

FINANCIAL RESULTS

FOR THE SIX MONTHS ENDED 31 DECEMBER 2013



Agenda



- 1 Group Review
- 2 Financial Review
- 3 Divisional Review
- 4 Prospects & Conclusion

1

Group Review



3-year strategy: Group progress in H1 F2014



Last year of 3-year restructuring strategy

Statements made in September 2013	Progress
Improve funding position & reduce interest burden <ul style="list-style-type: none"> Bond programme to be registered for possible future use Planned rights issue (R30m-R60m) Settle pref shares & reduce interest charge 	
Exit low-value manufacturing systematically <ul style="list-style-type: none"> Finalise sale of M-TEC Exit other non-core manufacturing activities, such as automotive, leisure and plugs, during F2014 	
Watch list <ul style="list-style-type: none"> E&I – Security: Overheads to be aligned to revenue ICT – Networks: Focus on revenue growth and cost containment ICT – Enterprise: Improve productivity 	
Improve earnings <ul style="list-style-type: none"> Complete restructure programme (costs tapering off in H2 F2014) Consolidation of procurement Improvement in working capital 	

3-year strategy:
Rights offer concluded 22 Jan 2014



Rights offer:

- Net R55m raised
- Reduces overdraft
- Improves D:E ratio

72m new shares issued

- @ 80 cents per share (cps)

New strategic shareholders introduced

- 2 BBBEE investment vehicles: Goldsol II & Harvibase
 - Owners have track record in Industry & Telecommunications
- Provide technical alliance & cross-selling opportunities

Top 3 shareholders post rights issue

- AfroCentric
- CIH
- Goldsol II

Financial Summary



Unaudited (Rm)	H1 2014	% Change	H1 2013
Revenue	530,4	-4	552,1

- Majority of operational businesses performed well on a like-for-like basis

Financial Summary



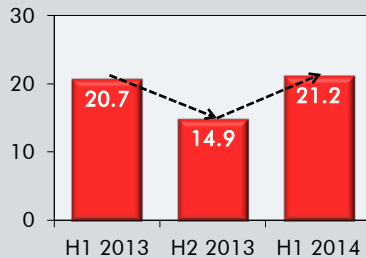
Unaudited (Rm)	H1 2014	% Change	H1 2013
Revenue	530,4	-4	552,1
PBIT	12,8	-33	19,0

- H1 2013: High base due to once-offs (net R4,3m)
Restructuring costs (R6,1m)
- H1 2014: Impact of R8,4m restructuring costs
Security disappointed – action taken

Financial Summary



Unaudited (Rm)	H1 2014	% Change	H1 2013
Revenue	530,4	-4	552,1
PBIT	12,8	-33	19,0
Core PBIT*	21,2	+2	20,7



* Adjusted to exclude once offs and restructuring costs

Financial Summary



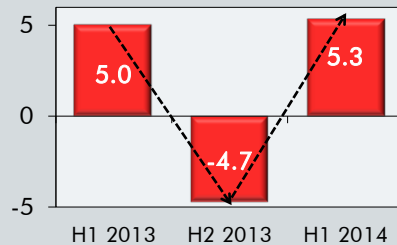
Unaudited (Rm)	H1 2014	% Change	H1 2013
Revenue	530,4	-4	552,1
PBIT	12,8	-33	19,0
Core PBIT	21,2	+2	20,7
EPS (cents)	4.9	-51	10.1

■ H1 2013 high base due to profit on disposal of property (R12m after tax)

Financial Summary



Unaudited (Rm)	H1 2014	% Change	H1 2013
Revenue	530,4	-4	552,1
PBIT	12,8	-33	19,0
Core PBIT	21,2	+2	20,7
EPS (cents)	4.9	-51	10.1
Headline EPS (cents)	5.3	+6	5.0



* Only difference between EPS & HEPS in H1 2014 is due to R0,6m loss on disposal of fixed assets

2

Financial Review



JASCO
INSPIRE.INNOVATE.

Group reporting structure from H1 2014

JASCO
INSPIRE.INNOVATE.

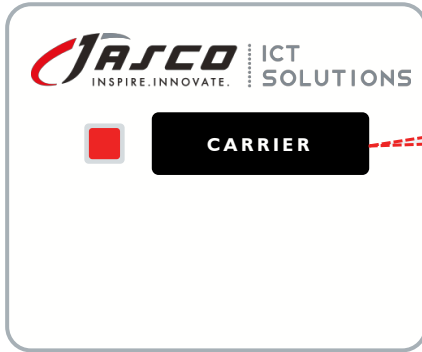
JASCO | ICT
INSPIRE.INNOVATE. | SOLUTIONS

Information,
Communications
& Technology

JASCO | E&I
INSPIRE.INNOVATE. | SOLUTIONS

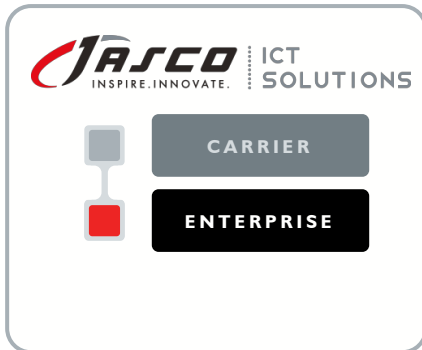
Energy & Industry

Group reporting structure from H1 2014

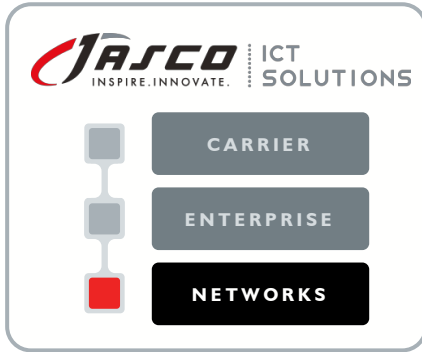


Telecom Structures
Sold H2 F2013

Group reporting structure from H1 2014



Group reporting structure from H1 2014



Group reporting structure from H1 2014



Lighting Structures
Sold H1 F2013

Group reporting structure from H1 2014



Group reporting structure from H1 2014



M-TEC
Held for sale

Statement of Comprehensive Income



Unaudited (Rm)	H1 2014	% Change	H1 2013
Revenue	530,4	-4	552,1

Verticals	% change	Contribution to the group
ICT		
– Carrier Solutions	0%*	41%
– Enterprise Solutions	+6%	19%
– Networks Solutions	-45% [^]	7%
E&I		
– Energy Solutions	-2% [#]	19%
– Industry Solutions	-5%	14%

* Impacted by exit of Telecom Structures in H2 2013

[^] Mainly due to R55m once-off Telecom Namibia equipment sale in comparative period H1 F2013

[#] Impacted by exit of Lighting Structures H1 F2014

© 2014 Jasco Electronics Holdings Limited www.jasco.co.za

19

Statement of Comprehensive Income



Unaudited (Rm)	H1 2014	% Change	H1 2013
Revenue	530,4	-4	552,1
PBIT	12,8	-33	19,0
PBIT margin	2.4%		3.4%

Verticals	% change	Contribution to the group*
ICT		
– Carrier Solutions	+10%	57%
– Enterprise Solutions	+46%	24%
– Networks Solutions	-360%	-8%
E&I		
– Energy Solutions	+60%	32%
– Industry Solutions	-136%	-5%

* Excluding HQ cost

© 2014 Jasco Electronics Holdings Limited www.jasco.co.za

20

Statement of Comprehensive Income



Unaudited (Rm)	H1 2014	% Change	H1 2013
Revenue	530,4	-4	552,1
PBIT	12,8	-33	19,0
Once-offs	-		4,3*

* Includes R8,8m profit on property disposal and R4,5m loss on disposal of Lighting Structures

© 2014 Jasco Electronics Holdings Limited www.jasco.co.za

21

Statement of Comprehensive Income



Unaudited (Rm)	H1 2014	% Change	H1 2013
Revenue	530,4	-4	552,1
PBIT	12,8	-33	19,0
Once-offs	-		4,3*
PBIT (Excl. once-offs)	12,8	-13	14,7
Restructuring costs	8,4		6,0

* Includes R8,8m profit on property disposal and R4,5m loss on disposal of Lighting Structures

© 2014 Jasco Electronics Holdings Limited www.jasco.co.za

22

Statement of Comprehensive Income



Unaudited (Rm)	H1 2014	% Change	H1 2013
Revenue	530,4	-4	552,1
PBIT	12,8	-33	19,0
Once-offs	-		4,3*
PBIT (Excl. once-offs)	12,8	-13	14,7
Restructuring costs	8,4		6,0
Core PBIT (Excl. once-offs & restructuring costs)	21,2	+2	20,7
Core PBIT margin	4.0%		3.7%

* Includes R8,8m profit on property disposal and R4,5m loss on disposal of Lighting Structures

© 2014 Jasco Electronics Holdings Limited www.jasco.co.za

23

Statement of Comprehensive Income



Unaudited (Rm)	H1 2014	% Change	H1 2013
Revenue	530,4	-4	552,1
PBIT	12,8	-33	19,0
PBIT margin	2.4%		3.4%
Net interest paid	(7,6)	-22	(9,8)

- R4,5m on bank overdrafts (H1 2013: R6,7m)
- R4,2m related to preference shares (H1 2013: R3,4m)
- Net R1,1m interest received on Telecom Namibia (H1 2013: R0,3m)

© 2014 Jasco Electronics Holdings Limited www.jasco.co.za

24

Statement of Comprehensive Income



Unaudited (Rm)	H1 2014	% Change	H1 2013
Revenue	530,4	-4	552,1
PBIT	12,8	-33	19,0
PBIT margin	2.4%		3.4%
Net interest paid	(7,6)	-22	(9,8)
Share of income from associate	-	n/a	0,8

M-TEC classified as held-for-sale

Statement of Comprehensive Income



Unaudited (Rm)	H1 2014	% Change	H1 2013
Revenue	530,4	-4	552,1
PBIT	12,8	-33	19,0
PBIT margin	2.4%		3.4%
Net interest paid	(7,6)	-22	(9,8)
Share of income from associate	-	n/a	0,8
Profit before tax	5,1	-49	10,0
Taxation credit	1,9	-46	3,6

Tax credit due to utilisation of historic assessed losses after restructuring of legal entities

Statement of Comprehensive Income



Unaudited (Rm)	H1 2014	% Change	H1 2013
Revenue	530,4	-4	552,1
PBIT	12,8	-33	19,0
PBIT margin	2.4%		3.4%
Net interest paid	(7,6)	-22	(9,8)
Share of income from associate	-	n/a	0,8
Profit before tax	5,1	-49	10,0
Taxation credit	1,9	-46	3,6
Profit for the period	7,0	-48	13,6
Outside shareholders interest	(0,1)	-123	0,6

Outside shareholders' share in profits in New Telco

Statement of Comprehensive Income

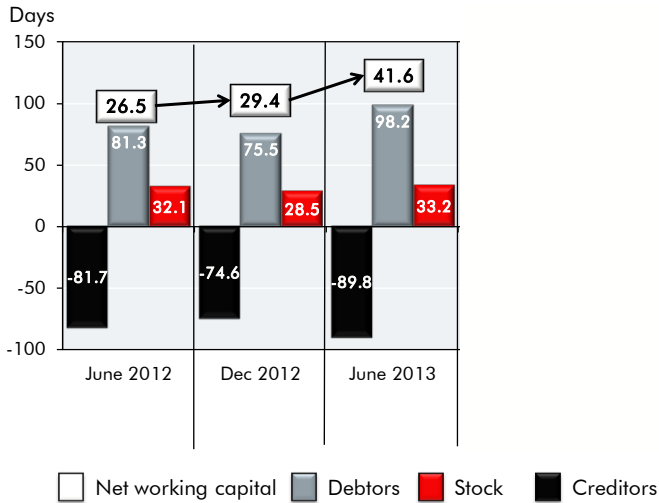


Unaudited	H1 2014	% Change	H1 2013
Profit attributable to ord. shareholders (Rm)	6,9	-51	14,2
Total shares in issue (m)*	146,4		146,4
Weighted average no. shares (m)	141,3		141,1
EPS (cps)	4.9	-51	10.1
HEPS (cps)	5.3	+6	5.0

Difference between earnings & headline earnings (Rm)	H1 2014	H1 2013
Lighting Structures - Loss on disposal	-	4,5
Loss/(profit) on disposal of fixed assets	0,6	(11,7)
Total headline earnings adjustments	0,6	(7,2)

* Shares from rights issue only issued in January 2014

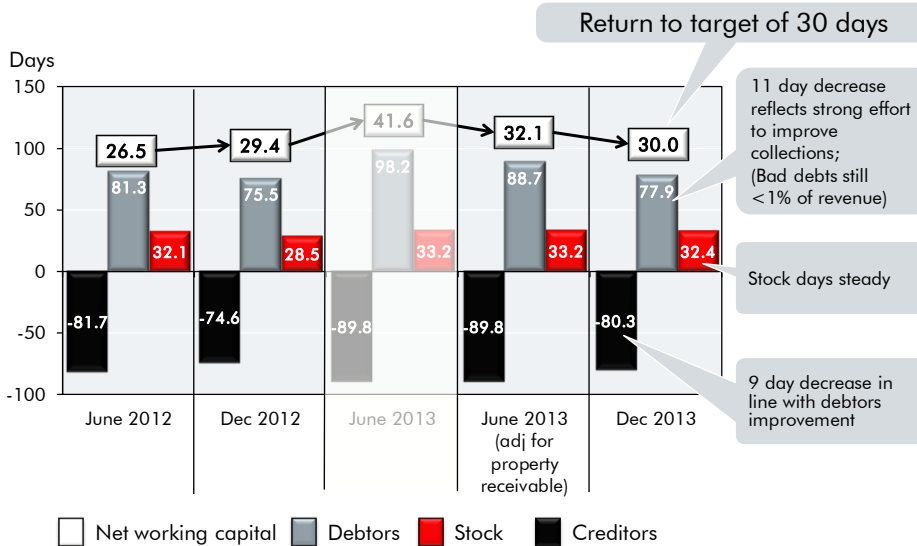
Average Net Working Capital



© 2014 Jasco Electronics Holdings Limited www.jasco.co.za

29

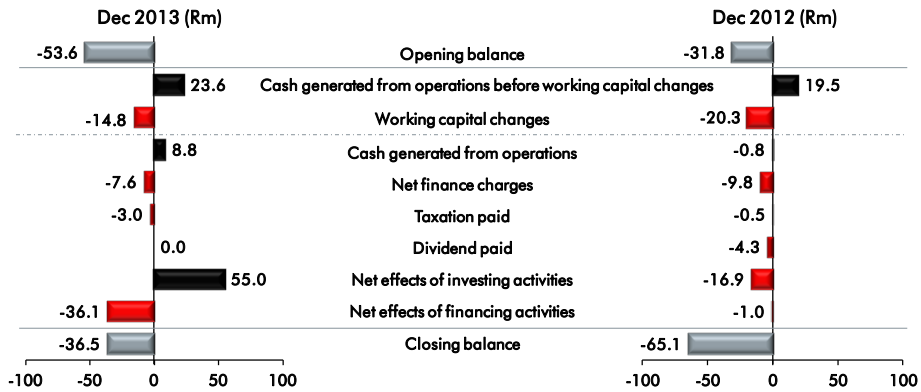
Average Net Working Capital



© 2014 Jasco Electronics Holdings Limited www.jasco.co.za

30

Summarised Statement of Cash Flows

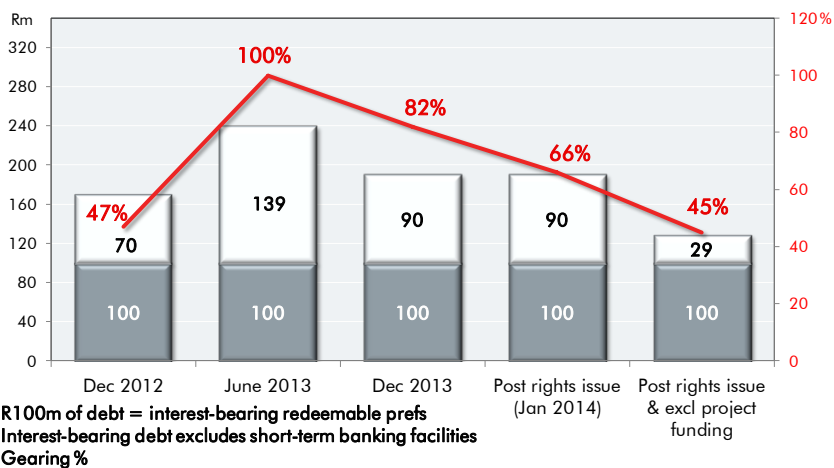


- Investing activities inflow includes R60m proceeds on sale of property
- Financing activities outflow due to settlement of property related loans
- Net decrease in overdraft = R17m (-R53.6m opening vs -R36,5m closing)
- Overdraft well within facility limits
- Rights issue further improves position in H2

© 2014 Jasco Electronics Holdings Limited www.jasco.co.za

31

Net interest-bearing debt



Maximum 50% D:E ratio excl. project funding

EBITDA interest cover

- Improvement to 3.1x from 2.3x in June 2013 is pleasing, but still below sustainable target interest cover of 3.5x in short term

© 2014 Jasco Electronics Holdings Limited www.jasco.co.za

32

3

Divisional review



3a

Divisional review: ICT Solutions



CARRIER

Businesses:

- Carrier Solutions
- Carrier RF
- Carrier Infrastructure
- Broadcast

ENTERPRISE

Businesses:

- Contact Centres
- Voice & data recording
- Unified communications

NETWORKS

Businesses:

- Converged Solutions
- Co-location Solutions
- Value Added Services



Maintained market share in mature market

Unaudited (Rm)	H1 2014	% change	H1 2013
Revenue	218,2	-	218,8
<ul style="list-style-type: none"> Exit of Telecom Structures (R14m in 2013) compensated for by volume growth in other businesses 			
PBIT	21,7	-2	22,2
<i>PBIT margin %</i>	<i>10.0%</i>		<i>10.1%</i>

- All businesses outside of smallest contributor Broadcast Solutions grew PBIT
 - Lower margin product mix & delayed order
- Carrier RF & Carrier Solutions combined with effect from 1 Jul 2013
 - More effective Key Account Management
 - Decreased management cost
- Small organic investment in Property Technology Management start-up

3a

Divisional review: ICT Solutions

CARRIER

Businesses:

- Carrier Solutions
- Carrier RF
- Carrier Infrastructure
- Broadcast

ENTERPRISE

Businesses:

- Contact Centres
- Voice & data recording
- Unified communications

NETWORKS

Businesses:

- Converged Solutions
- Co-location Solutions
- Value Added Services



Restructure complete

Unaudited (Rm)	H1 2014	% change	H1 2013
Revenue	102,0	+6	96,7
PBIT	9,2	+25	7,3
<i>PBIT margin %</i>	<i>9.0%</i>		<i>7.6%</i>

- Maintained market share despite continued slow corporate spend
- Annuity income base of 50% maintained

- Margin influenced by:
 - Productivity improvements coming through
 - Higher-margin product mix
- Traditional H2 costs to reduce margin somewhat (performance incentives, wage negotiations)

3a

Divisional review: ICT Solutions



CARRIER

Businesses:

- Carrier Solutions
- Carrier RF
- Carrier Infrastructure
- Broadcast

ENTERPRISE

Businesses:

- Contact Centres
- Voice & data recording
- Unified communications

NETWORKS

Businesses:

- Converged Solutions
- Co-location Solutions
- Value Added Services

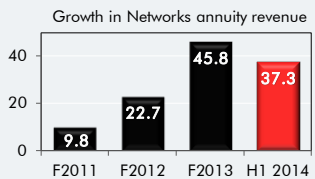
ICT Networks – Results Review



Strong growth in annuity voice & data volumes

Unaudited (Rm)	H1 2014	change %	H1 2013
Revenue	40,5	-45	73,6
PBIT	(3,1)	-	1,2
<i>PBIT margin %</i>	<i>-7.6%</i>		<i>1.6%</i>

- Telecom Namibia
 - H1 2013 boosted by once-off R55m equipment sale
 - Led to annuity income of R7,2m p.a. for 5 years
- Like-for-like revenue increase of 118% (90% annuity)



- PBIT decrease due to once-off high base in H1 2013
- Excluding Telecom Namibia, like-for-like improvement of 52%
- As committed, start-up growth strategy on track

3b

Divisional review: E&I Solutions



ENERGY

Manufacture and supply of:

- Cable harnesses for white goods and automotive markets
- Plugs & extension cables (Snapper)
- Plastic injection moulds

INDUSTRY

Low voltage power solutions including:

- Transformers
- UPS (Uninterruptable Power Supplies)
- Voltage stabilisation
- Energy Monitoring & Management
- Power Filters

Integrated security solutions including:

- Surveillance systems (CCTV)
- Access control
- Fire solutions



Strong performance – investment paying off

Electrical Manufacturers Unaudited (Rm)	H1 2014	% change	H1 2013
Revenue	99,8	+40	71,5
<p>■ Benefits of investment:</p> <ul style="list-style-type: none"> - Improved utilisation of new capacity - Diversification of product range 			
PBIT	12,1	+41	8,6
<i>PBIT margin %</i>	<i>12.1%</i>		<i>12.0%</i>
<p>■ Traditional H2 costs to reduce margin somewhat (performance incentives, wage negotiations)</p>			

3b

Divisional review: E&I Solutions

ENERGY

Manufacture and supply of:

- Cable harnesses for white goods and automotive markets
- Plugs & extension cables (Snapper)
- Plastic injection moulds

INDUSTRY

Low voltage power solutions including:

- Transformers
- UPS (Uninterruptable Power Supplies)
- Voltage stabilisation
- Energy Monitoring & Management
- Power Filters

Integrated security solutions including:

- Surveillance systems (CCTV)
- Access control
- Fire solutions

Security disappointed, Power on target

Unaudited (Rm)	H1 2014	% change	H1 2013
Revenue	77,0	-5	81,2
<ul style="list-style-type: none"> ■ Volumes disappointing <ul style="list-style-type: none"> - Delay in larger projects - Security - Annuity base growing - Power 			
PBIT	(2,0)	-136	5,6
<i>PBIT margin %</i>	<i>-2.6%</i>		<i>6.9%</i>
<ul style="list-style-type: none"> ■ Security loss: <ul style="list-style-type: none"> - Margin pressure (lack of large projects) - Corrective action taken in H1 2014 <ul style="list-style-type: none"> • Retrenchment costs of R1,5m • Business relocated to head office in Midrand, some costs in H2 • Restructure complete, overheads in line with revenue ■ Power Solutions: Profit on track (lumpy profit nature due to current size) 			

4a

Prospects - Divisional



ICT Solutions

- **Increase cross-selling with large customers through:**
 - Key Account Management
 - Leverage new shareholders - Telecommunications
- **Continue to grow annuity income base through:**
 - Property technology management
 - Rooftop management
 - In-building solutions
 - Using joint ventures for growth
 - International connectivity
 - IT solutions
 - Building on African presence
 - Leverage Telecom Namibia success in Africa
 - SADC – expand Enterprise footprint

E&I Solutions

- **Growing market share in Power through:**
 - Mining customer and shareholders - Industry
 - Diversifying customer base
 - Expanding new offerings:
 - Energy optimisation:
Continue investment to create annuity growth
 - Rooftop management:
Off-grid solutions (PV) for industrial applications

4b

Prospects - Conclusion



JASCO
INSPIRE.INNOVATE.

© 2014 Jasco Electronics Holdings Limited www.jasco.co.za

47

Looking forward - focus areas

JASCO
INSPIRE.INNOVATE.

Last 6 months of 3-year restructuring strategy

Key focus areas	Actions to achieve these
Watch list	<ul style="list-style-type: none"> E&I – Security: Ensure improvements post right-sizing
Developing annuity business	<ul style="list-style-type: none"> ICT – Networks E&I – Energy Management
Exit non-core business units systematically	<ul style="list-style-type: none"> Negotiating sale of M-TEC Exit of non-core activities
Resolve pref shares	<ul style="list-style-type: none"> R10m part redemption post Automotive disposal in Feb 2014 Secure alternative funding to settle remaining R90m or extend
Improve earnings	<ul style="list-style-type: none"> Complete restructure programme (final costs in H2 F2014) Drive growth off restructured cost base - organically or JVs Finalise consolidation of procurement

© 2014 Jasco Electronics Holdings Limited www.jasco.co.za

48

Conclusion



- Business base now positioned for growth
- Financial position improved
- H2 F2014 to show further improvement; full benefits of 3-year restructure from F2015

Questions & answers



Disclaimer



This presentation which sets out the interim results for Jasco Electronics Holdings Limited for the six months ended 31 December 2013 contains 'forward-looking statements', which have not been reviewed or reported on by the Group's auditors, with respect to the Group's financial condition, results of operations and businesses and certain of the Group's plans and objectives. In particular, such forward looking statements include statements relating to, amongst others, the Group's future performance; future capital expenditures, acquisitions, divestitures, expenses, revenues, financial conditions, dividend policy, and future prospects; business and management strategies relating to the expansion and growth of the Group; the effects of regulation of the Group's businesses by governments in the countries in which it operates; expectations regarding the operating environment and market conditions.

The unaudited summarised consolidated financial statements comply with IAS 34 – Interim Financial Reporting. The accounting policies and methods of computation used in the preparation of this report are consistent with those used in the preparation of the annual financial statements for the year ended 30 June 2013, which comply with the International Financial Reporting Standard (IFRS), the AC500 standards as issued by the Accounting Practices Board and the Listings Requirements of the JSE Limited and the Companies Act (2008) of South Africa. The directors take full responsibility for the preparation of the summarised report and the financial overview information has been correctly extracted from the underlying financial records.

Forward-looking statements are sometimes, but not always, identified by their use of a date in the future or such words as 'will', 'anticipates', 'aims', 'could', 'may', 'should', 'expects', 'believes', 'intends', 'plans' or 'targets'. By their nature, forward-looking statements are inherently predictive, speculative and involve risk and uncertainty because they relate to events and depend on circumstances that will occur in the future, involve known and unknown risks, uncertainties and other facts or factors which may cause the actual results, performance or achievements of the Group, or its industry to be materially different from any results, performance or achievement expressed or implied by such forward-looking statements.

Forward-looking statements are not guarantees of future performance and are based on assumptions regarding the Group's present and future business strategies and the environments in which it operates now and in the future. Undue reliance should not be placed on such statements and opinions because by nature, they are subjective to known and unknown risk and uncertainties and can be affected by other factors that could cause actual results and Group plans and objectives to differ materially from those expressed or implied in the forward looking statements. Neither the Group nor any of its respective affiliates, advisors or representatives shall have any liability whatsoever (based on negligence or otherwise) for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation and do not undertake to publicly update or revise any of its opinions or forward looking statements whether to reflect new information or future events or circumstances otherwise.

For further information please contact:



Pete da Silva

Chief Executive Officer

Tel: +27 11 266 1500

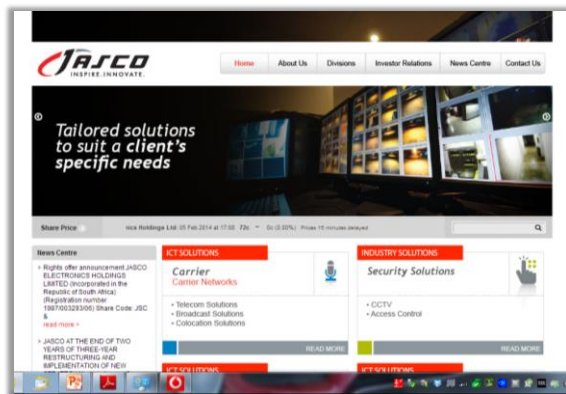
E-mail: info@jasco.co.za

Warren Prinsloo

Chief Financial Officer

Tel: +27 11 266 1500

E-mail: info@jasco.co.za



www.jasco.co.za