

REVIEWED CONDENSED CONSOLIDATED PROVISIONAL FINANCIAL RESULTS

for the year ended 31 August 2015

Revenue  51% to R883 million

Adjusted EBITDA  34% to R66 million

Genmatics acquisition finalised

Capital raise and empowerment transaction successfully concluded

Centlube and ExxonMobil distributorship successfully integrated

enX GROUP LIMITED (Incorporated in the Republic of South Africa) (Registration number 2001/029771/06) JSE share code: ENX ISIN: ZAE000195723 ("enX" or "the company" or "the group")

CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

	% change	Reviewed for the year ended 31 August 2015 R'000	Audited for the year ended 31 August 2014 R'000
Revenue	51	882 835	585 006
Cost of sales		(628 468)	(410 416)
Gross profit	46	254 367	174 590
Gross profit (%)		29	30
Other operating income		6 232	6 025
Net operating expenses		(198 601)	(143 006)
Impairment of goodwill		(10 961)	–
IFRS2 share appreciation rights charge		(15 480)	(13 766)
Profit from operations before interest and taxation	49	35 557	23 843
Net interest (paid)/received		(2 165)	1 293
Interest received		1 997	1 719
Interest paid		(4 162)	(426)
Loss attributable from associate		(77)	–
Profit before taxation	33	33 315	25 136
Taxation expense		(11 473)	(625)
Total comprehensive income for the year	(11)	21 842	24 511
Attributable to:			
Owners of the parent	(12)	21 842	24 718
Non-controlling interest		–	(207)
Total comprehensive income for the year		21 842	24 511
Number of shares in issue		421 689 018	395 292 923
Weighted average number of shares		415 089 994	395 292 923
Earnings per share and diluted earnings per share (cents)	(16)	5,3	6,3
Headline earnings per share and diluted headline earnings per share (cents) ¹	24	7,6	6,1
Adjusted headline earnings per share (cents) ¹		8,7	8,7
EBITDA (R'000) ²	52	49 173	32 402
Adjusted EBITDA (R'000) ²	34	66 342	49 379

	% change	Reviewed for the year ended 31 August 2015 R'000	Audited for the year ended 31 August 2014 R'000
1. Headline earnings reconciliation			
Attributable income for the year		21 842	24 718
Net profit on disposal of plant and equipment		(1 100)	(676)
Gain on disposal of subsidiary		(417)	–
Impairment of goodwill		10 961	–
Tax effect of adjustments		308	189
Headline earnings	30	31 594	24 231
Legal costs relating to Freed litigation		–	3 211
IFRS2 charge		15 480	13 766
Deferred taxation adjustment		–	(2 946)
Release of straightline provision for operating lease		(9 272)	–
Tax effect of adjustments		(1 738)	(3 854)
Adjusted headline earnings	5	36 064	34 408
2. EBITDA reconciliation			
Profit from operations before interest and taxation		35 557	23 843
Depreciation and amortisation		13 616	8 559
EBITDA	52	49 173	32 402
Legal costs relating to Freed litigation		–	3 211
IFRS2 charge		15 480	13 766
Release of straightline provision for operating lease		(9 272)	–
Impairment of goodwill		10 961	–
Adjusted EBITDA	34	66 342	49 379
Adjusted EBITDA (%)		7,5	8,4

COMMENTARY

enX is an industrial energy and supplies group that provides quality branded and in some segments, locally manufactured capital and consumable goods and support services to a broad range of economic sectors in South Africa and sub-Saharan Africa. Clients range from heavy industrial, automotive, mining and construction groups to wholesalers, retailers, technology and telecommunications companies, banks and manufacturers. Adding value to the products sold by offering ongoing servicing and customer support is a key component of enX's business model.

enX currently comprises three business segments:

- Power segment ("Power") incorporates:
 - Private Power Sales: The manufacture, supply, installation and maintenance of diesel generators and related components
 - Power Product Distribution: The distribution of industrial engines, marine engines and components
 - Temporary Power: Rental of temporary power in the form of diesel generators
- Fuel and Chemicals segment ("Fuel") incorporates the production and marketing of oil lubricants in sub-Saharan Africa. An effective 100% shareholding in Centlube Proprietary Limited ("Centlube") was acquired by the group on 1 December 2014.
- Wood segment ("Wood") encompasses the distribution of professional woodworking equipment, tooling and edging and provision of associated services such as blade sharpening and equipment maintenance.

Group subsidiaries currently include:

- New Way Power Proprietary Limited
- PowerO2 Proprietary Limited
- Austro Proprietary Limited
- Centlube Proprietary Limited

Results

The board is pleased to present the results of enX for the financial year ended 31 August 2015. The year has been a tale of two halves. The first six months trading was subdued. However, enX has more than recovered the lost ground in the second six months. The Power segment delivered a strong performance and Centlube successfully transitioned the ExxonMobil distributorship from Engen despite the customary teething problems associated with a new business. The turnaround at Wood was sustained, although the segment's profitability declined.

Revenue for the year increased 51% to R882,8 million (2014: R585,0 million) with all segments showing healthy revenue growth in addition to the new revenue delivered by Centlube. Group wide gross margins remained stable despite significant exchange rate depreciation. Operating expenses increased 39% on the prior year, primarily due to the inclusion of Centlube in the group.

Earnings before interest, taxation, depreciation and amortisation ("EBITDA") increased 52% to R49,2 million (2014: R32,4 million). Consistent with prior year disclosure, management has elected to disclose adjusted EBITDA which provides a more meaningful reflection of sustainable earnings. Adjusted EBITDA increased 34% to R66,3 million (2014: R49,4 million) at an adjusted EBITDA margin relative to revenue of 7,5% (2014: 8,4%). The adjustments to EBITDA arise from:

- an IFRS2 charge of R15,5 million (2014: R13,8 million) relating to the provision for long-term share-related incentives awarded to Wild Rose Management Proprietary Limited (formerly JFN Management Proprietary Limited) and enX staff;
- the release of a provision for the straight-lining of an operating lease of R9,3 million. The lease at New Way Power's Johannesburg property was renegotiated in the current period and the provision is no longer required in terms of IFRS; and
- a goodwill impairment of R11,0 million relating to the Centlube acquisition that arose as a result of an increase in the enX share price between the R1,45 issue price agreed in the acquisition agreement and the share price at the effective date of the transaction. The company has elected to immediately impair this portion of goodwill since the value placed on the Centlube acquisition as a result of the application of IFRS does not reflect the value placed on Centlube by the board at the date of concluding the transaction. The board wishes to reflect the fair market value of the business on enX's statement of financial position.

The group has material foreign currency exposure as a result of importing many of our product components and finished product. Where necessary our currency exposures are hedged and whenever commercially possible, the resulting increase in input costs are incorporated into our sales prices. As a precautionary measure during the take-on of the ExxonMobil distributorship, Centlube held a significantly higher level of safety stock to ensure its strategic customers did not run out of product. This additional stock holding, which is US Dollar denominated, was unhedged. This was the primary driver behind a foreign exchange loss of R16,2 million being incurred by the group. Had this loss not occurred, adjusted EBITDA would have increased 67% to R82,5 million. Our excess stock holdings are being reduced and all necessary currency exposures are now hedged. In addition, quarterly foreign exchange pricing adjustments have been instituted with customers that have fixed pricing arrangements.

The effective tax rate for the financial year was 34% primarily as a result of the impairment of goodwill. This compares to a lower effective tax rate of 2,5% in the prior financial year resulting from the recognition of a deferred tax asset in respect of the assessed loss at Wood, not fully recognised previously.

Headline earnings increased 30% to R31,6 million (2014: R24,2 million). This translates into headline earnings per share of 7,6 cents (2014: 6,1 cents). Adjusted headline earnings of R36,1 million increased by 5% (2014: R34,4 million) and translated into adjusted headline earnings per share of 8,7 cents (2014: 8,7 cents). The impact of the loss on foreign exchange transactions amounts to 2,8 cents per share.

Net working capital increased during the financial year by R85 million as a result of the acquisition of Centlube, introduction of the ExxonMobil distributorship and investment in engine inventories to support the higher demand in the Power segment. The company took advantage of generous credit terms extended by ExxonMobil to partially fund inventory purchases which also led to the increase in trade and other payables. These credit terms have since been normalised and replaced by group facilities.

Cash outflows from operations and investing activities amounted to R148,3 million. Capital expenditure was incurred increasing the size of the Power rental fleet, replacing service vehicles, plant improvements and purchasing bulk installation equipment. Cash resources were utilised for the acquisition of Centlube and investment in working capital. These cash outflows were funded by existing cash resources and new credit facilities, including a bridge loan of R27,5 million from Wild Rose Capital Proprietary Limited (formerly Ricophase Proprietary Limited), one of enX's largest shareholders. The group made good strides improving its capital structure, having raised R130 million in new credit and trading facilities. This will improve flexibility to take advantage of attractive trading opportunities, improve trading terms with foreign suppliers and manage exchange control fluctuations.

CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION

	Reviewed as at 31 August 2015 R'000	Audited as at 31 August 2014 R'000
ASSETS		
Non-current assets	246 315	157 152
Plant and equipment	80 271	42 853
Goodwill	125 931	95 544
Deferred taxation	17 626	18 755
Investment in associate	678	–
Intangible assets	21 809	–
Current assets	636 981	356 798
Inventories	353 736	145 467
Trade and other receivables	248 630	128 943
Taxation receivable	655	8 744
Cash and cash equivalents	33 960	73 644
Total assets	883 296	513 950
EQUITY AND LIABILITIES		
Capital and reserves	461 346	389 614
Stated capital	345 387	295 497
Accumulated profits	115 959	94 117
Non-controlling interest	–	(417)
Total capital and reserves	461 346	389 197
Non-current liabilities	63 894	1 820
Interest-bearing liabilities	57 041	1 820
Deferred tax liability	6 853	–
Current liabilities	358 056	122 933
Trade and other payables	296 631	119 368
Current portion of interest-bearing liabilities	38 169	1 785
Bank overdraft	21 326	–
Taxation payable	1 930	1 780
Total equity and liabilities	883 296	513 950
Net asset value per share (cents)	109,4	98,6
Net tangible asset value per share (cents)	74,4	74,4
Average net operating assets (R'000)	424 303	331 389
Average net tangible operating assets (R'000)	276 563	235 845
Average net operating asset turnover (x)	2,1	1,8
Average net tangible operating asset turnover (x)	3,2	2,5
Adjusted operating profit margin (%)	6,0	7,0
Pre-tax return on average net operating assets (%)	12,6	12,5
Pre-tax return on average net tangible operating assets (%)	19,2	17,6

CONDENSED SEGMENTAL ANALYSIS

	Power		Wood		Fuel	Head Office			Consolidation		Total	
	Reviewed for the year ended 31 August 2015 R'000	Audited for the year ended 31 August 2014 R'000	Reviewed for the year ended 31 August 2015 R'000	Audited for the year ended 31 August 2014 R'000	Reviewed for the year ended 31 August 2015 R'000	Audited for the year ended 31 August 2014 R'000	Reviewed for the year ended 31 August 2015 R'000	Audited for the year ended 31 August 2014 R'000	Reviewed for the year ended 31 August 2015 R'000	Audited for the year ended 31 August 2014 R'000	Reviewed for the year ended 31 August 2015 R'000	Audited for the year ended 31 August 2014 R'000
Revenue	454 620	389 859	218 215	195 147	210 000	–	26 481	26 345	(26 481)	(26 345)	882 835	585 006
External Sales	454 620	389 859	218 215	195 147	210 000	–	–	–	–	–	882 835	585 006
Intercompany sales	–	–	–	–	–	–	26 481	26 345	(26 481)	(26 345)	–	–
Profit/(loss) from operations before interest and taxation	39 645	13 133	7 514	14 302	2 938	–	27 164	(3 592)	(41 704)	–	35 557	23 843
EBITDA³	64 791	38 095	17 249	24 772	8 026	–	27 290	(3 548)	(68 183)	(26 917)	49 173	32 402
Adjusted EBITDA	55 583	42 091	17 431	24 831	8 026	–	(14 843)	(17 113)	145	(430)	66 342	49 379
Capital expenditure	22 213	7 539	7 495	4 372	11 791	–	955	9	–	–	42 454	11 920
Depreciation and amortisation	3 992	3 323	5 691	5 191	3 662	–	126	45	145	–	13 616	8 559
Taxation expense/(income)	10 787	4 329	2 103	(2 240)	(101)	–	(976)	(1 464)	(340)	–	11 473	625
Total assets	445 675	287 891	132 704	123 372	215 498	–	331 775	262 693	(242 356)	(160 006)	883 296	513 950
Total liabilities	198 897	61 613	49 344	41 817	158 125	–	76 368	22 417	(60 784)	(1 094)	421 950	124 753
Net tangible operating assets⁴	258 306	175 006	96 005	68 358	138 505	–	338 483	6 429	(259 200)	–	572 099	249 793
Number of employees	271	258	157	147	42	–	7	5	–	–	477	410

3. All subsidiary EBITDA figures exclude intercompany management fees.

4. Excludes goodwill and intangibles which are attributable to the Power and Fuel segments.

Operational review

Power

Revenue from Private Power Sales increased 20% to R428,3 million (2014: R357,4 million). While revenues for the first half of the year were flat, second half revenues of R279,3 million increased by 30% year on year (2014: R215,6 million). Adjusted EBITDA increased 44% to R38,6 million (2014: R26,9 million), representing a margin relative to revenue of 9% (2014: 7,5%). All sub-segments showed strong growth over the prior year.

Fuel

Centlube was consolidated as part of the group with effect from 1 December 2014. In the nine months of trading to 31 August 2015 the business generated revenue of R210,0 million and adjusted EBITDA of R8,0 million. Excluding the R13,7 million loss of foreign exchange transactions, EBITDA would have amounted to R21,7 million. Centlube began distributing Mobil lubricants with effect from January 2015. Monthly volumes and revenues have increased significantly. A substantial amount of inventory was purchased to take on the distributorship and ensure continued supply to customers. Having successfully transitioned strategic customers, these inventories are being normalised. ENI gross margins were strong although volumes were slightly down. Toll blending business continues to show healthy growth.

Wood

The Wood business sustained its turnaround following the restructure completed in 2013. Revenue increased 12% to R218,2 million (2014: R195,1 million) on the back of strong equipment sales. Gross margins saw some contraction as a result of the change in sales mix from higher margin consumables to equipment. Adjusted EBITDA decreased to R17,4 million (2014: R24,8 million) due to the change in sales mix and investment in technical staff required to support our customers and drive the service component of the business.

Matase

In September 2014, the group's enterprise development vehicle, Matase Power Systems Proprietary Limited, was restructured to become an associate of enX, with the group reducing its shareholding to 25% (previously 49,9%, but consolidated in terms of IFRS). 75% of the shares are held by empowerment shareholders. Matase has since been renamed Matase Industrial Solutions Proprietary Limited and is rated a Level 1 B-BBEE contributor. Matase targets primarily the public sector and distributes a broad range of industrial products including some of the products and services offered by enX.

	R'000
Non-current assets	346
Current assets	1 280
Non-current liabilities	(2 460)
Net asset deficiency disposed of	(834)
Non-controlling interest	(417)
Proceeds	–
Gain on disposal	417
Cash balances disposed of	(280)

Business combination – Centlube

With effect from 1 December 2014, the group acquired an effective 100% shareholding in Centlube and the assets and inventory of Centlube Atlantic CC for a purchase consideration settled in cash and the issue of enX shares.

The details of the net assets acquired through this business combination, for which the purchase price has been allocated to the respective assets and liabilities, are as follows:

	R'000
Non-current assets	14 089
Current assets	59 614
Non-current liabilities	(4 351)
Current liabilities	(32 316)
Net tangible assets acquired	37 036
Goodwill	41 347
Intangibles	21 809
Deferred tax liability	(7 457)
Total assets acquired	92 734
Purchase consideration settled in shares	(49 891)
Purchase consideration settled in cash	(42 844)
Cash balances acquired	3 245
Net cash outflow	(39 598)

If the group had acquired Centlube on 1 September 2014 the revenue contributed to the group would have been R239,4 million and a loss after tax of R1,2 million compared to R210,0 million revenue and a loss after tax of R0,2 million contributed from 1 December 2014.

The purchase price allocation of the Centlube business combination is provisional and will be finalised on the one year anniversary of the business combination.

Prospects and risks

enX will continue to focus on growing its Power and Fuel segments organically and through acquisition. Trading for the first quarter has been positive. Capacity in our Power segment has increased and we are well positioned through our manufacturing capability, inventory holding, technical services and rental fleet to service increased demand for back-up power in the event of further load shedding. Our order book remains healthy. Genmatics will be included for the full twelve months and early trading has exceeded expectations.

CONDENSED CONSOLIDATED STATEMENT OF CASH FLOW

	Reviewed for the year ended 31 August 2015 R'000	Audited for the year ended 31 August 2014 R'000
Profit before taxation	33 315	25 136
Non-cash items and other adjustments	21 922	6 590
	55 237	31 726
(Increase)/decrease in working capital	(124 442)	16 478
Cash (utilised by)/generated from operations	(69 205)	48 204
Interest received	1 997	1 719
Interest paid	(4 162)	(426)
Taxation paid	(1 932)	(3 551)
Cash (outflow)/inflow from operating activities	(73 302)	45 946
Additions to plant and equipment	(42 454)	(11 920)
Business acquisition	(39 598)	–</