



# GROUP ANNUAL RESULTS FOR THE YEAR ENDED 30 JUNE 2024

Andy Hall, CEO & Dorette Neethling, CFO



# OVERVIEW

ANDY HALL, CEO



# PERFORMANCE

## FINANCIAL



TURNOVER

+6%  
R9.6b



TRADING PROFIT

+4%  
R1.2b



HEPS

+10%  
617 cents



DIVIDEND

+10%  
275 cents

## SEP



2024 INCREASE

6.79%



2023 'TOP-UP' INCREASE

1.73%



2023 INCREASE

3.28%

# CONSUMER

REVENUE  
R1 702m  
+3%

TRADING PROFIT  
R362m  
+2%



OTC

REVENUE  
R2 462m  
+8%

TRADING PROFIT  
R384m  
+10%



# PRESCRIPTION

REVENUE  
R3 430m  
+4%

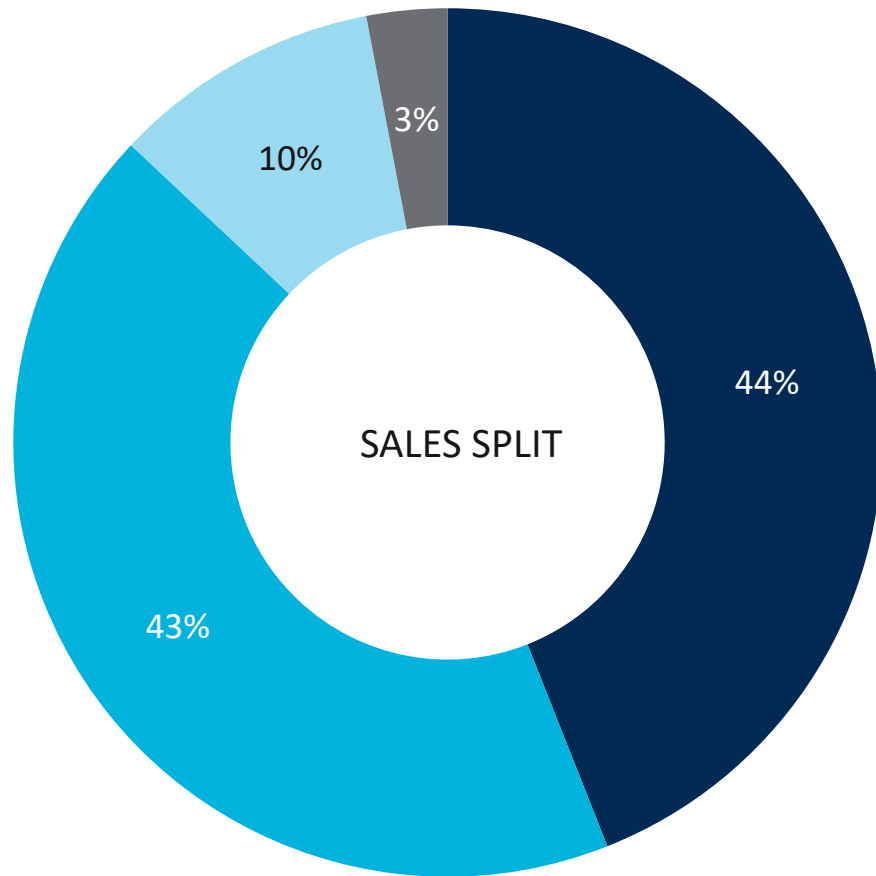
TRADING PROFIT  
R352m  
+10%



# HOSPITAL

REVENUE  
R2 049m  
+8%

TRADING PROFIT  
R128m  
-16%



- RENAL
- MEDICINE DELIVERY
- BLOOD
- SPECIALISED THERAPIES



# SUPPLY CHAIN





# ESG JOURNEY



CLAYVILLE  
SOLAR PANELS



ELECTRIC VEHICLES

TRANSFORMATION

B-BBEE

Level  
2



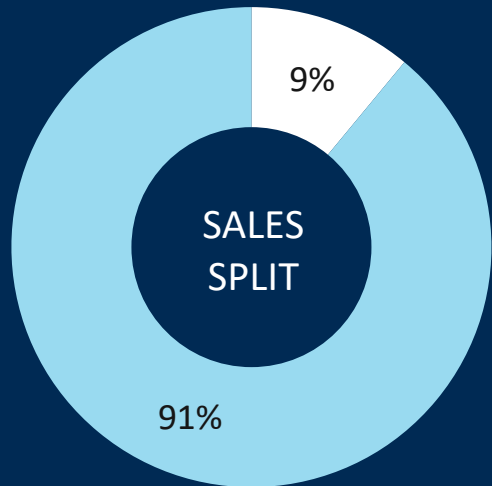
# FINANCIAL PERFORMANCE

DORETTE NEETHLING, CFO



TURNOVER

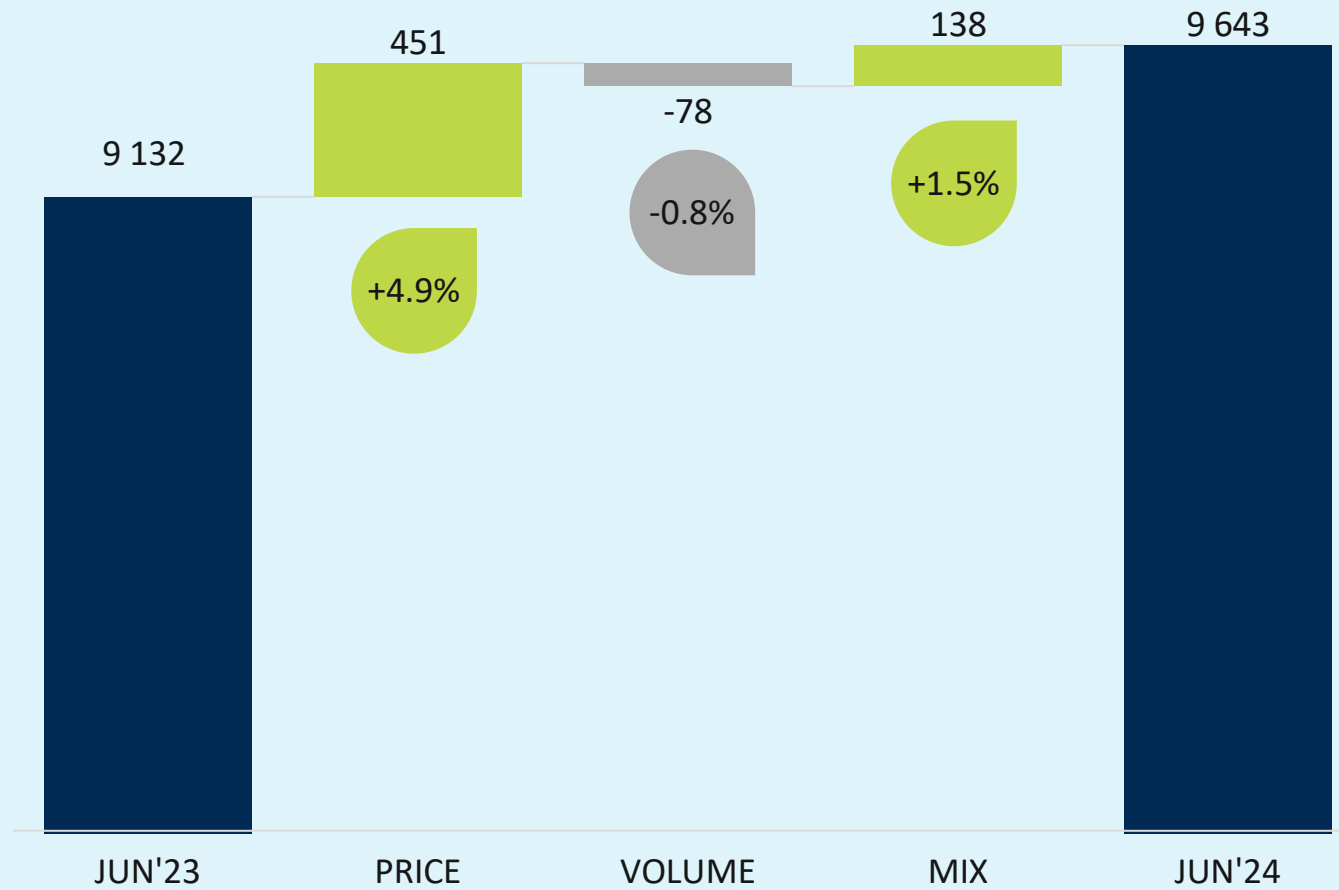
+6%



■ PUBLIC ■ PRIVATE

R'MILLION

■ INCREASE ■ DECREASE ■ TOTAL

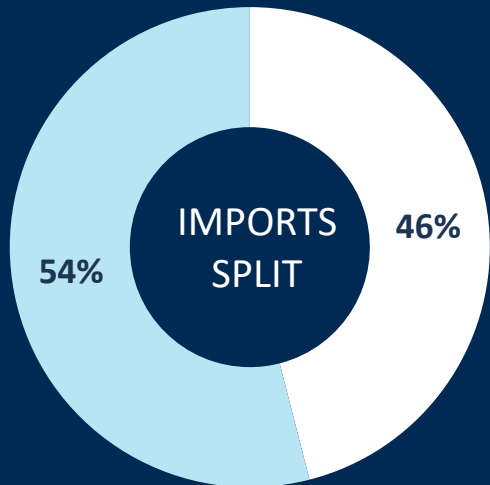


GROSS PROFIT

+1%

GROSS MARGIN

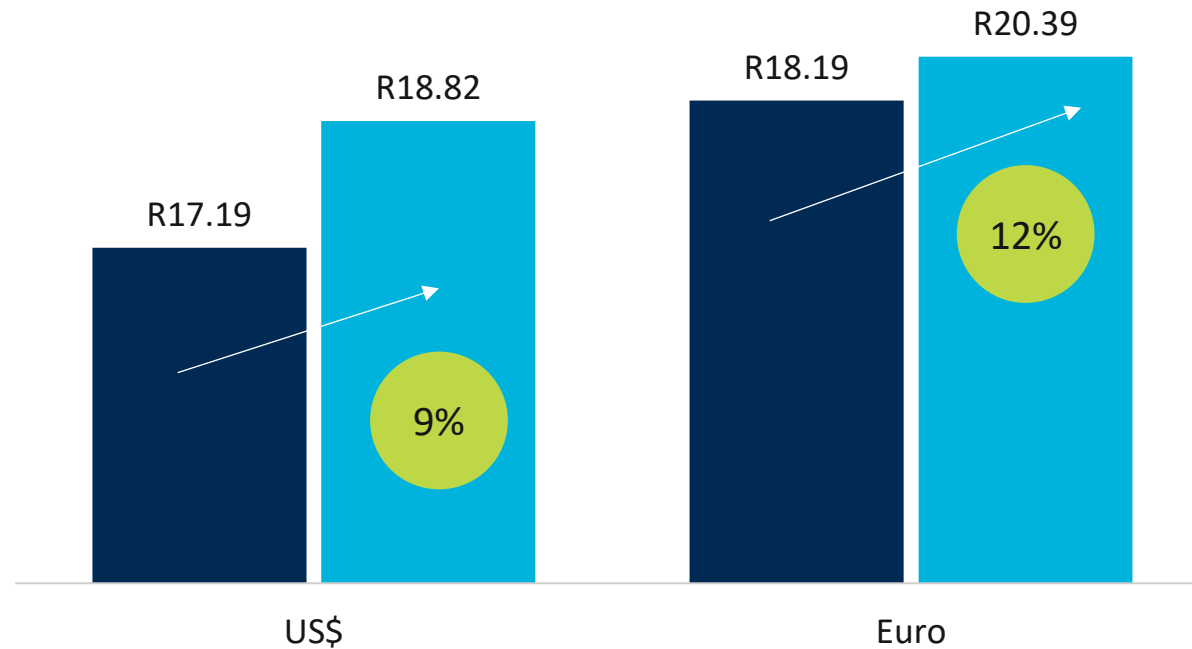
33%



■ EURO

■ US\$

### IMPORTS - EXCHANGE RATES (FEC'S)



■ 2023 ■ 2024



# INCOME STATEMENT FOR THE YEAR ENDED 30 JUNE 2024

TRADING PROFIT

+4%

	2024 R'm	2023 R'm	Change %
Revenue	9 643	9132	6%
Cost of sales	(6 424)	(5 945)	8%
Gross profit	3 219	3 187	1%
Operating expenses	(1 989)	(2 007)	(1%)
<b>Trading profit</b>	<b>1 230</b>	<b>1 180</b>	<b>4%</b>



# INCOME STATEMENT FOR THE YEAR ENDED 30 JUNE 2024

HEPS

10%

	2024 R'm	2023 R'm	Change %
Trading profit	1 230	1 180	4%
Non-trading expenses	(165)	(45)	
<b>Operating profit</b>	<b>1 065</b>	<b>1 135</b>	<b>(6%)</b>
Equity accounted earnings	143	119	
Net finance cost	(87)	(52)	
Dividend income	4	3	
<b>Profit before tax</b>	<b>1 125</b>	<b>1 205</b>	<b>(7%)</b>
Tax	(311)	(307)	
<b>Profit for the year</b>	<b>814</b>	<b>898</b>	<b>(9%)</b>
HEPS (cents)	616.6	561.3	10%



# BALANCE SHEET AS AT 30 JUNE 2024

DEPRECIATION

R191m

AMORTISATION

R9m

	2024 R'm	2023 R'm
<b>Non-current assets</b>		
Property, plant and equipment	1 449	1 476
Right-of-use assets	190	233
Intangible assets	1 114	1 233
Deferred tax assets	26	14
Other financial assets	18	21
Investment in joint ventures	672	671
	<b>3 469</b>	<b>3 648</b>



# BALANCE SHEET AS AT 30 JUNE 2024

INVENTORY DAYS

133

TRADE RECEIVABLE  
DAYS

54

TRADE PAYABLE  
DAYS

60

	2024 R'm	2023 R'm
<b>Current assets</b>		
Inventories	2 541	2 449
Receivables and other current assets	2 224	2 060
Cash and cash equivalents	89	91
Tax receivable	32	13
Loans receivable	-	1
	<b>4 886</b>	<b>4 614</b>





# BALANCE SHEET AS AT 30 JUNE 2024

**INTEREST-BEARING  
LIABILITIES  
(LEASES)**

**R281m**

	2024 R'm	2023 R'm
<b>Total equity</b>		
Share capital	15	15
Share premium	267	267
Treasury share reserve	(799)	(471)
Non-distributable reserves	275	357
Retained income	5 655	5 220
<b>Total shareholders' funds</b>	<b>5 413</b>	<b>5 388</b>



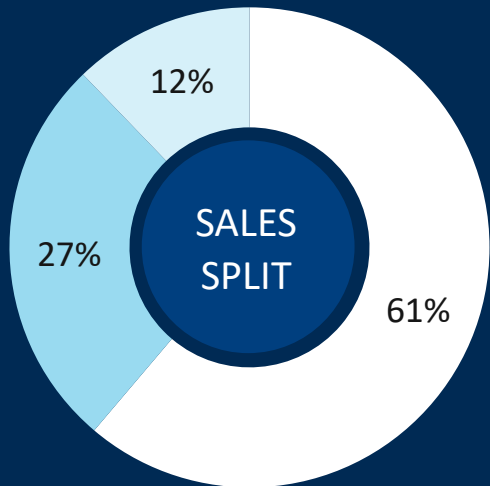
SEGMENT  
**CONSUMER**

TURNOVER

3%

TRADING PROFIT

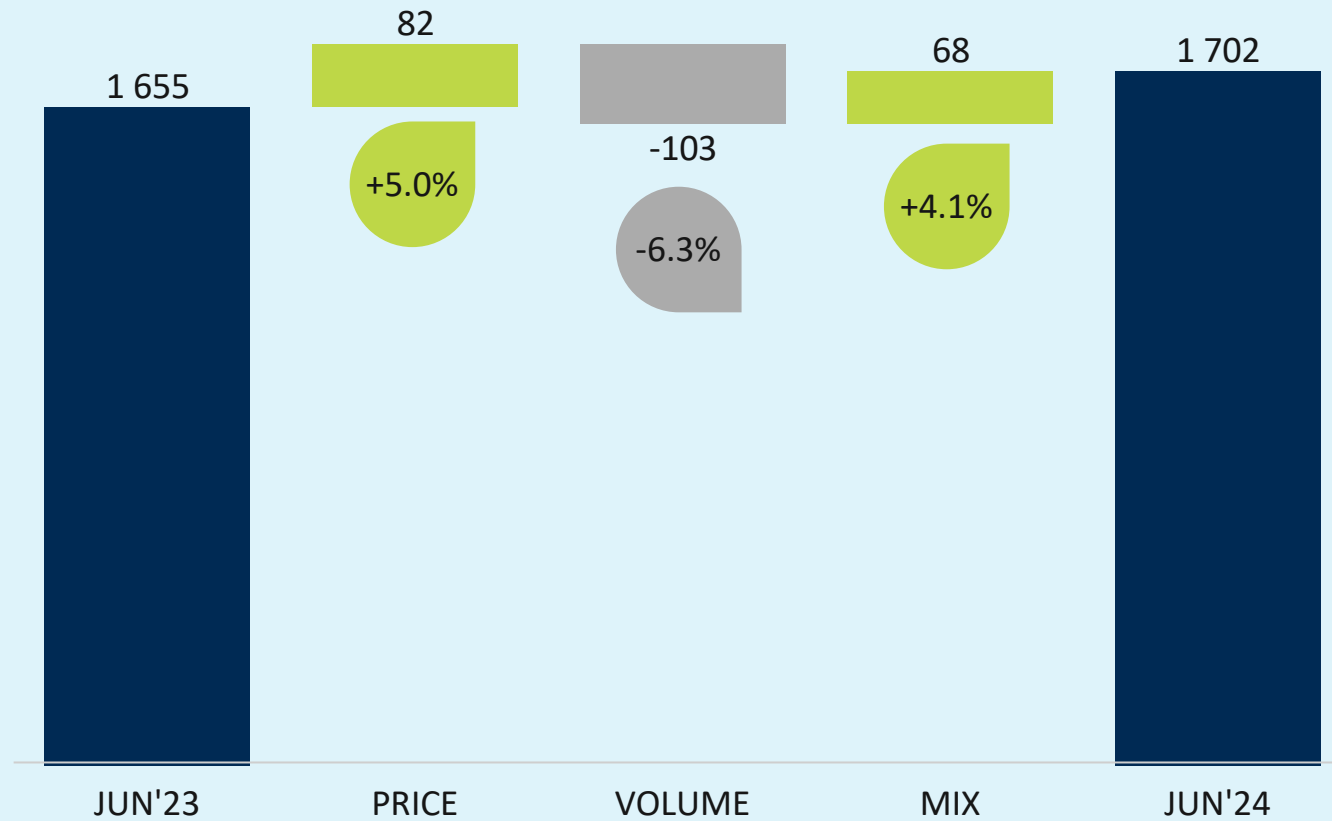
+2%



- HEALTHCARE
- PERSONAL CARE
- HEMECARE

R'MILLION

■ INCREASE ■ DECREASE ■ TOTAL



SEGMENT

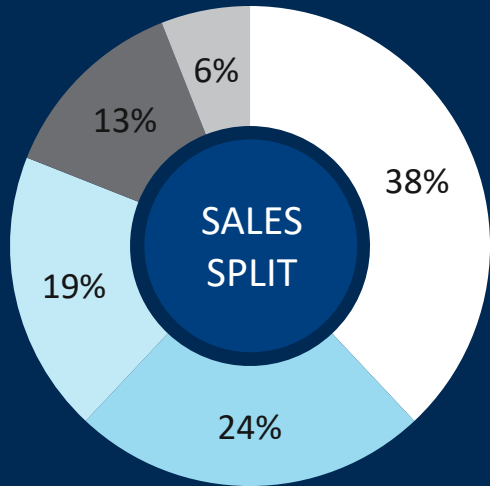
# OTC

TURNOVER

+8%

TRADING PROFIT

+10%



- COUGH & COLD
- PAIN
- HEARTBURN & INDIGESTION
- ALLERGY
- OTHER

R'MILLION

■ INCREASE ■ TOTAL



SEGMENT

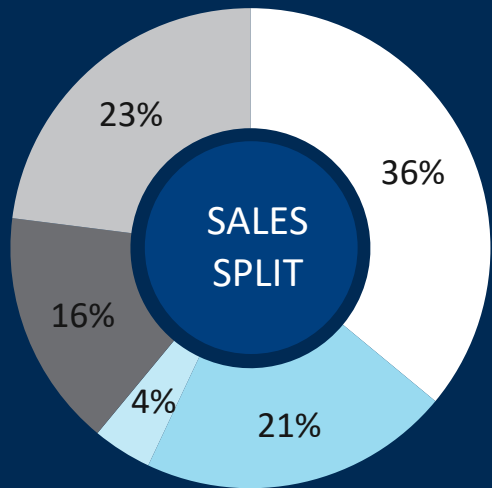
# PRESCRIPTION

TURNOVER

+4%

TRADING PROFIT

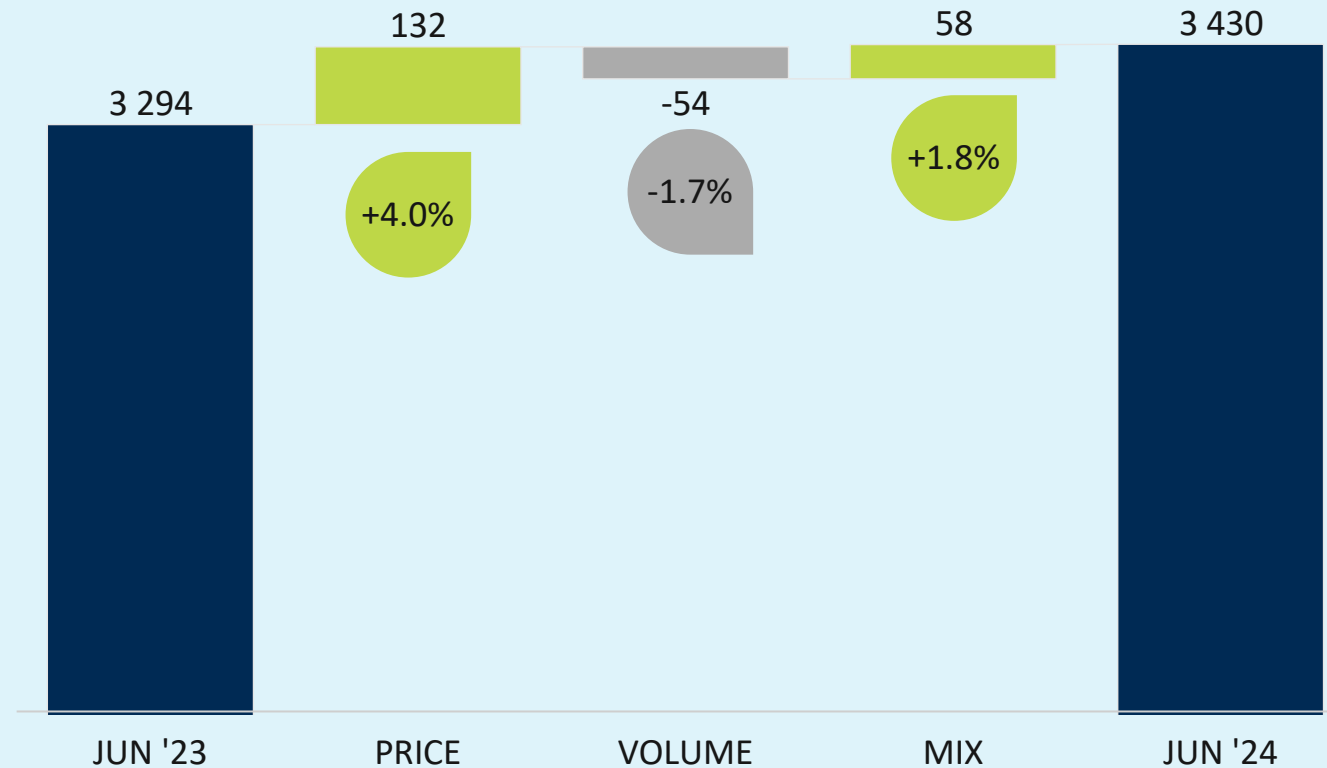
+10%



- BRANDED
- GENERIC
- ARV
- OTHER
- MNC

R'MILLION

■ INCREASE ■ DECREASE ■ TOTAL



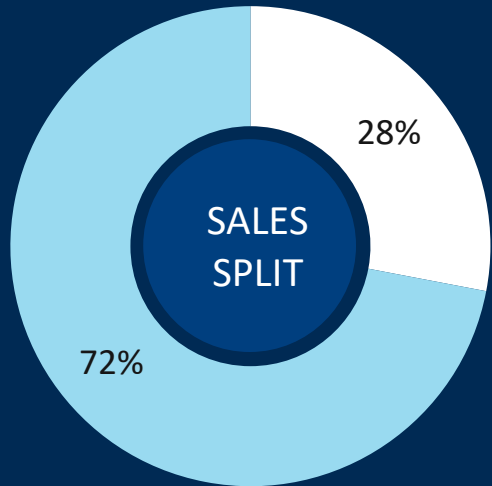
SEGMENT  
HOSPITAL

TURNOVER

+8%

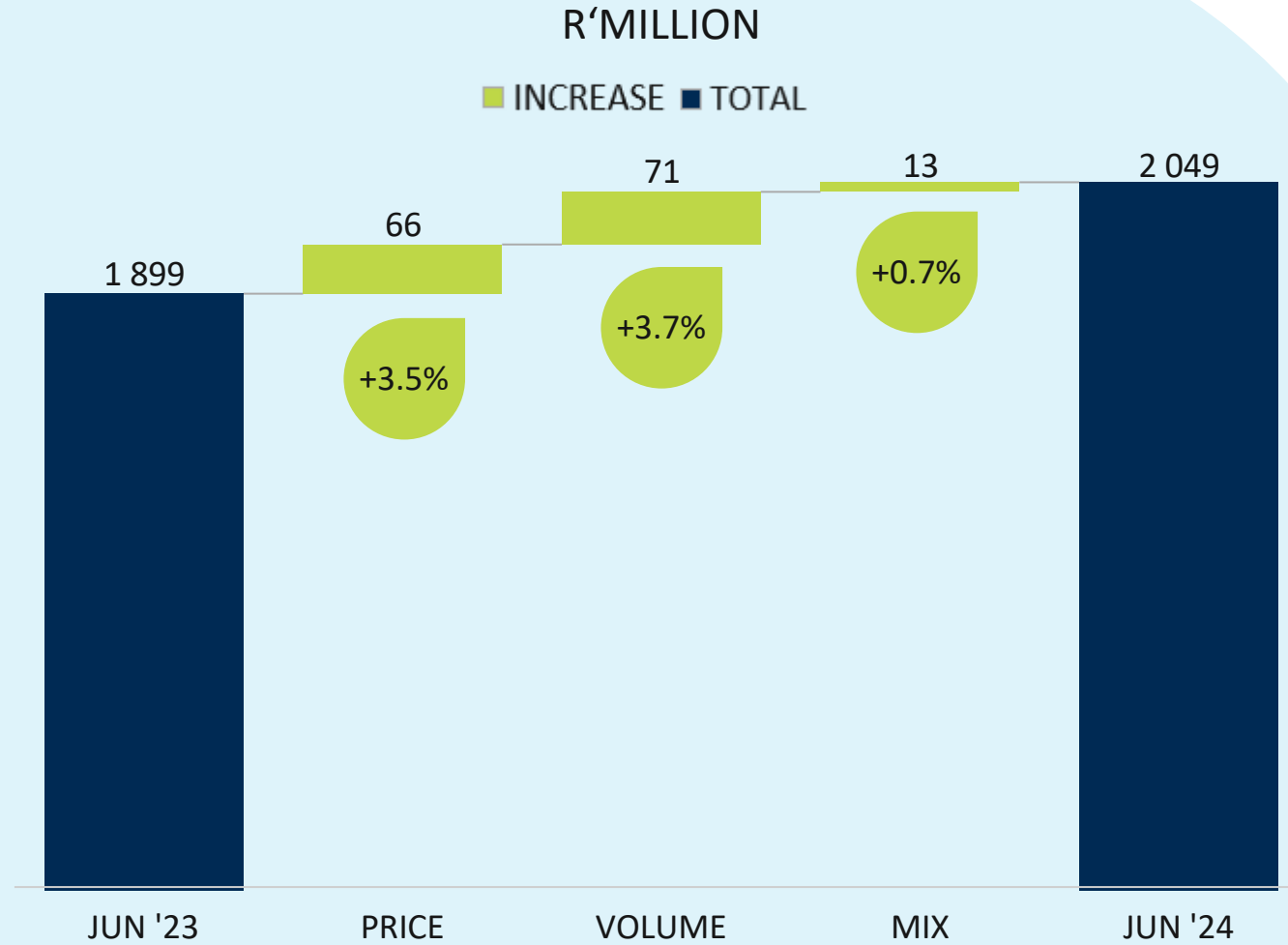
TRADING PROFIT

-16%



■ PUBLIC

■ PRIVATE





THANK YOU