

THE **TRELLIDOR** GROUP

**TRELLIDOR HOLDINGS LIMITED**

(REGISTRATION NUMBER 1970/015401/06)

SUMMARISED CONSOLIDATED

# AUDITED FINANCIAL STATEMENTS

FOR THE YEAR ENDED 30 JUNE 2024

**Strength. Quality. Variety.**

Trellidor is a proudly South African company.



The core values of the Group are built on the three pillars of  
**Innovation, Quality and Service.**

With these pillars as our base we have successfully built a reputation for delivering **trusted high-quality products and exceptional service.**

# Salient Points

Revenue for the year

**R565.8 million**

(2023: R502.3 million)

Headline earnings per share

**36.1 cents**

(2023: 4.2 cents)

Net Cash from operations for the year

**R51.1 million**

(2023: R20.2 million (excl. Labour Appeal Court settlement))

Net Debt as at 30 June 2024

**R115.7 million**

(2023: R146.7 million)

# Commentary

## INTRODUCTION

Trellidor Holdings Limited (“the Company”) comprises the Trellidor, Taylor and NMC businesses (“the Group”).

Trellidor is the market leading manufacturer of custom-made barrier security products, distributed via a dedicated and skilled franchise and branch network operating throughout South Africa, Africa and the UK. Taylor is a manufacturer and distributor of custom-made blinds and decorative and security shutters. NMC is an importer and distributor of cornicing and skirting products.

## OVERVIEW

During the period under review the Group faced two significant challenges:

- Declining revenue in the domestic market; and
- Elevated opening debt levels as at 30 June 2023, at higher interest rates.

With reference to the above, the following was achieved:

- Revenue from international markets increased to R173.0 million; and
- Net debt was reduced from R146.7 million to R115.7 million driven by increased profitability and improvements in Taylor’s working capital.

Group revenue for the year increased by 12.6% to R565.8 million (2023: R502.3 million). Operating profit increased to R62.5 million (2023: R21.9 million) and profit after tax increased to R34.7 million (2023: R3.5 million), translating into headline earnings per share of 36.1 cents (2023: 4.2 cents).

Net cash generated from operations was R51.1 million (2023: R20.2 million excluding the Labour Appeal Court settlement), reducing net debt by R31.0 million, or 21.1%.

In Trellidor, revenue for the year increased by 22.6% to R404.2 million (2023: R329.6 million), driven by a strong performance by the UK division, which offset the weak demand in South Africa. As result operating profit increased to R57.8 million (2023: R15.9 million).

Demand in the market for Taylor’s decorative products was muted. Revenue for the year decreased by 5.0% to R133.2 million (2023: R140.2 million). Operating profit decreased to R2.5 million (2023: R3.0 million excluding the gains from the sale of the NMC business unit).

Similarly NMC’s revenue for the year decreased by 11.1% to R29.7 million (2023: R33.4 million) and operating profit decreased to R0.9 million (2023: R3.3 million).

## DIVIDEND

Given the high level of net debt, the Board has taken a decision not to declare a final dividend in respect of the twelve months ended 30 June 2024. The objective of the Board is to revert to paying of dividend, once borrowings have normalised.

## BORROWINGS

Shareholders are referred to the SENS announcement on 16 November 2023, where we advised that the primary lender to the Group, completed its credit review and condoned the covenant breaches as at 30 June 2023, without amending the existing financial covenants or imposing any additional covenants or conditions. Given the improved financial performance and reduced net debt levels, the financial covenants were well within required levels as at 30 June 2024.

## GROUP OUTLOOK

Restoration of shareholder value is the foremost strategic focus of the Group. Our share in the domestic market needs to be recouped and expanded, supported by revenue generating initiatives in the rest of Africa and abroad. In addition, efforts to optimally manage costs, working capital, and net debt will continue

## AUDITOR’S REPORT

The summarised consolidated financial results have been extracted from the audited consolidated financial statements of the Group for the financial year ended 30 June 2024 but are themselves not audited. The financial statements from which this report is extracted have been audited by PKF Durban on which they expressed an unmodified opinion. A copy of the consolidated annual financial statements for the year ended 30 June 2024, together with the audit report is available for inspection at the Company’s registered office and on the Company’s website, at [www.holdings.trellidor.co.za](http://www.holdings.trellidor.co.za).

The directors take full responsibility for the preparation of the summarised report and that the financial information has been correctly extracted from the underlying audited consolidated financial statements. The consolidated annual financial statements were approved by the Board on 26 September 2024. Information included under the heading "Group Outlook" and any reference to future financial information included in the summarised financial results have not been audited or reviewed. Shareholders are therefore advised that in order to obtain a full understanding of the nature of the auditor's engagement they should obtain a copy of their report with the accompanying audited consolidated annual financial statements from the Company's registered office.

## WEBINAR

Shareholders are advised that the Company will be hosting a webinar at 14:00 on Friday, 27 September 2024 to present the financial results to the market. Please refer to the webinar registration link in the short-form SENS announcement released on the morning of 27 September 2024.



TM Dennison  
Chief Executive Officer  
26 September 2024

# Statement of Financial Position

for the year ended 30 June 2024

	Notes	Audited 30 June 2024 R'000	Audited 30 June 2023 R'000
<b>Assets</b>			
<b>Non-current assets</b>			
Property, plant and equipment		64 294	68 982
Right-of-use assets ('RoU assets')		35 570	40 624
Intangible assets and Goodwill	3	109 622	105 824
Loans receivable		4 686	6 456
Deferred tax		19 232	16 694
		<b>233 404</b>	<b>238 580</b>
<b>Current assets</b>			
Loans receivable		4 771	4 791
Inventories	7	118 203	127 992
Trade and other receivables		60 306	48 769
Current tax receivable		437	2 981
Cash and cash equivalents		11 999	7 391
		<b>195 716</b>	<b>191 924</b>
<b>Total assets</b>		<b>429 120</b>	<b>430 504</b>
<b>Equity and liabilities</b>			
<b>Equity</b>			
Equity attributable to equity holders of the parent			
Stated capital		401	401
Reserves		(3 907)	1 219
Retained income		207 158	172 818
		203 652	174 438
Non-controlling interest		(1 156)	(1 213)
		<b>202 496</b>	<b>173 225</b>
<b>Liabilities</b>			
<b>Non-current liabilities</b>			
Lease liabilities		21 784	29 782
Other financial liabilities	8	75 306	-
Deferred tax		2 957	1 604
		<b>100 047</b>	<b>31 386</b>
<b>Current liabilities</b>			
Lease liabilities		11 870	10 211
Bank overdraft		28 046	32 626
Other financial liabilities	8	24 298	121 505
Trade and other payables	9	52 158	58 923
Current tax payable		9 665	394
Provisions		540	2 234
		<b>126 577</b>	<b>225 893</b>
<b>Total liabilities</b>		<b>226 624</b>	<b>257 279</b>
<b>Total equity and liabilities</b>		<b>429 120</b>	<b>430 504</b>

# Statement of Profit or Loss and other Comprehensive Income

for the year ended 30 June 2024

		Audited 30 June 2024 R'000	Audited 30 June 2023 R'000
	<b>Notes</b>		
Revenue	5	565 790	502 300
Cost of sales		(325 444)	(308 916)
<b>Gross profit</b>		<b>240 345</b>	<b>193 384</b>
Other operating income		8 588	7 373
Movement in credit loss allowance	6	(1 903)	(796)
Other operating expenses		(184 491)	(178 017)
<b>Operating profit</b>		<b>62 538</b>	<b>21 944</b>
Investment income		2 519	1 468
Finance costs		(20 773)	(18 232)
<b>Profit before taxation</b>		<b>44 284</b>	<b>5 180</b>
Taxation		(9 575)	(1 705)
<b>Profit for the year</b>		<b>34 709</b>	<b>3 475</b>
Other comprehensive income:			
<b>Items that may be reclassified to profit</b>			
Exchange differences on translating foreign operations		(5 439)	2 889
<b>Total comprehensive income for the year</b>		<b>29 270</b>	<b>6 364</b>
Profit attributable to:			
Owners of the parent		34 340	3 629
Non-controlling interest		369	(154)
		<b>34 709</b>	<b>3 475</b>
Total comprehensive income attributable to:			
Owners of the parent		29 213	6 592
Non-controlling interest		57	(228)
		<b>29 270</b>	<b>6 364</b>
<b>Earnings per share for the period attributable to the owners of the parent</b>			
Basic and diluted earnings per share (cents)	10	36.10	3.70

# Statement of Changes in Equity

for the year ended 30 June 2024

	Stated capital R'000	Foreign currency translation reserves R'000	Share-based payment reserve R'000	Total reserves R'000	Retained income R'000	Total attributable to equity holders of the Group R'000	Non-controlling interests R'000	Total equity R'000
<b>Balance at 01 July 2022</b>	<b>401</b>	<b>(1 743)</b>	<b>6 777</b>	<b>5 034</b>	<b>162 413</b>	<b>167 846</b>	<b>(985)</b>	<b>166 863</b>
Profit for the year	-	-	-	-	3 629	3 629	(154)	3 475
Other comprehensive income	-	2 963	-	2 963	-	2 963	(74)	2 888
<b>Total comprehensive income for the year</b>	<b>-</b>	<b>2 963</b>	<b>-</b>	<b>2 963</b>	<b>3 629</b>	<b>6 592</b>	<b>(228)</b>	<b>6 363</b>
Transfer between reserves	-	-	(6 777)	(6 777)	6 777	-	-	-
Dividends	-	-	-	-	-	-	-	-
<b>Balance at 01 July 2023</b>	<b>401</b>	<b>1 220</b>	<b>-</b>	<b>1 219</b>	<b>172 818</b>	<b>174 438</b>	<b>(1 212)</b>	<b>173 226</b>
Profit for the year	-	-	-	-	34 340	34 340	369	34 709
Other comprehensive income	-	(5 127)	-	(5 127)	-	(5 127)	(312)	(5 439)
<b>Total comprehensive loss for the year</b>	<b>-</b>	<b>(5 127)</b>	<b>-</b>	<b>(5 127)</b>	<b>34 340</b>	<b>29 213</b>	<b>57</b>	<b>29 270</b>
Transfer between reserves	-	-	-	-	-	-	-	-
<b>Balance at 30 June 2024</b>	<b>401</b>	<b>(3 907)</b>	<b>-</b>	<b>(3 907)</b>	<b>207 158</b>	<b>203 651</b>	<b>(1 156)</b>	<b>202 496</b>



# Statement of Cash Flows

for the year ended 30 June 2024

	Audited 30 June 2024 R'000	Audited 30 June 2023 R'000
<b>Cash flows from operating activities</b>		
Cash generated from operations	71 115	7 224
Interest income	1 404	1 468
Finance costs	(20 768)	(17 715)
Tax paid	(625)	(2 525)
<b>Net cash from operating activities</b>	<b>51 126</b>	<b>(11 548)</b>
<b>Cash flows from investing activities</b>		
Purchase of property, plant and equipment	(2 442)	(6 452)
Proceeds from disposal of property, plant and equipment	200	1 649
Purchase of other intangible assets	(2 324)	(4 367)
Business combination	(1 978)	(837)
Receipts from loans receivable	296	1 763
<b>Net cash from investing activities</b>	<b>(6 248)</b>	<b>(8 244)</b>
<b>Cash from financing activities</b>		
Proceeds from other financial liabilities	–	31 683
Repayment of other financial liabilities	(21 902)	(17 781)
Repayment of lease liabilities	(13 060)	(11 854)
<b>Net cash from financing activities</b>	<b>(34 962)</b>	<b>2 048</b>
Total cash movement for the year	9 916	(17 744)
Cash at the beginning of the year	(25 235)	(7 901)
Effect of exchange rate movement on cash balances	(728)	410
<b>Total cash at end of the year</b>	<b>(16 047)</b>	<b>(25 235)</b>

# Notes to the Financial Results

for the year ended 30 June 2024

## 1. Basis of preparation

The summarised consolidated audited results for the year ended 30 June 2024 (results for the year) have been prepared in accordance with framework concepts and the measurement and recognition requirements of International Financial Reporting Standards (IFRS Accounting Standards), the SAICA Financial Reporting Guides as issued by the Accounting Practices Committee, the Companies Act of South Africa and the Financial Reporting Pronouncements as issued by the Financial Reporting Standards Council. The report contains the information required by International Accounting Standard (IAS) 34: Interim Financial Reporting and are in compliance with the Listings Requirements of the JSE Limited.

The accounting policies as well as the methods of computation used in the preparation of the results for the year ended 30 June 2024 are in terms of IFRS Accounting Standards and are consistent with those applied in the audited financial statements for the year 30 June 2023. The Group's directors are responsible for the preparation and fair presentation of the summarised consolidated annual results. These results have been compiled under the supervision of the Chief Financial Officer, DJR Judge CA(SA).

## 2. Business combinations

The Group accounts for business combinations using the acquisition method of accounting. The cost of the business combination is measured as the aggregate of the fair values of assets given, liabilities incurred or assumed, and equity instruments issued. Costs directly attributable to the business combination are expensed as incurred.

Goodwill is determined as the consideration paid less the fair value of the identifiable assets and liabilities of the acquiree.

### Business combination during the year - Trellidor Milnerton franchise

On 01 September 2023, the Group acquired the Trellidor Milnerton franchise in Cape Town, which will form an integral part of the Trellidor network. This franchise, in conjunction with the other owned franchise, will be managed as owned Trellidor branches with the expectation of improving service delivery in these regions and improve efficiency to the end user.

Goodwill of R3.2 million from the acquisition consist largely of market awareness of the brand that has been created by the previous franchise owner. Goodwill is not deductible for income tax purposes.

	Audited 30 June 2024 R'000
<b>FAIR VALUE OF ASSETS ACQUIRED AND LIABILITIES ASSUMED:</b>	
Property, plant and equipment	185
Inventories	118
Trade and other payables	(244)
Loans payable	(1 281)
Goodwill	3 200
	<b>1 978</b>
<b>ACQUISITION DATE FAIR VALUE OF CONSIDERATION PAID</b>	
Cash	(1 978)

### 3. Goodwill

Goodwill includes the Taylor and NMC acquisition goodwill, which has a carrying value of R24.0 million and R10.6 million respectively (2023: R24.0 million and R10.6 million respectively), the Trellidor UK acquisition goodwill, with a carrying value of R8.8 million (2023: R9.2 million), and the Trellidor RSA franchise acquisitions with a carrying value of R16.4 million (2022: R13.2 million), which management has tested for impairment during the year and based on the results of the test performed, no impairment was identified. In assessing future income, management has considered the assumptions relating to sustainable growth.

	Opening balance	Additions through business combinations	Foreign exchange movements	Total
	R'000	R'000	R'000	R'000
<b>AS AT 30 JUNE 2024</b>				
Goodwill	59 380	3 200	(362)	62 218
<b>AS AT 30 JUNE 2023</b>				
Goodwill	55 795	2 035	1 550	59 380

### 4. Segment information

The group has four reportable segments that are used by the Chief Executive Officer, as chairman of the executive committee. These operating segments are differentiated and identified by the products they manufacture and distribute, the services they provide and the markets they operate in.

These reportable segments as well as the products, services and geographical area from which each of them derives revenue are set out below:

REPORTABLE SEGMENT	PRODUCTS AND SERVICES
Trellidor	Trellidor is the market leading manufacturer of custom-made barrier security products, distributed via a dedicated and skilled franchise and branch network operating throughout South Africa, Africa and the UK.
Taylor	Taylor, which has a strong presence in the Western Cape, is a manufacturer and distributor of custom-made blinds and decorative and security shutters.
NMC	NMC is an importer and distributor of corning and skirting products.
Holdings	Management of the group treasury function and receives management fee income.

# Notes to the Financial Results continued

## for the year ended 30 June 2024

### 4. Segmented information (continued)

	Audited at 30 June 2024 R'000	Audited at 30 June 2023 R'000
<b>Revenue</b>		
Trellidor	404 229	329 643
Taylor	133 192	140 169
NMC	29 651	33 446
Holdings	26 753	33 755
Inter segment elimination	(28 035)	(34 713)
	<b>565 790</b>	<b>502 300</b>
<b>Operating profit before interest and tax</b>		
Trellidor	57 846	15 893
Taylor	2 537	* 8 196
NMC	924	3 319
Holdings	1 392	18 159
Inter segment elimination	(161)	(23 623)
	<b>62 538</b>	<b>21 944</b>
<b>Reconciling items</b>		
Net finance costs	(18 254)	(16 763)
<b>Profit before tax</b>	<b>44 284</b>	<b>5 181</b>
<b>EBITDA</b>		
Trellidor	69 589	26 200
Taylor	11 846	17 041
NMC	2 456	4 804
Holdings	1 424	18 184
Inter segment elimination	(1 225)	(24 680)
	<b>84 090</b>	<b>41 549</b>
<b>Total assets</b>		
Trellidor	257 907	243 197
Taylor	144 014	166 330
NMC	24 827	24 257
Holdings	171 639	184 768
Inter segment elimination	(169 266)	(188 047)
	<b>429 121</b>	<b>430 505</b>
<b>Reconciling items</b>		
Cash and cash equivalents	11 999	7 391
Deferred tax	19 232	16 694
<b>Total as per statement of financial position</b>	<b>429 121</b>	<b>430 505</b>

Segment assets include foreign non-current assets in Ghana of R1.45 million (2023: R2.8 million) and R14.1 million (2023: R14.1 million) in the UK.

\* Includes R5.2 million profit from disposal of NMC.

## 5. Disaggregation of revenue from customers

	Audited 30 June 2024 R'000	Audited 30 June 2023 R'000
<b>Revenue from source type</b>	565 790	502 300
Sale of security products	401 380	327 651
Sale of decorative products	163 194	173 771
Royalty income	1 216	878
<b>Revenue by geographical location</b>	565 790	502 300
South Africa	392 762	410 231
Rest of Africa	55 256	54 925
Rest of World	117 771	37 144
<b>Revenue recognised by timing of transfer</b>		
Point in time – delivery date	565 790	502 300

Revenue from one customer of Trellidor Business Unit represents approximately R87.5 million of the Group's total revenue.

## 6. Operating profit before interest and taxation

	Audited 30 June 2024 R'000	Audited 30 June 2023 R'000
Operating profit before interest for the year is stated after accounting for the following, amongst others :		
Advertising	26 157	27 809
Amortisation on intangible assets	1 246	867
Auditor's remuneration	2 419	2 334
Cartage	8 648	9 182
Commission	10 106	9 576
Consulting fees	2 892	3 034
Movement on ECL allowance	1 903	796
Depreciation on RoU asset	12 962	11 532
Depreciation on property, plant and equipment	7 217	7 206
Gas, electricity and water	9 198	8 782
Impairment of fixed assets	127	-
Loss on exchange differences	(830)	2 446
Short-term employee benefits	145 640	141 565
Net profit on disposal of fixed assets	(92)	(42)
Net loss on lease modification	(876)	15
Net loss on disposal of intangible assets	-	707

# Notes to the Financial Results continued

## for the year ended 30 June 2024

### 7. Inventories

	Audited 30 June 2024 R'000	Audited 30 June 2023 R'000
Raw materials	107 802	112 913
Work in progress	1 720	2 244
Finished goods	7 976	8 950
Goods in transit	6 778	10 678
	<b>124 276</b>	<b>134 785</b>
Provision for obsolescence	(6 073)	(6 793)
	<b>118 203</b>	<b>127 992</b>

### 8. Other financial liabilities

	Audited 30 June 2024 R'000	Audited 30 June 2023 R'000
FNB – Holdings Facility 1	28 293	37 728
FNB – Holdings Facility 2	27 220	34 628
FNB – Innovations Facility	5 979	8 014
FNB – Property Finance 1	28 134	30 544
FNB – Property Finance 2	9 978	10 591
	<b>99 604</b>	<b>121 505</b>

### 9. Trade and other payables

	Audited 30 June 2024 R'000	Audited 30 June 2023 R'000
<b>Financial instruments</b>		
Trade payables	14 033	23 215
Foreign exchange contract	2 570	1 716
Accrued expenses	4 268	7 814
<b>Non-financial instruments</b>		
Amounts received in advance	11 489	10 483
Leave pay and bonus accruals	11 587	8 733
Accrued expenses	1 098	992
VAT	1 536	1 699
Other payroll accruals	5 577	4 271
	<b>52 158</b>	<b>58 923</b>

## 10. Earnings per share

	Audited 30 June 2024 R'000	Audited 30 June 2023 R'000
<b>Profit attributable to ordinary shareholders</b>	<b>34 340</b>	<b>3 475</b>
Adjusted for:		
<b>Profit on disposal of property, plant and equipment</b>	<b>(67)</b>	<b>(31)</b>
Gross amount	(92)	(42)
Tax effect	25	11
Impairment of property, plant and equipment, and intangible assets	127	-
<b>Loss on disposal of intangible assets</b>	<b>-</b>	<b>516</b>
Gross amount	-	707
Tax effect	-	(191)
<b>HEADLINE EARNINGS</b>	<b>34 400</b>	<b>3 961</b>

	Audited 30 June 2024 '000	Audited 30 June 2023 '000
Number of shares in issue	95 210	95 210
Weighted and diluted weighted average number of ordinary shares in issue during the period	95 210	95 210
Earnings and diluted earnings per share (cents)	36.1	3.7
Headline and diluted headline earnings per share (cents)	36.1	4.2

# Corporate Information

## Trellidor Holdings Limited

(Registration number 1970/015401/06)  
20 Aberdare Drive, Phoenix Industrial Park,  
Durban  
(PO Box 20173, Durban North 4016)  
Share Code: TRL  
ISIN: ZAE000209342  
("Company" or "Group")

## Directors of Trellidor

K Hodgson (Chairman) #  
TM Dennison (Chief Executive Officer)  
DJR Judge (Chief Financial Officer)  
RB Patmore #  
SI Bird #

# *Independent non-executive*

## Company Secretary

P Nel  
(BComm ACIS)  
71 Cotswold Drive  
Westville, 3629

## Registered office

20 Aberdare Drive Phoenix Industrial Park,  
Durban, 4001  
(PO Box 20173, Durban North, 4016)

## Date of incorporation

23 November 1970

## Place of incorporation

South Africa

## Auditors

PKF Durban  
2nd Floor  
12 on Palm Boulevard  
Gateway  
Durban, 4319  
(PO Box 1858, Durban, 4000)

## Corporate sponsor

PSG Capital (Pty) Ltd  
(Registration Number 2006/015817/07)  
1st Floor, Ou Kollege Building,  
35 Kerk Street,  
Stellenbosch, 7600  
(PO Box 7403, Stellenbosch, 7599)

and

Suite 1105, 11th floor,  
Sandton Eye Building,  
126 West Street,  
Sandton, 2196  
(PO Box 650957, Benmore, 2010)

## Transfer Secretaries

Computershare Investor Services (Pty) Ltd  
(Registration Number 2004/003647/07)  
Rosebank Towers, 15 Biermann Avenue,  
Rosebank, 2196  
(Private Bag X9000, Saxonwold, 2132)

**Announcement date 27 September 2024**



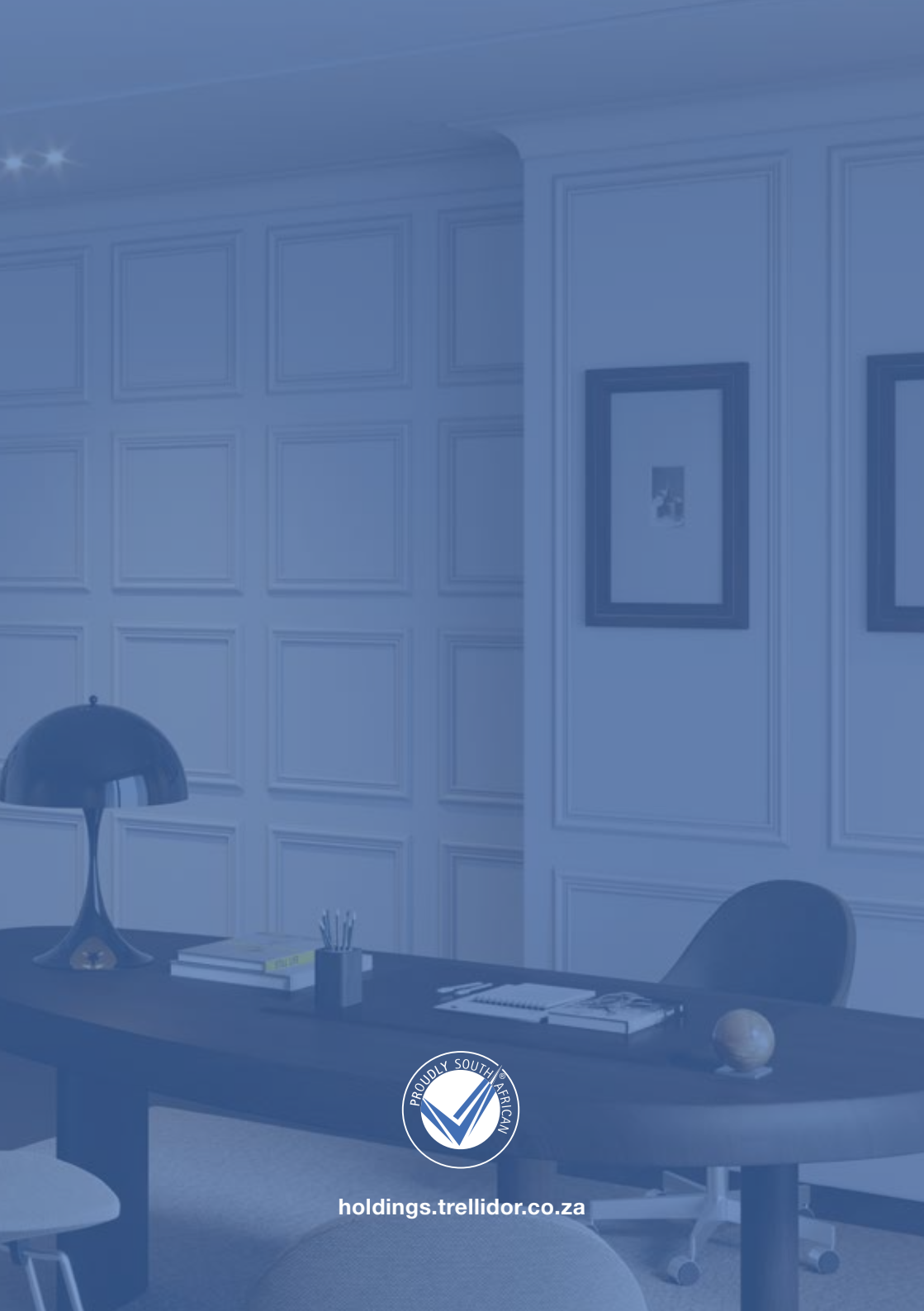






Providing our customers with **peace of mind**, by keeping them safe, by supplying products that continue to put the **protection** of customers, their families and their assets first is at the **centre of everything we do.**





[holdings.trellidor.co.za](https://www.holdings.trellidor.co.za)