



**Poynting**  
*Holdings Limited*

*Making wireless happen*

# Interim Results

for the 6 month period ending 31 December 2013

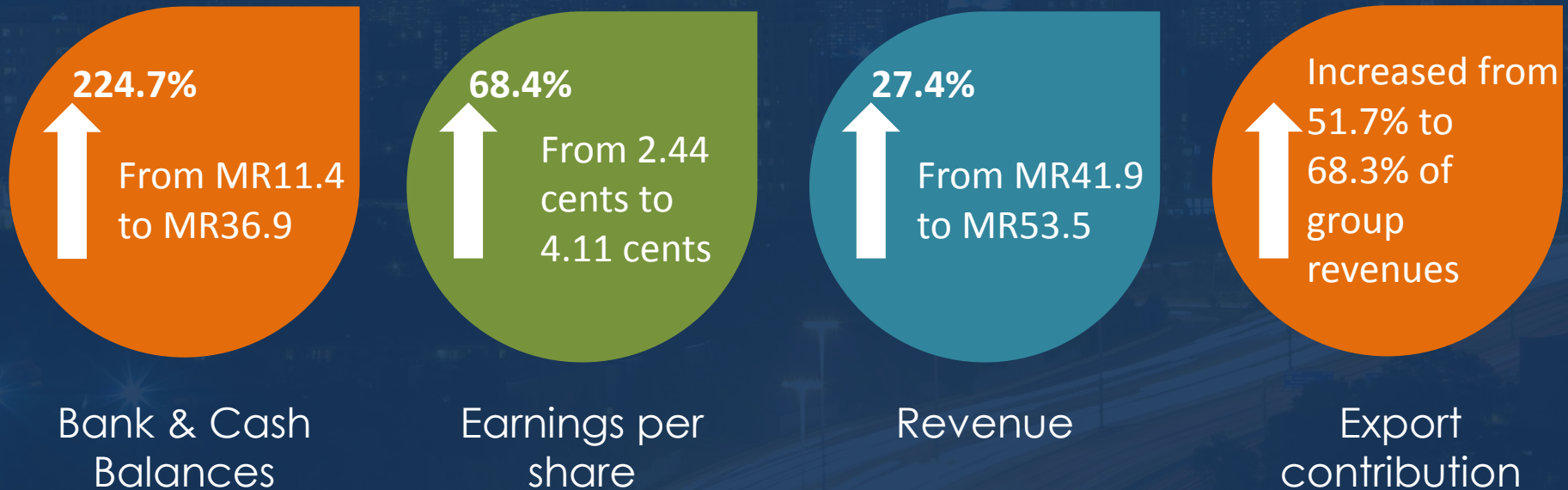




"I invite you to join the Poynting ride. It may not be as exciting as a walk in outer space, but we will definitely not bore you with the typical."

**Coen Bester,  
Poynting Chairman**

# Highlights

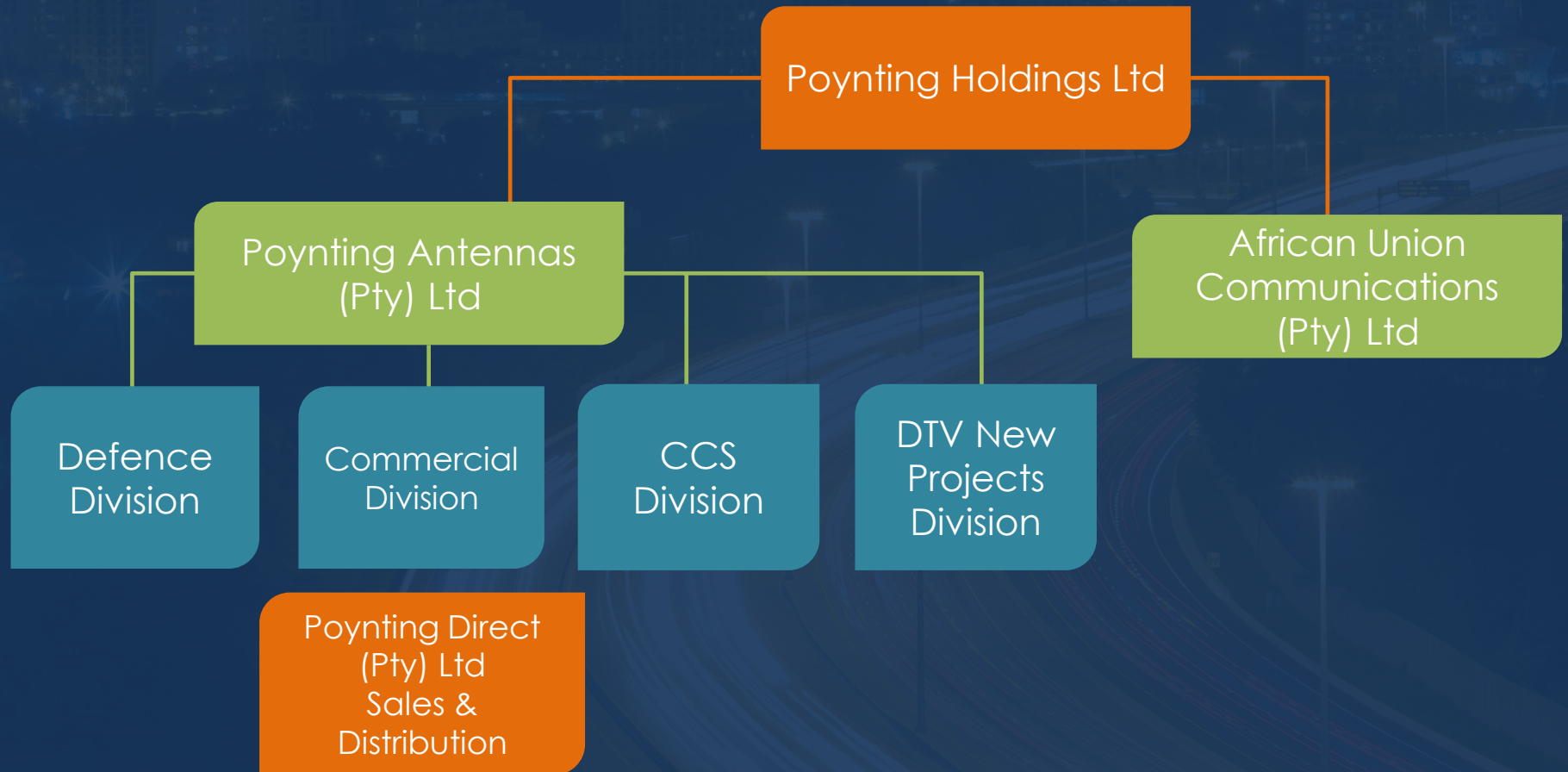


- ✓ PSG Private Equity commits to MR100 investment in Poynting of which MR49 was already invested as at 31 December 2013.
- ✓ Acquisition of AUCOM concluded – contractual effective date of 1 July 2013.
- ✓ Results above and herein exclude any contribution from Aucom. The results can only be consolidated after 28 February 2014
- ✓ Aucom's profit after tax for the interim period was MR8.4 which is not reported on for the interim period but clearly significant to shareholder value.



# Poynting Structure

Incorporating Aucom





What we do



Poynting Antennas (Pty) Ltd

Defence  
Division

- ✓ Focused on EW market which comprises of monitoring, jamming & direction-finding antennas.
- ✓ Sells to military system integrators and specialised distribution partners.
- ✓ Products from "Radiant Antennas" acquisition extended range to defence communication market.
- ✓ Mostly export



Poynting Antennas (Pty) Ltd

Commercial  
Division

- ✓ Focused on antennas and telecommunication products for the cellular and wireless data markets.
- ✓ Roughly 55% exports.
- ✓ M2M, 3G & Cellular Data & 4G/LTE antenna solutions.





Poynting Antennas (Pty) Ltd

CCS Division

- ✓ Clever solutions aimed at base station market.
- ✓ Developed to provide coverage to cellular network operators.

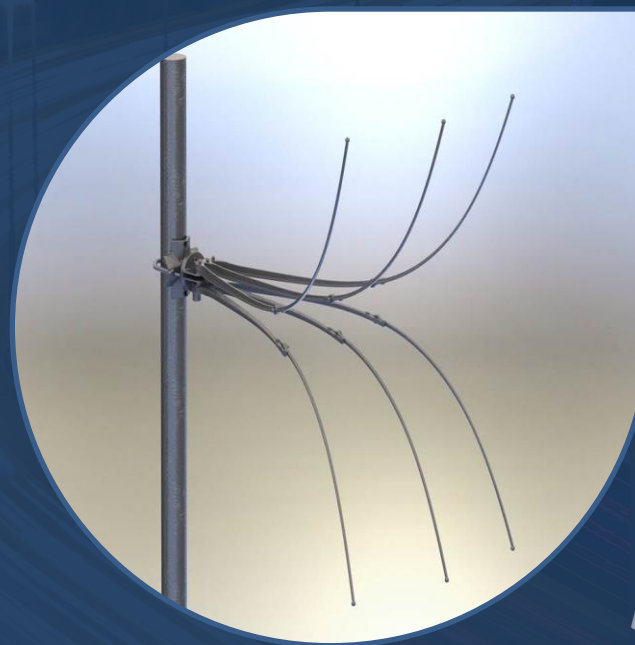




Poynting Antennas (Pty) Ltd

## DTV New Projects

- ✓ Provides Digital TV (DTV) transmission infrastructure to African customers.
- ✓ Design, provide and install equipment which delivers DTV signals to consumer television.
- ✓ Market leader in Africa with decades of experience in the TV broadcasting industry



## AUCOM (Pty) Ltd

Aucom

- ✓ Provides Digital TV (DTV) transmission infrastructure to African customers.
- ✓ Design, provide and install equipment which delivers DTV signals to consumer television.
- ✓ Market leader in Africa with decades of experience in the TV broadcasting industry





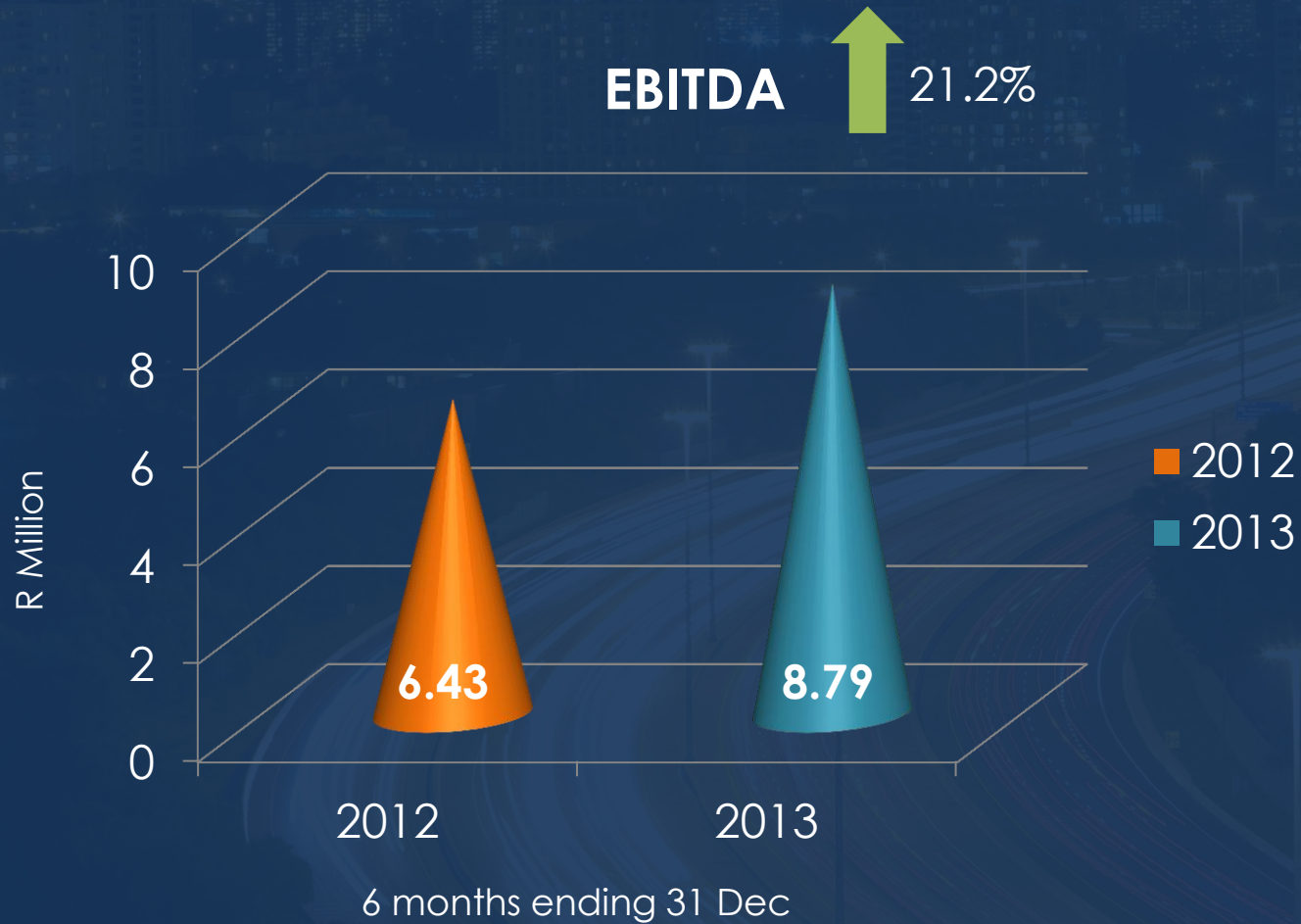


# Financials

Unaudited Condensed Consolidated Interim Results  
for the Six Months ended 31 December 2013

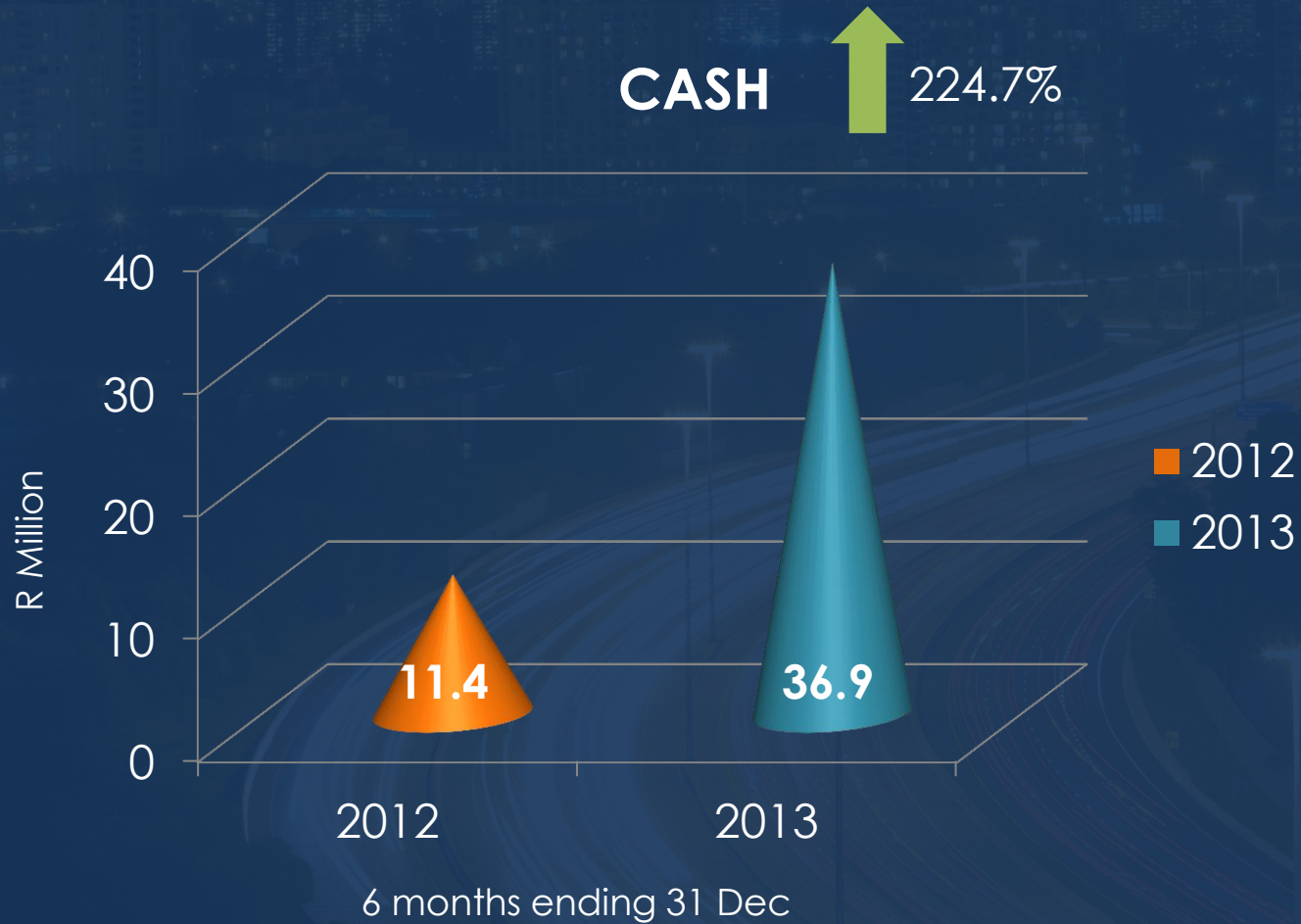
# EBITDA

For Corresponding Interim Periods

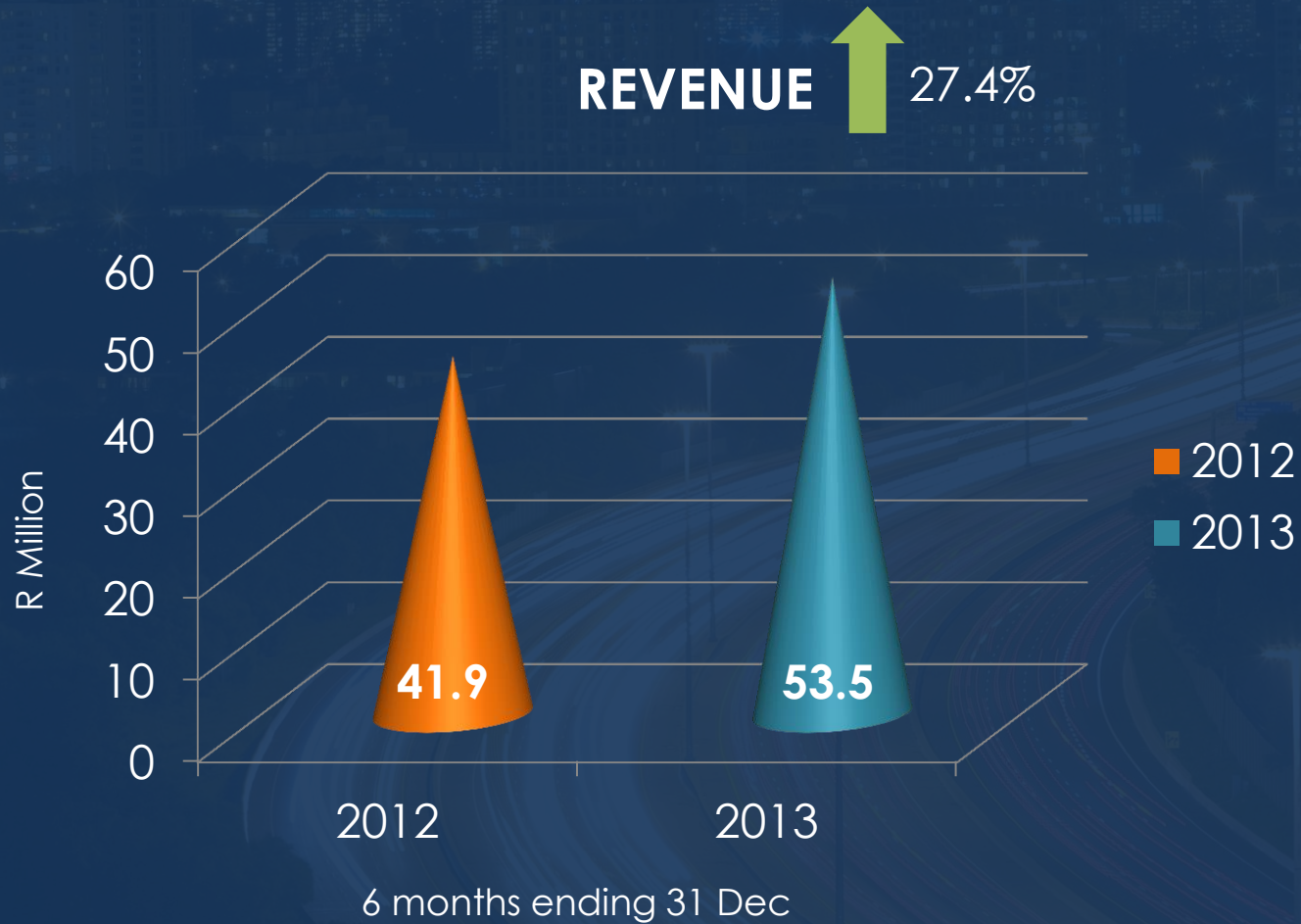




# Cash & Cash Equivalents For Corresponding Interim Periods

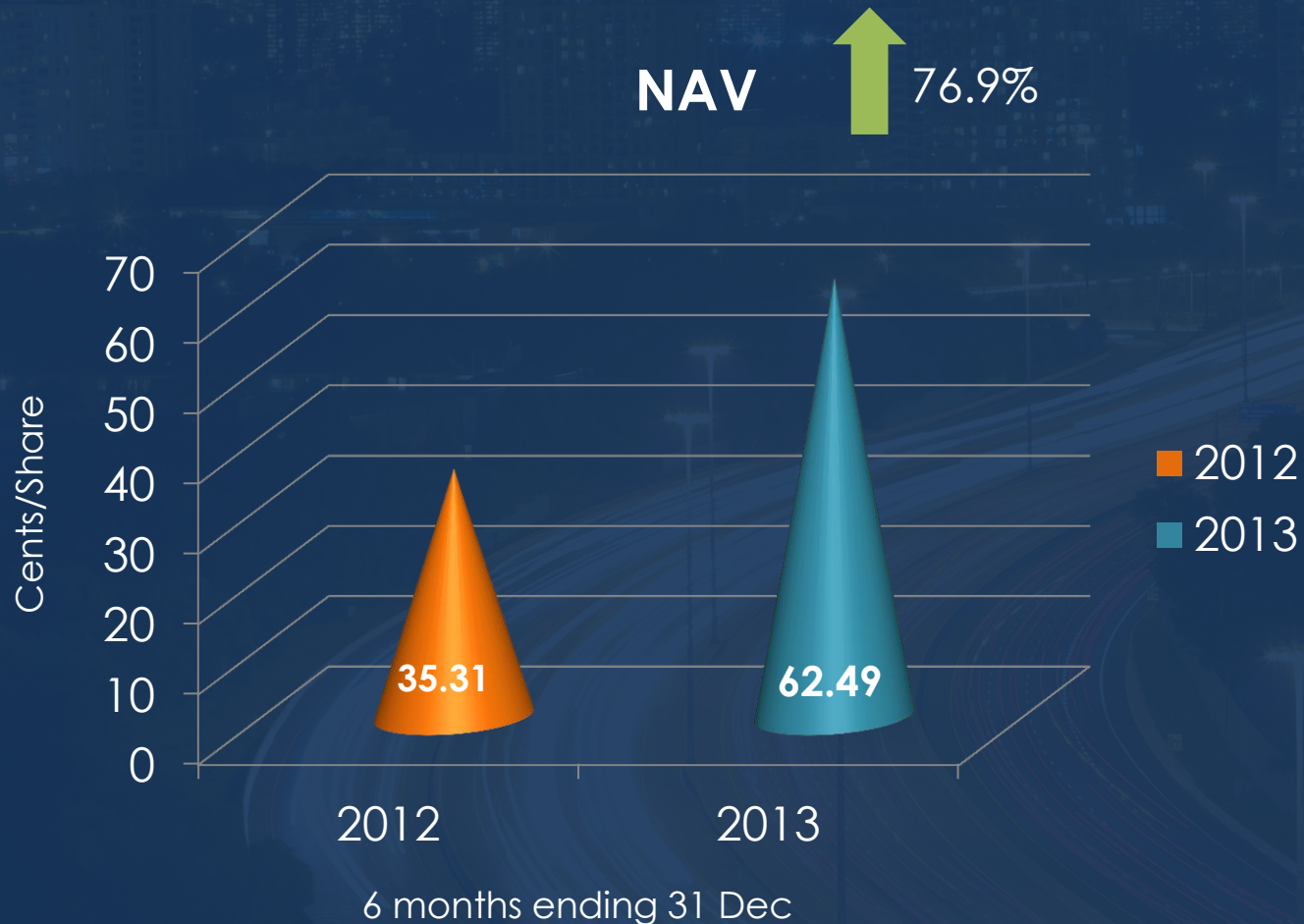


# Revenue For Corresponding Interim Periods

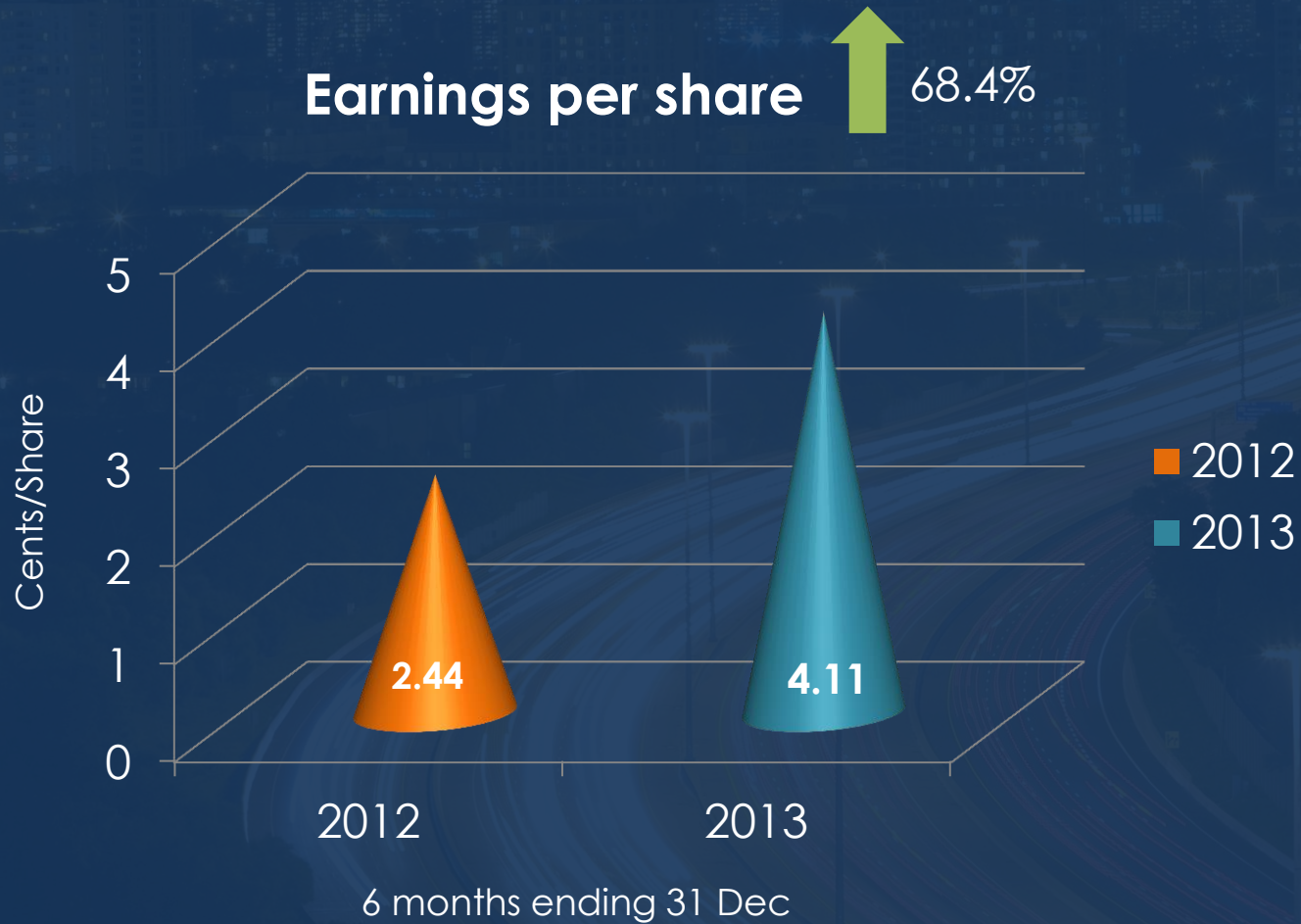




# Net Tangible Asset Value per Share For Corresponding Interim Periods

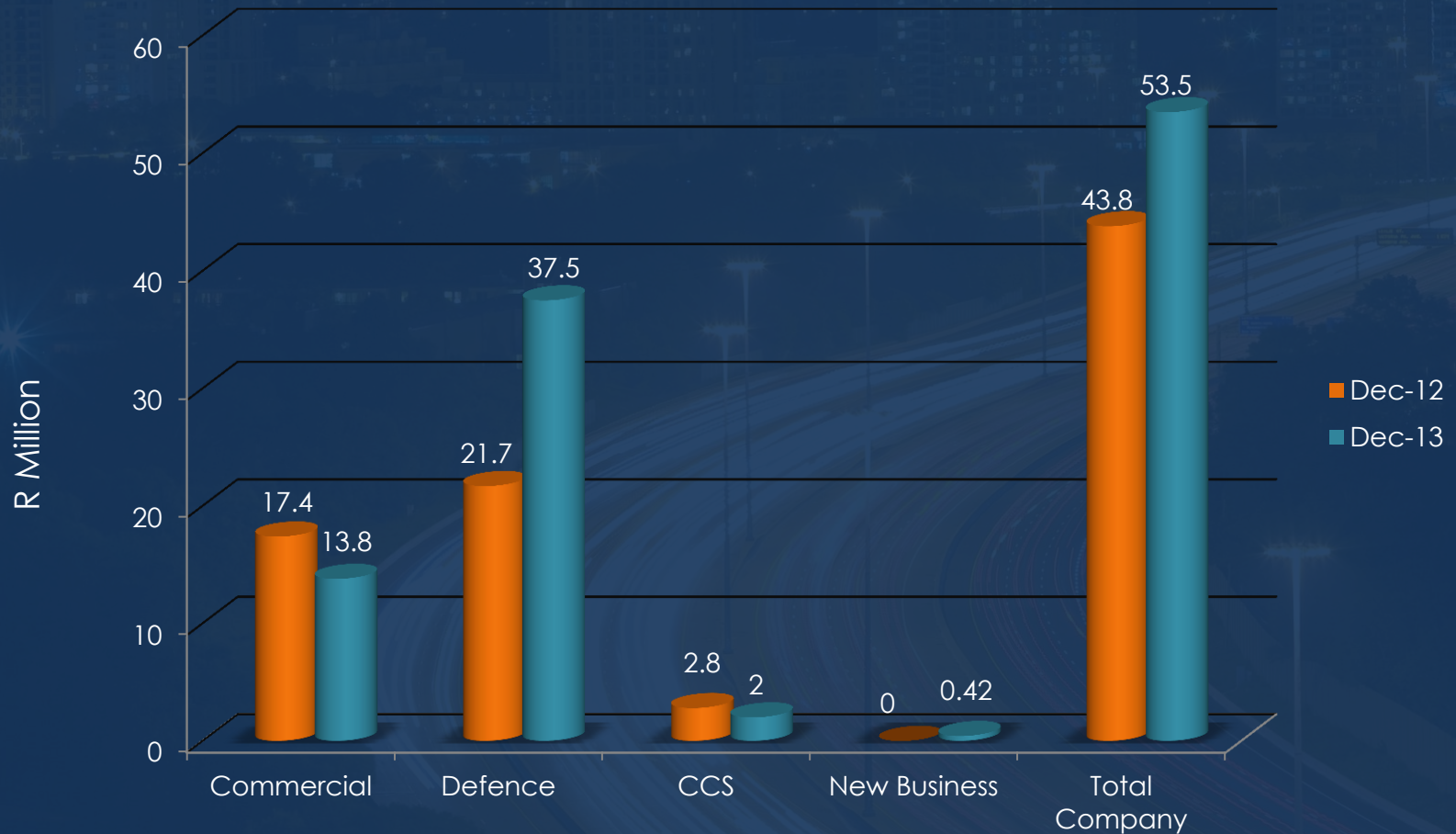


# Earnings per Share For Corresponding Interim Periods





# Revenue per Division For Corresponding Interim Periods



6 months ending 31 Dec

# Market Cap & Shareholder Value at this stage of the Growth Plan

Date	Share Price	# Shares	Rand Total
21 May 2013	50 cents	94 million	MR 47
7 March 2014	300 cents	176 million	MR 528



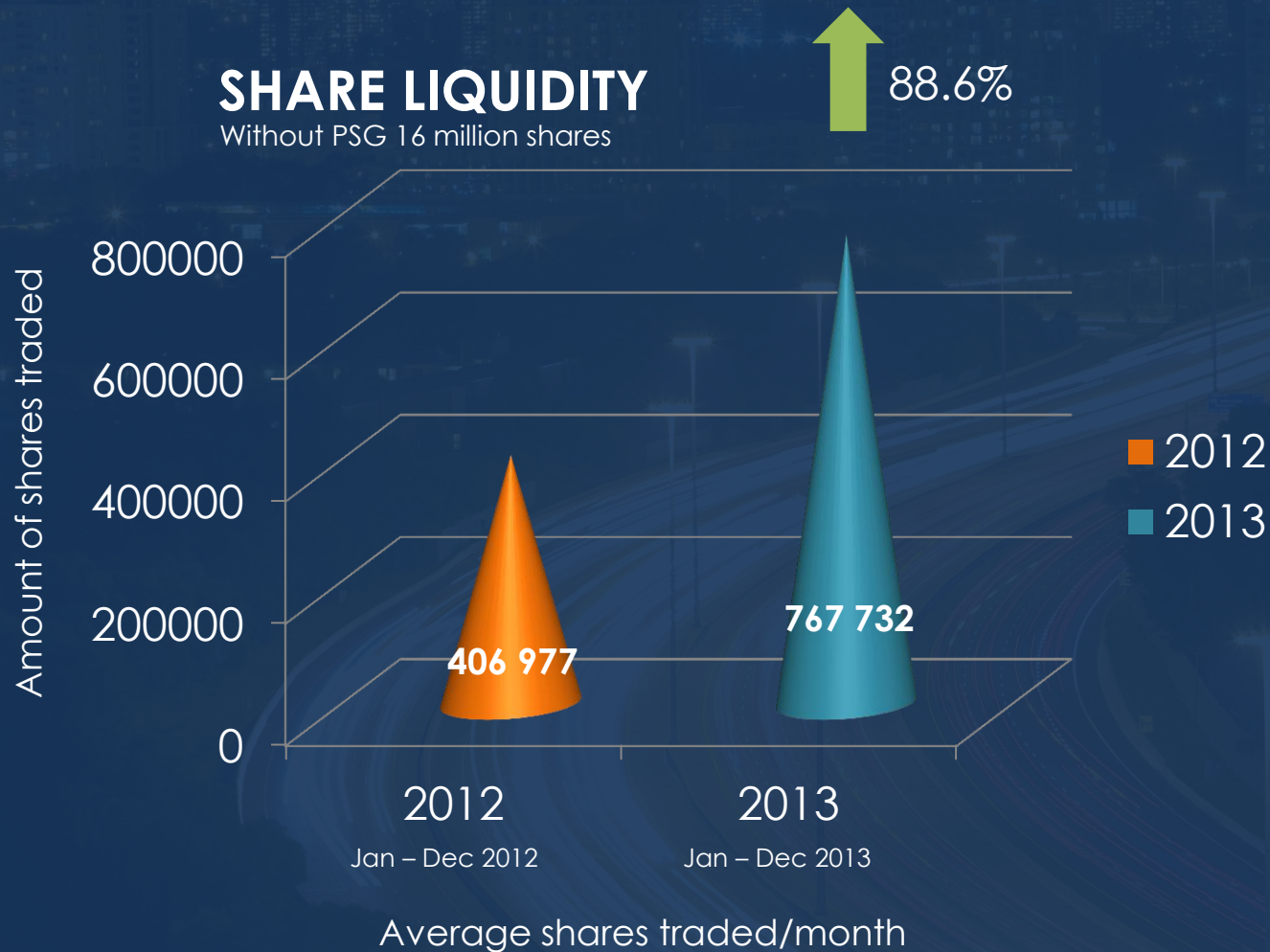
1023.4%

5.3 x  
increase in  
shareholder  
value

More than  
10 x  
increase in  
market cap  
in the last 9  
months



# Market Cap & Shareholder Value at this stage of the Growth Plan



# Income Statement

	Unaudited 6 months ended 31/12/2013	Unaudited 6 months ended 31/12/2012	Audited 12 months ended 30/06/2013
	R'000	R'000	R'000
Revenue	53 455	41 948	93 743
Cost of sales	(15 800)	(13 900)	(30 010)
Gross Profit	37 655	28 048	63 733
Other Income	216	350	2 487
Operating costs	(33 669)	(25 911)	(55 413)
Operating Profit	4 202	2 487	10 807
Investment income	156	262	488
Finance costs	(80)	(23)	(58)
Profit before taxation	4 279	2 726	11 237
Taxation	(493)	(482)	(1 397)
Profit after taxation	3 786	2 244	9 840
Total comprehensive income	3 786	2 244	9 840
Profit attributable to:			
Equity holders of parent	3786	2 244	9 840
Non-controlling interest	-	-	-
Total comprehensive income	3 786	2 244	9 840



# Balance Sheet

	Unaudited 6 months ended 31/12/2013	Unaudited 6 months ended 31/12/2012	Audited 12 months ended 30/06/2013
	R'000	R'000	R'000
<b>ASSETS</b>			
<b>Non-current assets</b>	<b>18 241</b>	<b>15 275</b>	<b>18 950</b>
Property, plant and equipment	5 116	3 831	4 976
Goodwill	2 207	-	2 207
Intangible assets	10 918	11 444	11 767
Other financial assets	-	-	-
<b>Current assets</b>	<b>75 438</b>	<b>36 820</b>	<b>45 554</b>
Inventories	17 682	9 273	12 427
Other financial assets	-	-	171
Current tax receivables	-	-	413
Trade and other receivables	20 864	16 185	18 141
Bank and cash balances	36 892	11 362	14 402
<b>Total assets</b>	<b>93 679</b>	<b>52 095</b>	<b>64 504</b>
<b>EQUITY AND LIABILITIES</b>			
<b>Equity</b>	<b>80 563</b>	<b>43 902</b>	<b>51 497</b>
Equity attributable to owners of parent	80 536	43 902	51 497
<b>Non-current liabilities</b>			
Interest-bearing liabilities	284	206	300
<b>Current liabilities</b>	<b>12 832</b>	<b>7 987</b>	<b>12 707</b>
Interest-bearing liabilities	142	219	284
Trade and other payables	12 690	7 768	12 423
<b>Total equity and liabilities</b>	<b>93 679</b>	<b>52 095</b>	<b>64 504</b>
Number of ordinary shares in issue	107 921 053	91 911 008	93 921 053
Net asset value per ordinary share (cents)	74.65	47.74	54.83
Net tangible asset value per ordinary share (cents)	62.49	35.31	39.95



# Divisional Performance



## Defence Division

- ✓ Becoming international leader in EW antenna technology
- ✓ Number of international large customers increasing
- ✓ Order book staggering

**Profit after tax:**  
2012      2013  
MR3.0      MR9.9

**Revenues:**  
2012      2013  
MR21.7      MR37.5

## Commercial Division

- ✓ Showing the benefits of mass production in China
- ✓ Restructuring of sales channels and production = negative impact on profit
- ✓ Better performance expected in second half

**Profit after tax:**  
2012      2013  
MR0.5      (MR2.0)

**Revenues:**  
2012      2013  
MR17.4      MR13.8

## CCS Division

- ✓ Sales have been stagnant
- ✓ Board is engaged in restructuring and improving product sales and marketing

**Profit after tax:**  
2012      2013  
(MR1.3)      (MR3.0)

**Revenues:**  
2012      2013  
MR2.8      MR2.0

## New Business Division

- ✓ New business expenses relates to new DTV consumer products - These are progressing well

**Profit after tax:**  
2012      2013  
-      (MR1.0)

**Revenues:**  
2012      2013  
-      MR0.04



# Second-Half Prospects



"Poynting historically has had a stronger second half performance and this year's indications, market and strong order books are all indication that we should improve on first half performance."

*Dr André Fourie, CEO of Poynting*

- ✓ Defence is poised to continue producing excellent results.
- ✓ Defence larger order book, strong pipeline and established customers.
- ✓ Commercial division's second half performance should be significantly better than first half.
- ✓ CCS division is not expected to produce any fireworks, but costs have been reduced.
- ✓ Significantly better revenue for CCS in second half expected.
- ✓ AUCOM has healthy orders and opportunities.
- ✓ Indications are that AUCOM second half performance will be equal or better than first half.



Thank you