

# TRUWORTHS

## ZIMBABWE LIMITED

(Incorporated in Zimbabwe in 1957, under Company Registration Number 602/57)

# TRADING UPDATE FOR THE 6 MONTHS ENDED 07 JANUARY 2024

### TRADING ENVIRONMENT

The trading environment has remained complex and uncertain. The recent announcement regarding the continued use of the multi-currency regime until 2030 is welcome.

### UNIT SALES

The unit sales out-turn was as follows:-

|                      | Half year to<br>07 January 2024 | Half year to<br>08 January 2023 |
|----------------------|---------------------------------|---------------------------------|
| Unit sales (overall) | +5.8%                           | -21.1%                          |

### SALES PARTICIPATION BY ENABLER

|              | Half year to<br>07 January 2024 | Half year to<br>08 January 2023 |
|--------------|---------------------------------|---------------------------------|
| Cash sales   | 60.7%                           | 100%                            |
| Credit sales | 39.3%                           | NIL                             |

All credit sales were in US Dollars, the growth in the credit sales is being hampered by lack of US Dollar long-term finance. Of the cash sales 71.4% were in US Dollars and 28.6% in Zimbabwe Dollars.

Sales and profitability continue to be adversely affected by:

- (a) The restrictive pricing laws, which give an unfair advantage to the informal sector.
- (b) The importation of Sub-standard Clothing and Footwear by the informal sector which sells at below PRODUCTION COST AND DUTIES PAYABLE.

### STORE ESTABLISHMENT

The Group had the following store establishment:-

|              | As at 07 January 2024 | As at 08 January 2023 |
|--------------|-----------------------|-----------------------|
| Truworths    | 13                    | 15                    |
| Topics       | 17                    | 17                    |
| Number 1     | 14                    | 14                    |
| <b>TOTAL</b> | <b>44</b>             | <b>46</b>             |

### OUTLOOK

Post 07 January 2024, the Group's store establishment was as follows:-

|              |           |
|--------------|-----------|
| Truworths    | 13        |
| Topics       | 14        |
| Number 1     | 11        |
| <b>TOTAL</b> | <b>38</b> |

Re-alignment of the store establishment is a continuing process taking into account trading densities and store viability.

### DELAY IN PUBLICATION OF ANNUAL AUDITED FINANCIAL STATEMENTS FOR THE YEAR TO 09 JULY 2023

The Zimbabwe Stock Exchange has given approval to publish Preliminary Results for the period ended 09 July 2023 by 15 February 2024 and the Audited Results for the same period by 29 February 2024. The Company regrets any inconvenience this delay has caused to its valued stakeholders.



**B. Ndebele**  
Chief Executive Officer  
25 January 2024