Trellidor Holdings Limited
30 June 2026
Annual Results Presentation

11 September 2026 | 10:00 | Hosted by PSG Capital

WELCOME

We will begin shortly

holdings.trellidor.co.za

TRELLIDOR®
THE ULTIMATE CRIME BARRIER

TRELLIDOR HOLDINGS LIMITED

SUMMARISED AUDITED CONSOLIDATED

ANNUAL RESULTS

FOR THE YEAR ENDED 30 JUNE 2026

TRELLIDOR®
THE ULTIMATE CRIME BARRIER

OPERATIONAL REVIEW

DAMIAN JUDGE
Group Chief Executive Officer

TRELLIDOR
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FY26 AT A GLANCE

Portfolio simplified

Disposal programme completed; focus concentrated on the Trellidor platform.

Debt reduced

R21.6 million reduction in debt— lower balance-sheet gearing.

Cost reduction programme

R16.8 million annualised cost reduction with FY27 carry-through.

RSA B2B demand grew

Year-on-year growth from existing capability and relationships.

Hub-and-spoke momentum

Additional outlets extending reach without duplicating cost base.

Selected new products

Introduced to further enhance product offering in the commercial sector.

The Group retains funding headroom to trade through short-term pressure.

FY26 IN CONTEXT

Market and trading pressure

- Weak consumer demand in RSA
- UK project revenue normalised against the prior-year comparator
- Ghana underperformance

Management response

- Disposal programme completed and portfolio simplified
- Debt reduced and funding burden lowered
- Fixed-cost base reset

Position entering FY27

- Focused operating platform centred on Trellidor
- Lower cost base and lower finance costs
- Available facilities and liquidity headroom

A MORE FOCUSED TRELLIDOR

Following the disposal programme, management focus is concentrated on the Trellidor brand and platform.

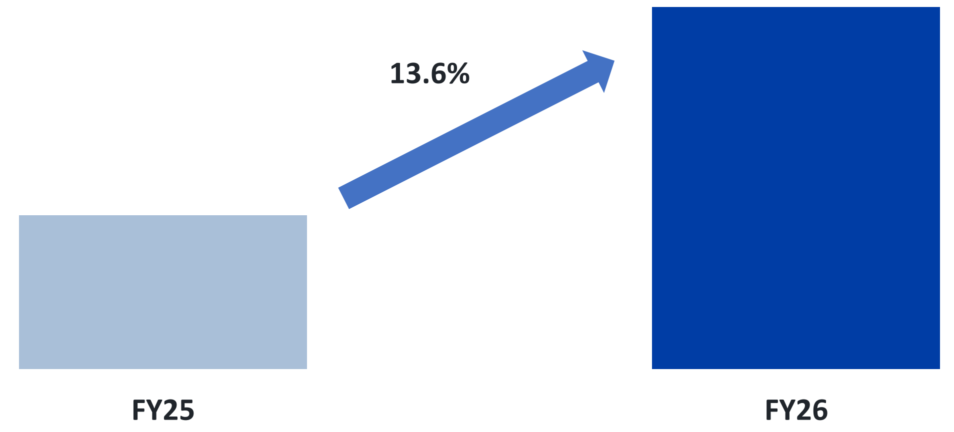
Durban Manufacturing Platform

- **RSA and Africa Franchise network**
- **RSA Corporate branches**
- **United Kingdom**
- **Ghana**
- **Non-residential B2B**

GROWTH WHERE WE ARE ALREADY WINNING

RSA B2B demand grew year on year in FY26

- Existing manufacturing and installation capability
- Established commercial relationships
- Encouraging project activity across sectors
- FY27 supported by a new product set introduced at the end of FY26



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EXPANDING MARKET REACH

Additional distribution outlets extend reach without duplicating the full franchise cost base

- Hub-and-spoke model gaining momentum across RSA
- Improves geographic coverage
- Adds selling capacity close to demand
- Supports — and does not replace — franchise-led growth

49 hubs

South African Franchises and Corporate Branches

17 spokes

Additional South African distribution outlets

UNLOCKING OPERATIONAL GEARING

- **Manufacturing capacity**
- **Franchise and distribution network**
- **Installer capability**
- **Trellidor brand equity**

→ **Incremental revenue and margin opportunity**

Incremental revenue growth can be supported without recreating the operating platform.

WHY FY27 CAN IMPROVE

1
Lower debt

2
Lower finance costs

3
Lower fixed costs

4
Growing RSA B2B demand

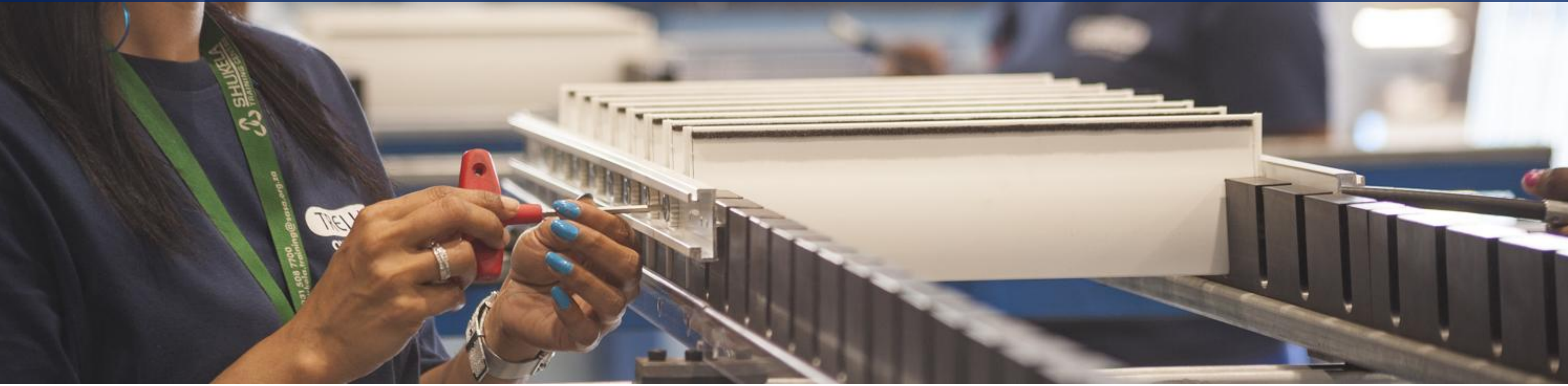
5
Expanding hub-and-spoke distribution

6
New products leveraging existing infrastructure

7 Little to no significant capital expenditure or acquisitions required

FINANCIAL REVIEW

JENNIFER ERASMUS
Group Chief Financial Officer



FINANCIAL REVIEW

JENNIFER ERASMUS
Group Chief Financial Officer

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SALIENT FEATURES FOR THE YEAR

Revenue

R292.7m

FY25 R367.1m
↓ 20.3%

Operating (loss) / profit

(R11.1m)

FY25 R39.8m
↓ 128.0%

EBITDA

R0.5m

FY25 R51.2m
↓ 99.0%

Net asset value

162cps

FY25 174cps
↓ 6.9%

Net debt

R56.8

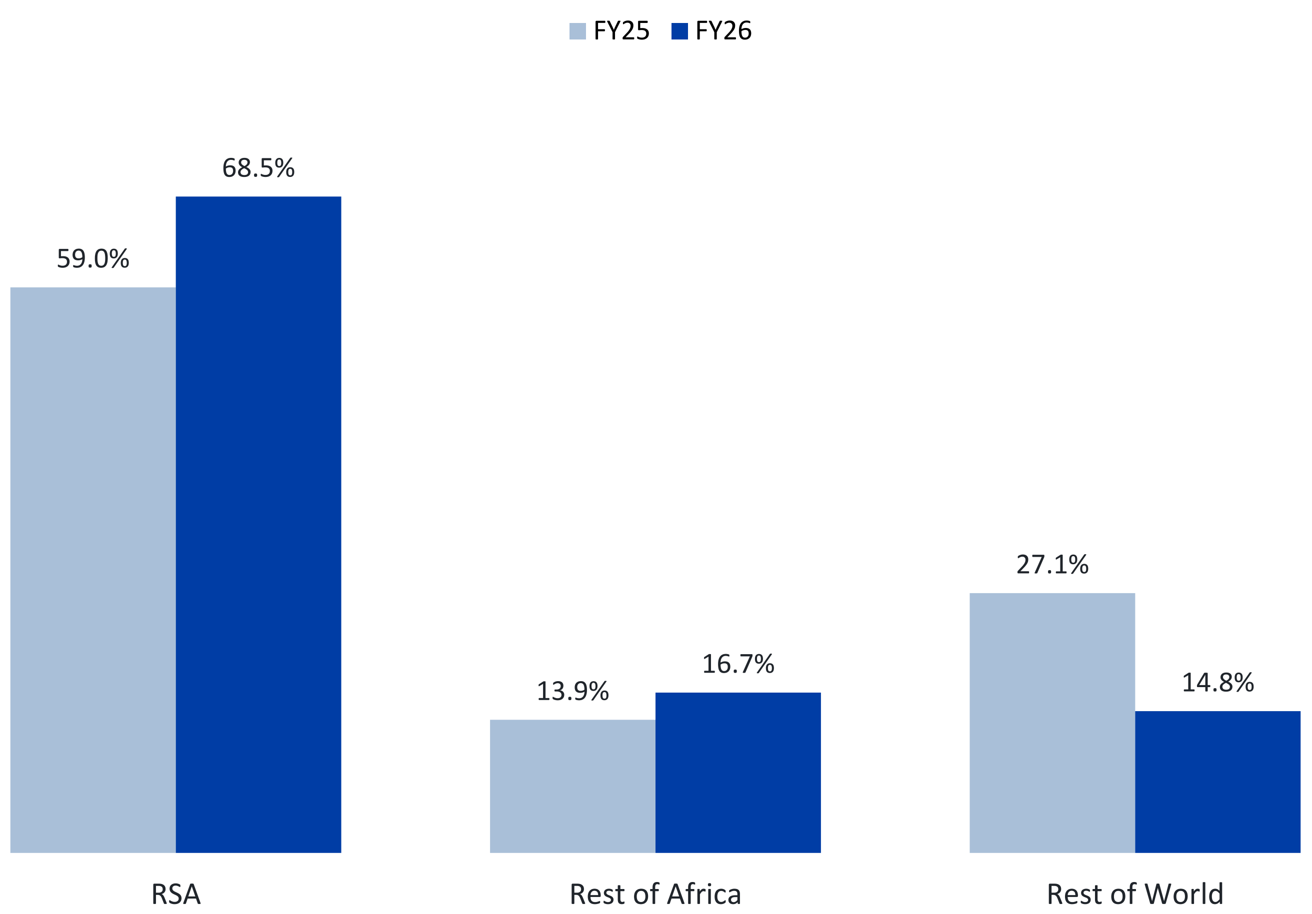
FY25 R42.3m
↑ 34.3%

Cash generated from operations

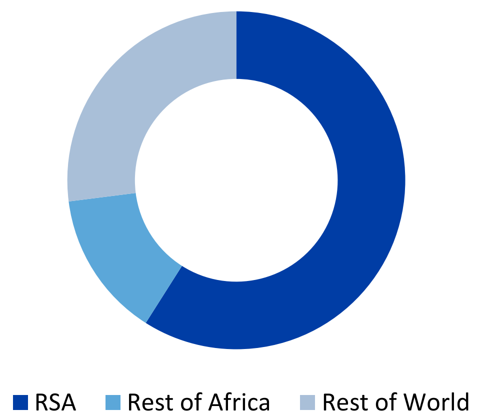
R0.4m

FY25 R92.0m
↓ 99.6%

REVENUE PERFORMANCE



Revenue mix — FY26



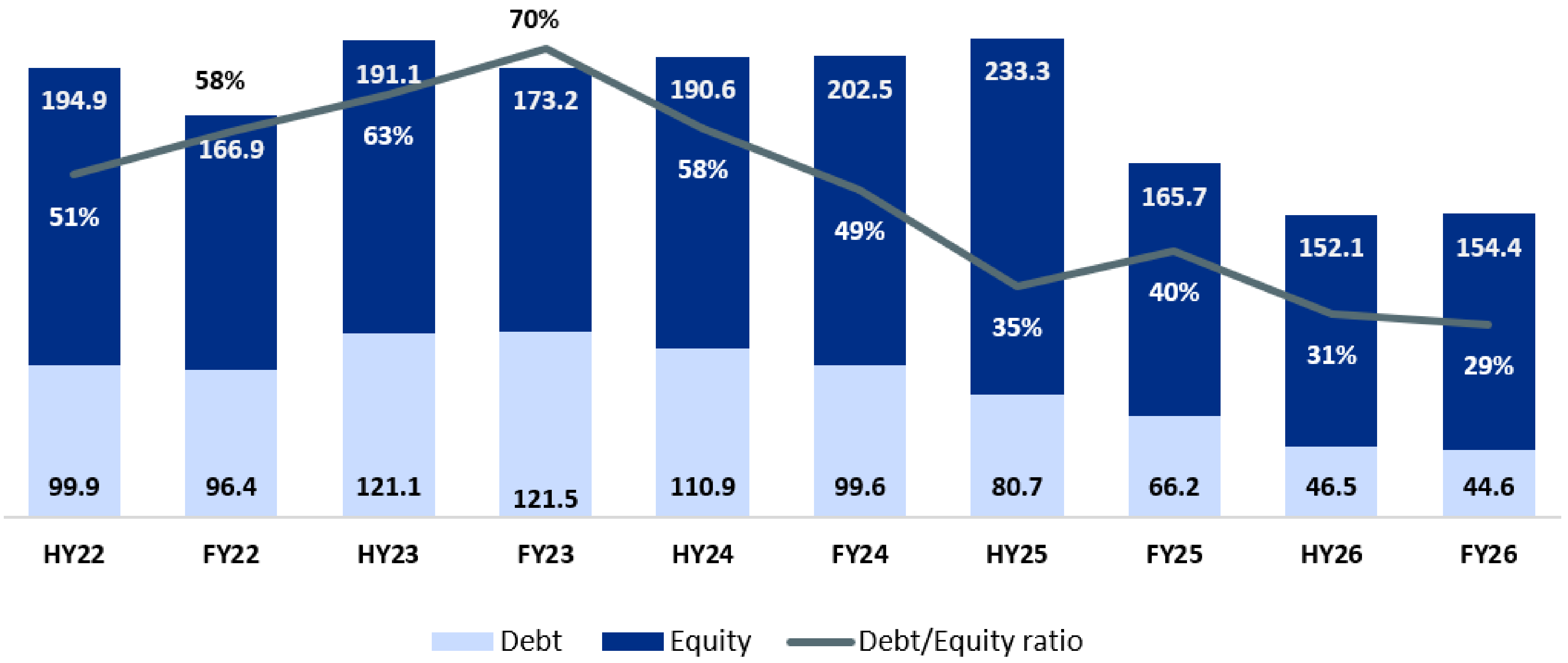
UK non-recurring project

FY25 Rest of World includes R56.0m from the non-recuring project work in the UK.

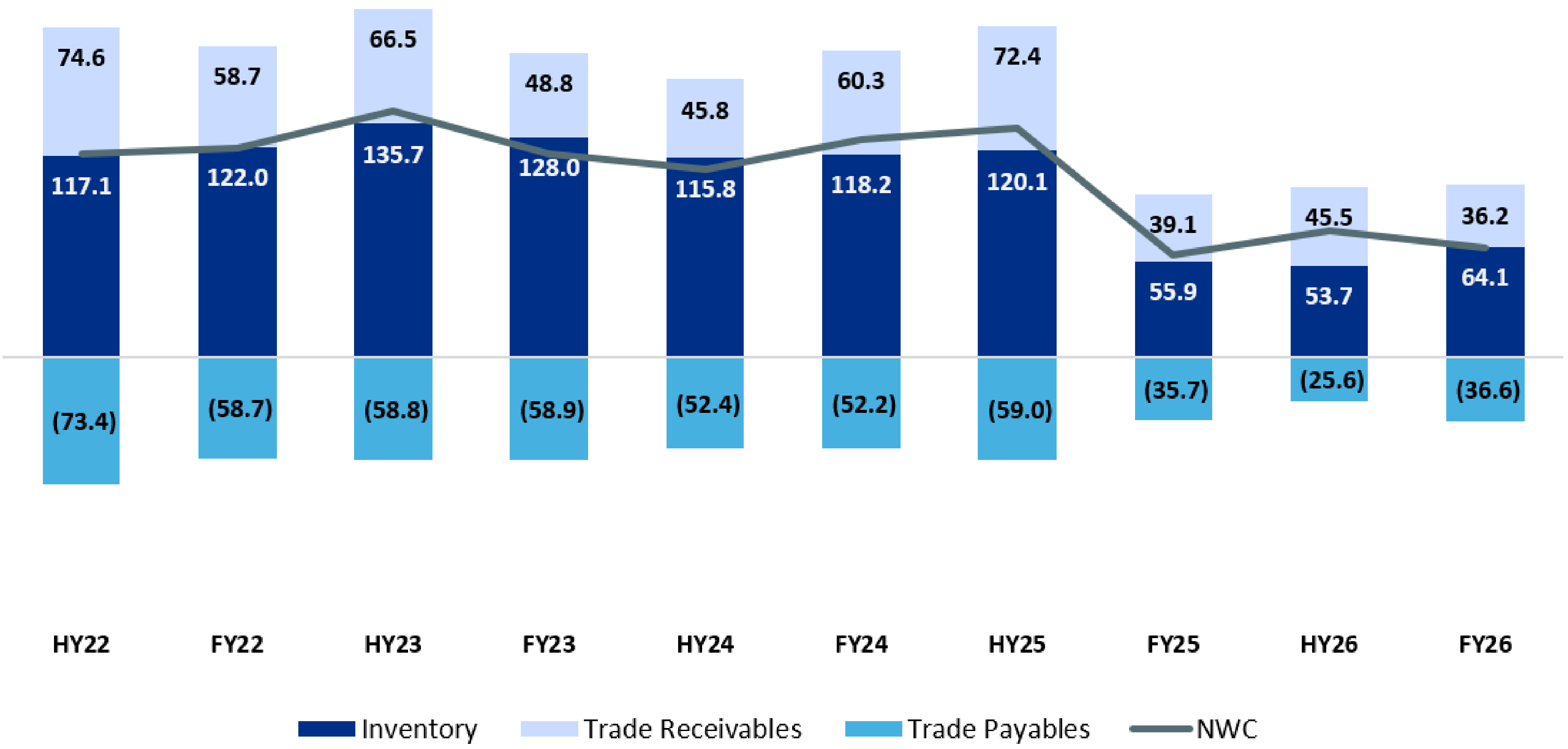
EARNINGS PER SHARE

	HY22	FY22	HY23	FY23	HY24	FY24	HY25	FY25	HY26	FY26	FY26 vs FY25
Profit attributable to ordinary shareholders	**24.1**	**0.4**	**25.6**	**3.5**	**20.4**	**34.4**	**28.0**	**(39.7)**	**0.6**	**(16.1)**	**(59.5%)**
Adjusted for:											
Profit on disposal of property, plant and equipment	(0.0)	(0.0)	-	0.5	-	(0.1)	-	0.3	-	(0.3)	
Impairment of property, plant and equipment	-	-	-	-	-	-	-	3.2	-	-	
Impairment of goodwill	-	-	-	-	-	-	-	34.6	-	-	
Impairment of intangible assets	-	-	-	-	-	-	-	22.3	-	-	
Impairment of right-of-use assets	-	-	-	-	-	0.1	-	9.3	-	-	
Headline earnings	**24.1**	**0.4**	**25.6**	**4.0**	**20.4**	**34.4**	**28.0**	**29.9**	**0.6**	**(16.4)**	**(154.8%)**
Weighted average number of ordinary shares	95.2	95.2	95.2	95.2	95.2	95.2	95.2	95.2	95.2	95.2	
Earnings per share (cents)	25.4	0.4	25.5	3.7	21.4	36.1	29.4	(41.7)	0.6	(16.9)	**(59.5%)**
Headline earnings per share (cents)	25.4	0.4	25.5	4.2	21.4	36.1	29.4	31.5	0.6	(17.2)	**(154.8%)**

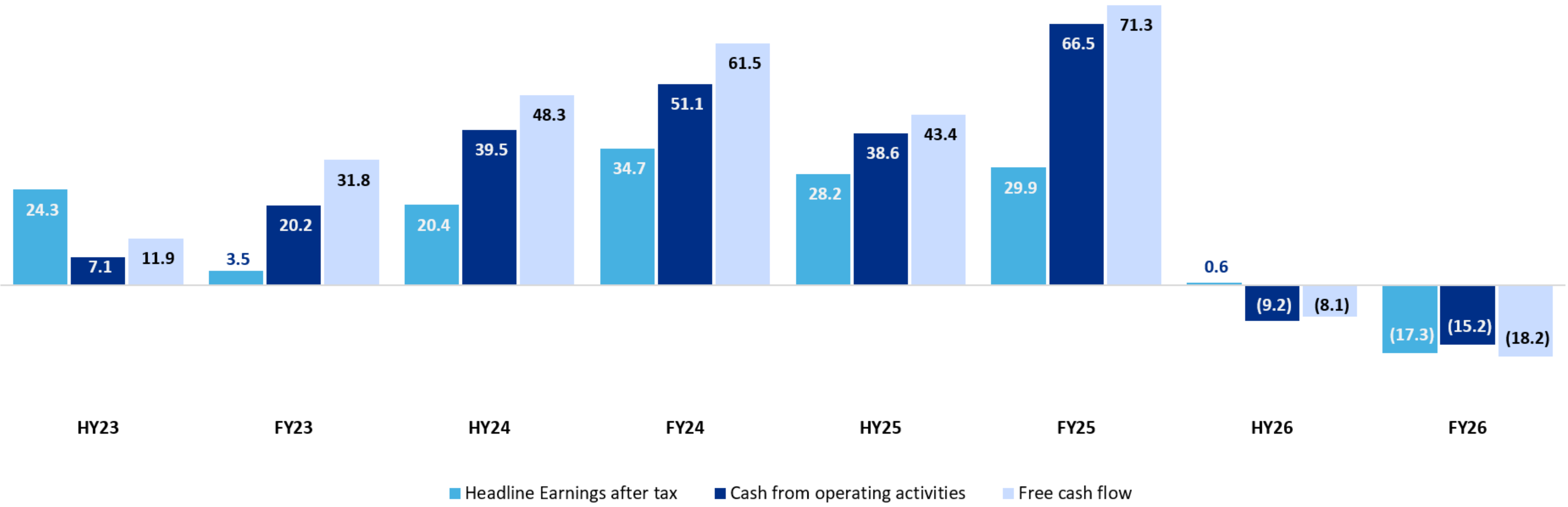
GROUP BALANCE SHEET



GROUP NET WORKING CAPITAL



GROUP SUMMARISED CASH FLOW



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DAMIAN JUDGE
GROUP CEO

JENNIFER ERASMUS
GROUP CFO

Q & A

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