

# UNAUDITED FINANCIAL RESULTS FOR THE THREE MONTHS ENDED MARCH 31, 2025

## Extracts of the financial statements (Amounts in Million Shillings)

### Statement of profit and loss for the three months ended March 31, 2025 (Unaudited)

|                                              | March 31, 2025  | December 31, 2024 |
|----------------------------------------------|-----------------|-------------------|
| <b>Revenue</b>                               | <b>123,078</b>  | <b>114,312</b>    |
| Cost of sales                                | (47,630)        | (43,831)          |
| <b>Gross profit</b>                          | <b>75,448</b>   | <b>70,481</b>     |
| <b>Expenses</b>                              |                 |                   |
| Marketing, selling and distribution expenses | (9,530)         | (12,578)          |
| Administration expenses                      | (14,753)        | (16,057)          |
| Other expenses                               | (1,940)         | (1,206)           |
| Other gain                                   | 1,252           | 1,587             |
| Expected credit losses                       | 96              | 26                |
| Interest income                              | 188             | 142               |
| Interest expense                             | (658)           | (427)             |
| <b>Total Expenses</b>                        | <b>(25,345)</b> | <b>(39,848)</b>   |
| <b>Profit before tax</b>                     | <b>50,103</b>   | <b>41,968</b>     |
| Income tax expense                           | (14,524)        | (28,513)          |
| <b>Profit after tax</b>                      | <b>35,579</b>   | <b>28,609</b>     |
| <b>Earning per share</b>                     |                 |                   |
| Basic and diluted (TZS per share)            | <b>356</b>      | <b>286</b>        |

### Statement of cash flows for the three months ended March 31, 2025 (Unaudited)

|                                                              | March 31, 2025 | December 31, 2024 |
|--------------------------------------------------------------|----------------|-------------------|
| <b>Cash flow from Operating Activities</b>                   |                |                   |
| Profit before taxation                                       | 50,103         | 41,968            |
| <b>Adjustments for:</b>                                      |                |                   |
| Depreciation and amortization                                | 3,008          | 3,157             |
| Depreciation Right use-of-asset                              | 123            | 130               |
| Defined benefit expense                                      | 335            | 200               |
| Net foreign exchange differences                             | (3,996)        | (3,745)           |
| Other gain                                                   | -              | (672)             |
| Interest expense                                             | 658            | 427               |
| Interest income                                              | (188)          | (142)             |
| (Reversal)/Increase in provision                             | (5,389)        | 1,255             |
| Loss /gain on disposal of property, plant and equipment      | 49             | (22)              |
| <b>Operating profit before working capital charges</b>       | <b>44,703</b>  | <b>42,556</b>     |
| <b>Working capital changes:</b>                              |                |                   |
| (Decrease)/increase in inventories                           | 17,736         | (20,021)          |
| (Increase)/decrease in trade and other receivables           | (4,658)        | 14,658            |
| Decrease in trade and other payables                         | (3,355)        | (7,432)           |
| <b>Net cash generated from operations</b>                    | <b>54,426</b>  | <b>29,761</b>     |
| Defined benefit paid                                         | (152)          | (141)             |
| Net interest received                                        | 188            | 142               |
| Interest paid                                                | -              | 662               |
| Income tax paid                                              | (14,002)       | (19,719)          |
| <b>Net cash generated by operating activities</b>            | <b>40,460</b>  | <b>10,705</b>     |
| <b>Cash flows from investing activities:</b>                 |                |                   |
| Purchase of property, plant and equipment                    | (3,183)        | (5,208)           |
| Proceeds from disposal of property, plant and equipment      | 49             | 84                |
| <b>Net cash used in investing activities</b>                 | <b>(3,134)</b> | <b>(5,124)</b>    |
| <b>Cash flows from financing activities:</b>                 |                |                   |
| Dividends paid to owners of the company                      | -              | (30,000)          |
| Lease rentals paid                                           | (53)           | (130)             |
| Inter-Company Borrowing/ repayment                           | -              | 684               |
| <b>Net cash used in financing activities</b>                 | <b>(53)</b>    | <b>(29,446)</b>   |
| <b>Net (increase)/ decrease in cash and cash equivalents</b> | <b>37,273</b>  | <b>(23,865)</b>   |
| <b>Net foreign exchange difference</b>                       | <b>4,486</b>   | <b>107</b>        |
| Cash and cash equivalents at the beginning of the year       | 35,411         | 59,169            |
| <b>Cash and cash equivalents at the end of the year</b>      | <b>77,170</b>  | <b>35,411</b>     |
| Represented by:                                              |                |                   |
| <b>Cash and bank balances</b>                                | <b>77,170</b>  | <b>35,411</b>     |

### Statement of financial position as at March 31, 2025 (Unaudited)

|                                      | March 31, 2025 | December 31, 2024 |
|--------------------------------------|----------------|-------------------|
| <b>Assets</b>                        |                |                   |
| Non-current assets                   |                |                   |
| Property, plant and equipment        | 91,724         | 91,648            |
| Right-of-use assets                  | 383            | 292               |
|                                      | <b>92,107</b>  | <b>91,940</b>     |
| <b>Current Assets</b>                |                |                   |
| Inventories                          | 170,687        | 188,423           |
| Trade and other receivables          | 65,131         | 58,896            |
| Cash and bank balances               | 77,170         | 35,411            |
| Income tax Receivable                | -              | -                 |
| <b>Total Current Assets</b>          | <b>312,988</b> | <b>282,730</b>    |
| <b>Total assets</b>                  | <b>405,095</b> | <b>374,670</b>    |
| <b>Equity and Liabilities</b>        |                |                   |
| <b>Equity</b>                        |                |                   |
| Share capital                        | 2,000          | 2,000             |
| Defined benefit reserves             | 4,025          | 4,025             |
| Retained earnings                    | 254,038        | 218,459           |
| <b>Total Equity</b>                  | <b>260,063</b> | <b>224,484</b>    |
| <b>Liabilities</b>                   |                |                   |
| <b>Non-current liabilities</b>       |                |                   |
| Deferred tax liability               | 4,889          | 3,850             |
| Defined benefit obligation           | 21,087         | 20,250            |
| Lease LT Liability                   | 140            | 15                |
| <b>Total non-current liabilities</b> | <b>26,116</b>  | <b>24,115</b>     |
| <b>Current liabilities</b>           |                |                   |
| Trade and other payables             | 114,167        | 115,455           |
| Provisions                           | 2,659          | 8,048             |
| Lease ST Liability                   | 43             | 4                 |
| Income tax payable                   | 2,047          | 2,564             |
| <b>Total current liabilities</b>     | <b>118,916</b> | <b>126,071</b>    |
| <b>Total liabilities</b>             | <b>145,032</b> | <b>150,186</b>    |
| <b>Total Equity and Liabilities</b>  | <b>405,095</b> | <b>374,670</b>    |

### Statement of changes in equity for the three months ended March 31, 2025 (Unaudited)

|                                 | Share capital | Defined benefit reserves | Retained earnings | Total          |
|---------------------------------|---------------|--------------------------|-------------------|----------------|
| At 1 Oct 2024                   | 2,000         | 7,538                    | 219,850           | 229,388        |
| Profit for the period           | -             | -                        | 28,609            | 28,609         |
| Other comprehensive income      | -             | (3,513)                  | -                 | (3,513)        |
| <b>Total</b>                    | <b>2,000</b>  | <b>4,025</b>             | <b>248,459</b>    | <b>254,484</b> |
| Dividend accrued                | -             | -                        | (30,000)          | (30,000)       |
| <b>Balance at 31 Dec 2024</b>   | <b>2,000</b>  | <b>4,025</b>             | <b>218,459</b>    | <b>224,484</b> |
| At 1 January, 2025              | 2,000         | 4,025                    | 218,459           | 224,484        |
| Profit for the period           | -             | -                        | 35,579            | 35,579         |
| Other comprehensive income      | -             | -                        | -                 | -              |
| <b>Total</b>                    | <b>2,000</b>  | <b>4,025</b>             | <b>254,038</b>    | <b>260,063</b> |
| Dividend paid                   | -             | -                        | -                 | -              |
| <b>Balance at 31 March 2025</b> | <b>2,000</b>  | <b>4,025</b>             | <b>254,038</b>    | <b>260,063</b> |

Signed by:



Roy Manalili  
Chief Executive Officer



Rachel Thomas  
Finance Director