

Reviewed Abridged Financial Results

FOR THE SIX MONTHS ENDED 31 DECEMBER 2021



Salient Features

FOR THE SIX MONTHS ENDED 31 DECEMBER 2021

	Six months ended 31-Dec-21 ZWL Reviewed	Six months ended 31-Dec-20 ZWL Restated	Change
INFLATION ADJUSTED			
Revenue (ZWL millions)	16,979.5	11,051.1	▲ 54%
Operating profit before impairment, depreciation and amortisation (ZWL millions)	1,899.2	1,756.7	▲ 8%
Profit before tax (ZWL millions)	3,023.3	1,878.1	▲ 61%
Profit for the period attributable to equity holders of the parent (ZWL millions)	2,253.7	1,288.8	▲ 75%
Cash generated from operating activities (ZWL millions)	4,128.0	3,219.2	▲ 28%
Headline earnings per share (ZWL cents)	384.25	229.15	▲ 68%
Interim dividend declared per share (ZWL cents)	134.00	85.19	▲ 57%
HISTORICAL COST - UNAUDITED			
Revenue (ZWL millions)	15,949.2	7,624.5	▲ 109%
Operating profit before impairment, depreciation and amortisation (ZWL millions)	2,117.5	1,440.4	▲ 47%
Profit before tax (ZWL millions)	2,965.3	1,245.7	▲ 138%
Profit for the period attributable to equity holders of the parent (ZWL millions)	2,252.7	891.3	▲ 153%
Cash generated from operating activities (ZWL millions)	3,799.9	2,340.5	▲ 62%
Headline earnings per share (ZWL cents)	382.96	158.46	▲ 142%
Interim dividend declared per share (ZWL cents)	134.00	53.00	▲ 153%

Chairman's Statement

OVERVIEW

Throughout the six months under review, the Group continued to trade under challenging conditions due to the socio-economic and regulatory effects of the Covid-19 pandemic across all the markets. Despite this, Simbisa delivered an excellent performance. The key highlights for the period include:

- Simbisa recorded a strong rebound in customer counts despite limitations in trading hours and other restrictions;
- The Group opened 47 stores during the six-month period, including 5 drive-thru restaurants;
- A 53% increase in delivery sales against the same period last year contributed significantly to Simbisa's financial performance;
- Simbisa continued to invest in technology and digital initiatives encompassing digital menu boards, digital ordering and manufacturing process automation. These investments complement the business' efforts to improve the customer experience.

The Board continues to strategically navigate the short-term challenges brought about by the Covid-19 pandemic with its stated ambition of driving growth into the future.

In the period under review the following matters received critical attention:

i. Covid-19 induced trading restrictions

Although successful vaccination efforts have raised optimism across the globe, recurrent waves and new variants of SARS-coV-2 virus will continue to impact business operations.

Therefore, keeping our staff and customers safe remained the number one priority.

In our leading markets, (Zimbabwe and Kenya), Simbisa restaurants traded -44% and -13% respectively, below the regular trading hours.

Limits on sit-down services, international travel restrictions and limitations on gatherings and the resultant decrease in customer movement also impacted trading results. Conversely, however, the pandemic has also brought about new opportunities, accelerating customer adoption, of omni-channels such as drive-thru service, curb-side collection, and online delivery ordering. Simbisa continues to improve its service offerings and delivery models across these channels.

ii. Strategic focus areas

Strategically, the Board focused on three key areas: new store roll-out, store remodelling initiatives, and customer experience enhancement. The Board approved a significant pipeline of new stores, stretching into the next financial year. The Board also approved store-remodelling initiatives including smaller footprint stores in markets such as Mauritius, which have been highly successful. To enhance customer experience, quality of service and brand consistency, the Board has increased the food and resources allocated to training, talent retention and compliance with brand standards. The Board is also closely overseeing the implementation of various initiatives covering food processing, customer engagement and financial systems and controls to enhance customer service optimisation and improve operational efficiencies and real time financial reporting.

FINANCIAL REPORTING MATTERS

i. Foreign Exchange rate disparities in Zimbabwe and impact on financial reporting

In the Company's Financial Year Ended June 2021 Report, I set out the Board's considered view that the exchange rate derived from the Reserve Bank of Zimbabwe weekly Foreign Currency Auction System ("Auction Rate") is not appropriate as a "Spot Rate" compliant with the requirements of International Accounting Standard (IAS) 21, "The Effects of Changes in Foreign Exchange Rates" and therefore International Financial Reporting Standards (IFRS). Since that report, there have not been any significant changes in the Zimbabwean market, and the Board maintains the view previously expressed to shareholders. The Group's Zimbabwean Operation continues to generate all its foreign currency from the sale of products in the local market in line with the multi-currency framework and does not have access to the foreign currency auction system. Furthermore, the disparity between the Auction rate and the rate reflected by comparing market prices in local currency against foreign currencies has sadly continued to widen.

The Group, therefore, estimated an exchange rate based on the transaction rates and applied this rate to translate monetary foreign currency balances on the statement of financial position. The Group used the same estimated exchange rates to translate the results of its foreign subsidiaries.

The Independent Auditors believe the Auction Rate to be a "Spot Rate" compliant with the requirements of IAS 21. As a result, they have issued an adverse review conclusion, on the same basis as indicated in the audit opinion on the Group's financial statements for the year ended 30 June 2021. Varying views on the matter remain across the professional accounting sector in Zimbabwe. Simbisa will continue to lobby, through the relevant bodies, including the Public Accountants and Auditors Board, for guidance to be established that better reflects the peculiar economic environment prevailing in Zimbabwe.

The impact of the use of the transactions-based exchange rate on the accompanying financial statements is as follows:

	Inflation adjusted (ZWL Millions)		
	At transactions-based rate	At auction rate	Impact (decrease) /increase
Income Statement			
Operating Profit	1,899.2	1,254.9	(644.3)
Net profit attributable to shareholders	2,253.7	1,603.7	(650.0)
Basic Earnings per share - ZWL Cents	400.88	285.26	(115.62)
Balance Sheet			
Total assets	21,795.3	14,766.4	(7,028.9)
Total liabilities	13,641.5	9,946.6	(3,694.9)
Net debt	4,576.6	3,698.3	(878.3)
Total equity	8,153.8	6,382.8	(1,771.0)

ii) Impact of International Financial Reporting Standard (IFRS) 16: Leases

As highlighted in our Group Annual report for the year ended 30 June 2021, the application of IFRS 16 has had a material impact on the Group's results as it operates most of its stores under operating lease agreements. IFRS 16 applies a single lease accounting model, like that of finance leases under the previous lease standard, IAS 17. Operating lease arrangements are therefore treated as financing arrangements under the new standard. The accounting impact of the standard is a significant dilutive effect on the Group's earnings in the early years of the lease and the opposite in the last years.

The Directors believe that considering the nature of the Group's lease arrangements, it is neither appropriate nor useful to treat the Group's operating leases as financing arrangements, particularly from an income statement perspective. The Board continues to assess the relevance of this standard and usefulness to shareholders and users of the Group's financial statements.

The impact of the standard on the Group's financial statements for the half-year ended 31 December 2021 is as follows:

	Inflation-adjusted (ZWL Millions)		
	Pre-IFRS 16	Change	Post-IFRS 16
Income Statement			
Operating Profit	1,392.5	506.7	1,899.2
Net profit attributable to shareholders	2,350.1	(96.4)	2,253.7
Basic Earnings per share - ZWL Cents	418.02	(17.14)	400.88
Balance sheet			
Total assets	16,576.0	5,219.3	21,795.3
Total liabilities	8,422.2	5,219.3	13,641.5
Net (cash)/debt	(642.7)	5,219.3	4,576.6

FINANCIAL PERFORMANCE HIGHLIGHTS

Key highlights (in inflation-adjusted terms) are as follows:

- Revenue increased by 54% (+26% in Zimbabwe and +129% in the Region). The main driver of growth in Zimbabwe was an increase in customer counts of 18%. In the Region, (excluding the impact of the Zimbabwe dollar exchange rate depreciation), Revenue increased by 36% in USD terms, mainly from a 28% increase in customer counts.
- The Group recorded a net monetary gain of ZWL267 million (2020: ZWL239 million), reflecting robust inflation hedging strategies in Zimbabwe.
- Foreign currency translations favourably impacted profit by ZWL 2billion (2020: ZWL 828million).
- Profit attributable to shareholders and headline earnings increased by 75% and 68%, respectively.
- Cash generated from operations was very strong at 173% of Operating profit.
- ZWL1.23 billion was spent on investing activities.
- Total debt (excluding IFRS 16 liabilities) was ZWL1.9 billion (30 June 2021 restated: ZWL2.7 billion). Total debt remains below x1 annualised operating profit.

INTERIM DIVIDEND

The Board resolved to declare an interim dividend of ZWL 134 cents per share (FY21: 53 ZWL cents per share). Furthermore, the Board approved a dividend of ZWL37,666,381 to the Simbisa Employee Share Trust. The dividend will be payable in Zimbabwe dollars on or about 6 April 2022 to shareholders registered in the books of the Company close of business on 1 April 2022. The last day to trade cum-dividend is 29 March 2022, and the ex-dividend date is 30 March 2022.

CORPORATE GOVERNANCE

There have been no changes to the Board composition since our last report.

SUSTAINABILITY

As a multi-national company, Simbisa Brands has an obligation to exercise responsible business practices that uphold environmental stewardship and positively impact the community. The Board recently approved a 3-year corporate responsibility strategy focusing on three key United Nations Sustainable Development Goals: Zero Hunger, Quality Education and Clean Water and Sanitation.

Simbisa continues to strengthen and align its policies and procedures to minimise any negative impacts on the environment and society.

Simbisa Brands supported less privileged children by donating meals and drinks during the half-year to 16 institutions and this positively impacted 1,600 children. Simbisa together with the National Blood Services of Zimbabwe (NBSZ) hosted a blood donation drive hosted at our various food courts. Simbisa Brands continues to focus its CSR activities on children's education, public health, and other public institutions in a sustainable manner.

OUTLOOK

The Board is confident of the growth prospects of the Group and the economic environments in the different countries of operation. The key objective in the short term would be to maintain the strong rebound in trading despite continued Covid-19 induced trading conditions. Simbisa is on course to meet a target of 92 new store openings by the end of the financial year as communicated in the Group's last report. The Group has approved plans to open 69 new stores by 30 June 2022 (19 in Zimbabwe, 29 in Kenya, 9 in Ghana, 1 in Zambia, 1 in Mauritius and 10 in the Democratic Republic of Congo (franchise stores)) at a cost of about US\$14 million. By the end of calendar year 2022, the Group should be operating 623 counters.

Although Covid-19 remains endemic and will continue to influence business operations and decisions, the Board will pursue the expansion of the Simbisa Brands footprint.

The ever-evolving economic environment in Simbisa's largest market, Zimbabwe, and changes in economic policies in Zambia will require managements' close attention, coupled with nimble and adaptable business strategies. The Group also expects cost pressures across our markets to continue against the background of weakening emerging market currencies and heightened inflation. The Board is confident in the management team's strategies to keep growing customer counts and maintaining operating profit margins in the face of these challenges.

The Board recognises that Simbisa's success hinges on offering an excellent customer experience. The Group will continue to invest in improving the digital sales experience and the efficiency of our drive-thru, delivery, and collect sales channels to enhance the customer experience further. The Board is confident that the recent optimisation of the operational and franchising organisational structure will enhance the focus on quality customer experience.

Simbisa remains committed to ensuring that the business operates to the highest possible health and safety standards to protect the health of its employees, customers, and other stakeholders. The Group will also continue to support the authorities in efforts to reduce Covid-19 infection rates, encourage vaccination and mitigate the impact of the pandemic in the community.

APPRECIATION

In closing, I would like to express on behalf of the Board, our sincere appreciation of the continued efforts and resilience of our employees and managers across the Group whose hard work and dedication is evident from the outstanding results achieved over this difficult trading period. I also want to express our continued gratitude to our loyal customers and business associates for their continued support.

ABC CHINAKE
Independent Non-executive Chairman
Harare
18 March 2022

Interim Dividend Announcement

Notice is hereby given that on 18 March 2022 the Board of Directors declared an interim dividend of ZWL 134 cents per share payable out of the profits of the Group for the half year ended 31 December 2021.

Dividend No	13
Announcement date	18 March 2022
Dividend per share	ZWL 134 cents
Record date	01 April 2022
Last date to trade cum-dividend	29 March 2022
Ex-dividend date	30 March 2022
Payment date	On or about 06 April 2022

Group Secretary
18 March 2022

Chief Executive Officer's Report

TRADING ENVIRONMENT

With the easing of trading restrictions in our operating markets, trading capacity has scaled up and with that, customer counts have shown a recovery in 1H FY2022 versus prior year. Increased delivery contribution, which has also translated to firmer average spend, has further supported the increase in turnover versus prior year. In 1H FY2022, Simbisa continued to navigate the health risks associated with Covid-19 without having to completely shut down any shops and without losing any of our associates to the disease.

Challenges prevailed in the Zimbabwe operating environment, both from Covid-19 related restrictions as well as inflationary pressures borne from continued exchange rate volatility. Despite the resultant depressed economic activity and cost-pricing volatility, Simbisa Zimbabwe managed to achieve organic growth in revenue and profitability and continued to expand its footprint.

The Regional operating environment benefited from fewer trading restrictions, improved trading hours and exchange rate stability during the six-month financial period under review. The Region also managed to achieve top-line growth through increased customer counts and improved real average spend in 1H FY2022 versus prior year. Growth in market share remains a priority in the region, with 40 new counters opened in the period under review.

GROUP PERFORMANCE OVERVIEW

Improved operating hours and organic growth in the six month period under review resulted in a recovery in customer counts, which increased 21% in 1H FY2022 versus prior year. Increased delivery contribution, with total deliveries up 53% year-on-year, together with currency stabilisation in our Regional operating markets, translated to firmer average spend. Resultantly, the Group achieved top line growth of 54% in inflation-adjusted terms in 1H FY2022 versus prior year. Continued cost management and currency stability have supported real operating margins and translated top-line growth into improved profitability and Shareholder returns.

With the strategic focus shifting to accelerated growth initiatives, the Group opened 47 stores during the six-month period, including 5 drive-thru restaurants.

ZIMBABWE

Simbisa's operations in Zimbabwe continued to be significantly impacted by ongoing Covid-19 trading restrictions, with the country operating at Alert Level 2 throughout most of the period under review. In 2Q FY2022 counter trading hours were 37% below normal counter trading hours, although these restrictions have been gradually easing with an improvement on the trading hours in 1Q FY2022, which were 52% below capacity. Seating restrictions and curfews also remained in place throughout the period under review.

Despite reduced trading hours, 1H FY2022 customer counts in Zimbabwe grew 18% year on year on the back of ongoing promotions and value meal offerings as well as steady growth in footprint, deliveries, and collect orders. Increased focus on the delivery segment continued to bear fruit, with the total number of deliveries increasing 62% in 1H FY2022 versus prior year. Real term average spend increased, resulting in top line growth of 26% year-on-year, driven primarily by the growth in customer counts.

In the period under review, an upgrade to storage space and installation of new, state-of-the-art chip production equipment at the Central Kitchen resulted in a significant improvement in storage capacity, product quality and production efficiencies, thereby supporting Operating Margins.

The Group continued to expand its footprint in Zimbabwe with the opening of 7 new counters between 30 June and 31 December 2021. As at 31 December 2021 there were 239 operational counters in Zimbabwe.

REGIONAL OPERATIONS

An easing in Covid-19 restrictions in the period under review resulted in a significant improvement in trading hours and a rebound in customer footfall to Simbisa's outlets. Whilst Kenya's trading hours were still 13% below full capacity in 1H FY2022, other markets including Mauritius, Ghana and Zambia resumed operations at full capacity. Covid-19 continues to impact Simbisa's Regional business however, through increased shipping and import prices, which put pressure on margins and necessitated moderate menu price increases in our operating markets during 1H FY2022.

Currencies in Simbisa's regional operating markets remained relatively stable in the 1H FY2022 operating period. In the closing period 31 December 2021 versus 31 December 2020, the Mauritian Rupee and Ghanaian Cedi depreciated 11% and 5% against the US Dollar respectively, the Kenyan Shilling devalued 4% against the US Dollar whilst the Zambian Kwacha appreciated 21% against the US Dollar, on the back of positive post-election sentiment.

Customer counts in the regional business increased 28% from prior year, while average spend increased 5% in USD-terms on the back of menu price increases, currency stabilisation and increased contribution from delivery channels. Revenue generated by our regional operations increased 36% year-on-year in USD-terms and by 129% in ZWL terms from ZWL 2.98b in prior year to ZWL 6.85b in 1H FY2022. Regional EBITDA margins improved on the back of enhanced operating efficiencies and aggressive cost management strategies.

Growing the Simbisa brand footprint was a key focus area in the period under review and 40 new counters were opened during this period.

Reviewed Abridged Financial Results

FOR THE SIX MONTHS ENDED 31 DECEMBER 2021

NOTES TO THE REVIEWED ABRIDGED CONSOLIDATED FINANCIAL RESULTS FOR THE SIX MONTHS ENDED 31 DECEMBER 2021 - (continued)

8 Borrowings

Non-current borrowings

The Group's non-current borrowings are repayable from January 2023 to January 2024. The facilities are secured with a Corporate guarantee and bear interest at an average rate of 7% in the Region segment

Current borrowings

Short-term borrowings form part of the Group's core borrowings and are renewed on maturity in terms of on-going facilities negotiated with the relevant financial institutions. The average interest rate for short-term borrowings is 7% and 32% per annum for the Region and Zimbabwe respectively.

9 Commitments for capital expenditure

Inflation Adjusted		Historical Cost	
31-Dec-21 Reviewed ZWL	31-Dec-20 Restated ZWL	31-Dec-21 Unaudited ZWL	31-Dec-20 Unaudited ZWL
2,500,365,981	935,344,207	2,500,365,981	581,909,049
642,514,080	695,399,392	642,514,080	432,631,320
3,142,880,061	1,630,743,599	3,142,880,061	1,014,540,369

Authorised by Directors and contracted
Authorised by Directors but not contracted

The capital expenditure is to be financed out of the Group's own resources and existing borrowing facilities.

10 Changes in interests in subsidiaries

Current period

Disposal of Simbisa Brands Namibia Limited

Effective 1 July 2021, the Group disposed of its 100% shareholding in Simbisa Brands Namibia Limited. This market will now be run as a franchised operation.

The transaction resulted in a profit on disposal of subsidiary of ZWL 3,213,223, which was recognised directly in the distributable reserves.

Inn Bucks (Private) Limited

The Group established a new business, Innbucks, in partnership with a local fintech investor. Innbucks is a mobile application which allows customers to send, receive money and buy food at Simbisa outlets. Currently the service is available in the Group's largest market, Zimbabwe. The service has been well received in the market.

Acquisition of Property Company

The Group acquired a property holding company, with effect from 1 December 2021, at a cost of ZWL 105,335,282. The cost is included under investing activities on the statement of cash flows, while the property has been included under investment properties.

NOTES TO THE REVIEWED ABRIDGED CONSOLIDATED FINANCIAL RESULTS FOR THE SIX MONTHS ENDED 31 DECEMBER 2021 - (continued)

10 Changes in interests in subsidiaries - (continued)

Prior period

Acquisition of Kutuma Kenya Limited

Effective 1 July 2020, the Group acquired 75% interest in Kutuma Kenya Limited through its subsidiary Simbisa International Franchising Limited. The transaction gave the Group control with effect from 1 July 2020. Kutuma Kenya Limited is a food delivery company, whose clients comprise Simbisa Kenya Limited's Dial-A-Delivery and other third party restaurants.

As at the date of acquisition, this transaction gave rise to goodwill of ZWL 6,040,373 and non-controlling interests of ZWL 13,319,098.

11 Earnings per share

Inflation Adjusted		Historical Cost	
31-Dec-21 Reviewed ZWL	31-Dec-20 Restated ZWL	31-Dec-21 Unaudited ZWL	31-Dec-20 Unaudited ZWL
2,253,697,114	1,288,755,987	2,252,691,996	891,279,547
562,184,788	562,184,788	562,184,788	562,184,788
562,184,788	562,184,788	562,184,788	562,184,788
400.88	229.24	400.70	158.54
400.88	229.24	400.70	158.54
2,253,697,114	1,288,755,987	2,252,691,996	891,279,547
(95,629,212)	-	(101,813,968)	-
2,794,045	(705,639)	2,758,013	(609,923)
(690,688)	174,434	(681,781)	150,773
2,160,171,259	1,288,224,782	2,152,954,260	890,820,397
384.25	229.15	382.96	158.46
384.25	229.15	382.96	158.46

12 Subsequent events

There were no significant events after the reporting period.

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