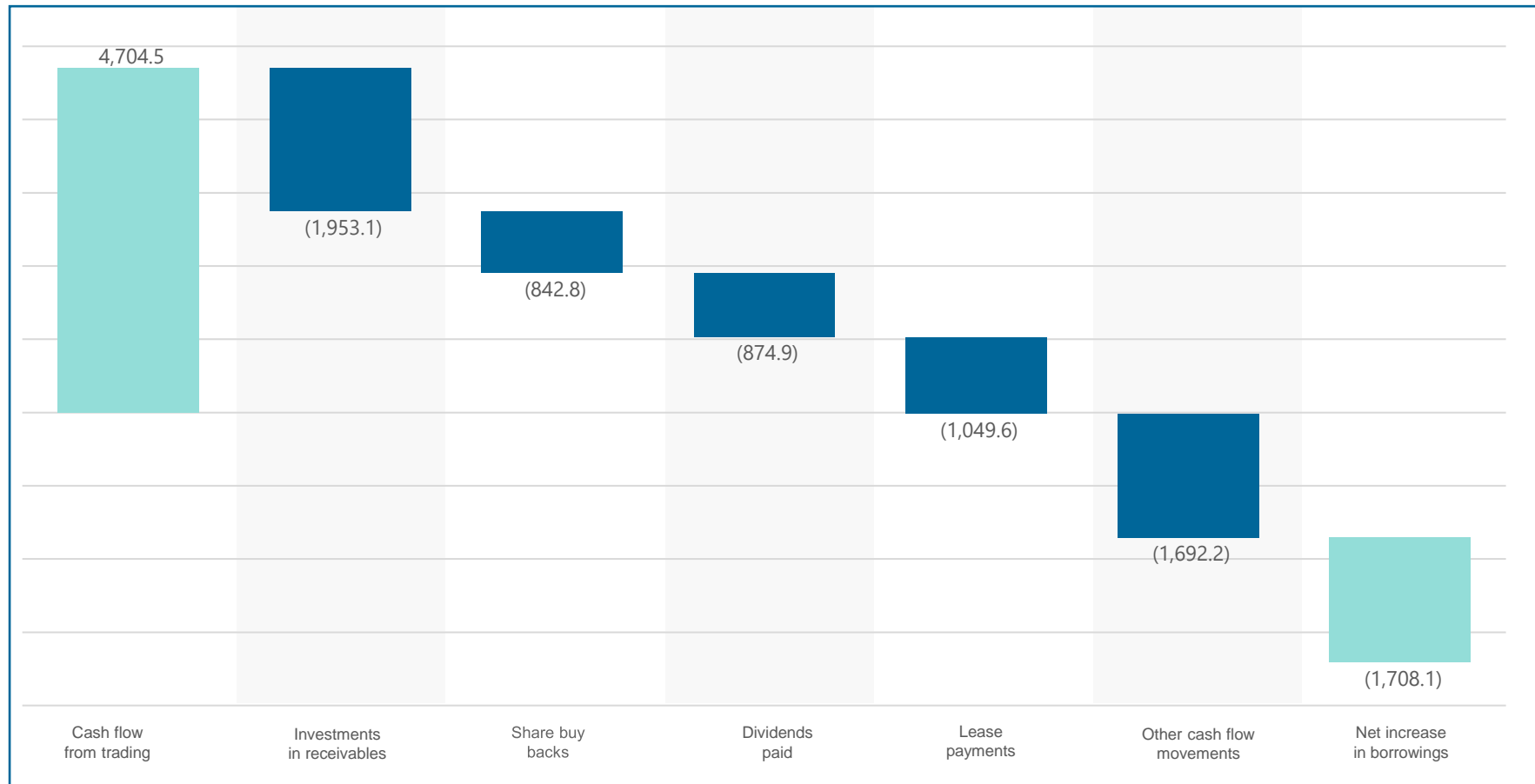


	H1 2025	H1 2024
Borrowings Ratio	26.5%	13.4%
Interest Cover Ratio	8.50 times	8.58 times

Working capital increase driven by investment in the growth of the debtors' book and decision to hold higher inventory levels ahead of peak trading period.

CAPITAL MANAGEMENT

April 2021 to 30 Sept 2024



KEY RATIOS



	H1 2025	H1 2024	%
EPS (cents)	544	355	53.0
HEPS (cents)	555	372	49.1
ROE – after tax (%) ⁽¹⁾	12.0	8.4	
ROCE – after tax (%) ⁽¹⁾	11.2	7.7	
ROA – before tax (%) ⁽¹⁾	12.5	9.1	
Borrowings ratio (gearing excluding lease liabilities) (%)	26.5	13.4	
Gearing ratio – including lease liabilities (%)	46.1	34.0	
Interim dividend declared (cents)	300	200	50.0

(1) Annualised



TARGETS AND OUTLOOK

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FINANCIAL AND OPERATING TARGETS



%	H1 2025	Targets	
	Actual	Year-end 2025	Medium-term
Gross profit margin	40.9	40-42	41-43
Increase in operating costs (incl insurance service expenses)	10.5	6-10	4-8
Satisfactory paid customers	81.6	77-80	77-80
Debtor costs as a % of debtors at gross carrying value	6.9	13-17	12-15
Operating margin	20.2	12-16	16-20
Borrowings (excluding IFRS 16 lease liabilities)	26.5	<25	<25
Gearing (including IFRS 16 lease liabilities)	46.1	<50	<50

OUTLOOK

Consumer sentiment is improving, buoyed by:

- Lower inflation
- Interest rate relief
- Lower fuel and transport costs
- Suspension of load shedding
- Formation of GNU

Notwithstanding this, consumers remain under pressure and recovery in discretionary spending will be slow

Well positioned to take advantage of consumers' increasing demand for credit and to increase market share

SOLID FOUNDATION TO BUILD ON

90 Years



Lewis's

90 YEARS OF QUALITY FURNITURE

OUTLOOK CONTINUED

We will continue to invest in our long-term growth strategies through our store expansion program and investment in growth of the debtors' book

New Segment - Speciality



OUTLOOK CONTINUED



BLACK FRIDAY
Specials
GET OUTTA BED!
& SAVE UP TO R4000

DISCOUNTS UP TO 40%
BLACK FRIDAY
SAT & SUN
30 NOV. 8AM - 3PM
01 DEC. 9AM - 1PM
ONLINE AT **Lewis**
36 MONTHS WARRANTY

CHRISTMAS DELIVERED TODAY
SAME DAY DELIVERY
BEST HOME & ELECTRIC
42" SMART LED TV
R6499.99
R450 pm
DEFY DAC 645-348L METALLIC FRIDGE
R11999.99
R723 pm
MARGO 152CM BED SET
R999.99

CHRISTMAS EXTRA VALUE
FULLY STOCKED
HAYNES 4-PIECE LOUNGE SUITE
Slumberland
SAVE R1000
ROMEO PILLOW TOP 152CM BED SET
WAS R 599
NOW **R4999.99**
SMS for credit. SMS "XMAS" to 37067
PLUS FREE MIRROR
YORKSHIRE HEADBOARD AND PEDESTALS
FREE MIRROR
R2999.99
Lewis
Welcome home

BEANES
Really Cares about You!
Faster Than Santa
LEO TV

Appealing Black Friday and festive season promotions, supported by:

- favourable stock availability
- refreshed merchandise ranges
- strong marketing campaigns



QUESTIONS

THANK YOU