



CHAIRMAN'S STATEMENT

Trading Environment

The trading environment was characterised by acute liquidity challenges, unavailability of foreign currency, power supply challenges and the continued depreciation of the country's local currency. The period under review saw the implementation of a plethora of measures by Government as well as the Central Bank with a view to address the abovementioned challenges. The Central Government introduced the use of a blended inflation rate in September 2023, owing to the increased use of the United States dollar currency for purposes of transacting. Resultantly, inflation stood at 26.6% at the close of 2023.

Migration to the Victoria Falls Stock Exchange

On 14 July 2023, the Group migrated from the Zimbabwe Stock Exchange to the Victoria Falls Stock Exchange (VFEX) thus culminating into the adoption of the use of the United States Dollar (US\$) as the Group's functional and reporting currency. We anticipate that the listing on the VFEX will unlock value for our stakeholders as well as provide opportunities for our investors. We expect the presentation of the financial statements in US\$ to simplify reporting and make the financials more comprehensible to our stakeholders.

The Group exercised careful judgement in the conversion of the comparative financial statements that were originally denominated in ZWL. This process entailed the identification and differentiation between US\$ and ZWL transactions and balances. Previous years' transactions and balances in US\$ were retained in foreign currency, with only the ZWL transactions and balances being converted into US\$ at the transaction-based rate. The directors were of the view that applying IAS 21 would have led to significant distortions in the financial statements. The applicable accounting standard directs that entities operating in hyperinflationary economies should translate their last reported inflation-adjusted financial statements using the closing rate of exchange as at the reporting date, in order to derive and present comparative financial statements under a new functional currency. Adherence to IAS 21 would have resulted in a different value for a transaction or balance that originated in US\$.

The Group strongly believes that the chosen methodology used provides a fair and accurate depiction of the financial performance of the business. These deviations from IAS 21 have led to the independent auditors issuing a qualified opinion on the financial statements.

Financial Performance Review

The Group recorded a 28% reduction in revenue from prior year. Operating profit decreased by 74%. This decline is mainly attributable to the challenging operating environment. In the period under review, the Group continued to lay emphasis on cost containment measures as evidenced by a 23% positive variance in operating expenses when compared to the prior year.

Strategy and Outlook

Despite the challenging economic environment as well as the depressed financial performance, the Group implemented the following initiatives which provided the anchor for the current year's strategy:

- Launch of the Valmec Division which entailed a separation of two leading tractor brands under Zimplow namely the Massey Ferguson and the Valtra brands, to operate as two separate product offerings. Valmec was strategically established with the primary objective of propelling the growth trajectory of the Valtra brand as well as offering alternative farm equipment and cost-effective aftersales solutions to the Group's customers.
- Successful establishment of the Trentyre Harare Branch, thereby decentralising processes and enhancing motoring customers' experience through greater convenience.
- Introduction of small scale farmer implements through Mealie Brand thereby expanding the product range.

The benefits and rewards of the above-mentioned initiatives will lead to sustainable growth for the Group. This is particularly pertinent as the Group forges ahead with its strategy to stabilise the Logistics and Automotive Cluster, build resilience in the Agriculture Cluster and transform the Mining and Infrastructure Cluster. Management has further followed through on the following initiatives to position the Group as a one stop shop for equipment solutions:

- The Group successfully concluded the acquisition of the 49% shareholding previously held by Barloworld Equipment UK Limited in Barzem, resulting in Barzem becoming a wholly owned subsidiary. This has further been buttressed with securing a mining and infrastructural equipment distributorship agreement with Develon. It is against this background, that the Mining & Infrastructure Cluster is poised for notable growth and consolidation of a strong footprint in the mining sector.
- Capital expenditure initiatives at the Mealie Brand factory as well as the revival of the CT Bolts manufacturing capabilities will provide resilience and sustainability within the two Business Units.
- Review of the organisational structure to ensure that it is fit for purpose and an effective enabler of the delivery of sound Group financial performance.

Sustainability

The Group continues to enhance its reporting framework pertaining to Environmental, Social and Governance (ESG) matters as guided by regulatory authority and international best practices. The Group will adopt minimum reporting standards as outlined in Practice Note 2 that was issued by the Victoria Falls Stock Exchange. The said reporting standards pertain to the areas of governance, human capital management, water, paper and energy consumption levels, the Group's chosen Sustainable Development Goals (SDGs) and corporate social responsibility initiatives embarked on in 2023.

Dividend

The Board will not declare a dividend in an endeavour to utilise all available cash resources to develop the new business initiatives it has embarked upon across all three Clusters.

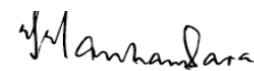
Directorate

Mr Matthew Davis resigned from the Board on 6 April 2023. The Board and Management wish to express their heartfelt gratitude to Mr Davis for his services.

The Board would also like to advise that Mrs. Angeline Vere was appointed as an independent Non-Executive Director of Zimplow Holdings Limited with effect from 1 June 2023. Mrs. Vere is a registered legal practitioner with a wealth of experience in corporate governance, compliance, legal, risk management and general business management. She is currently the Chief Executive Officer of Telecel Zimbabwe (Private) Limited. The Board of Directors, Management, and Staff warmly welcome Mrs. Vere to the team and wish her success in this new role

Acknowledgements

I would like to extend my appreciation to my fellow Directors, Management and all Group staff members for their hard work and commitment whilst operating in a challenging trading environment. I would like to also thank our valued stakeholders for their continued support of the Zimplow brand.


G.T. Manhambara
Chairman
29 April 2024



CEO'S REPORT

GROUP PERFORMANCE OVERVIEW

Pursuant to migration from the Zimbabwe Stock Exchange (ZSE) to the Victoria Falls Stock Exchange (VFEX), the Group changed its functional and presentation currency to the United States Dollar (US\$) from the Zimbabwe Dollar (ZWL) with effect from 1 July 2023. The Group's financial statements for the year ended 31 December 2023 were thus presented in US\$.

The Group recorded a revenue of US\$32 million being 28% below prior year. Barzem did not trade during the year under review due to the termination of the CAT distributorship agreement in September 2022. The late onset of summer rainfall in the 2023/4 cropping season dampened demand in the Agricultural Cluster and the impact of the economic headwinds resulted in a contraction in customer spending across the Group. The resultant Profit before Tax was \$0.68 million being 74% below prior year.

**AGRICULTURE CLUSTER
Mealie Brand**

The launch of the two-wheel tractor and related implements during the period under review resulted in local sales revenue being at par with prior year. Implements sold in the local market were 23% ahead of prior year whilst exports were subdued by 24%. The Business Unit's (BU) revenue was 9% below prior year owing to lower export sales volumes due to the proliferation of a cheaper product from Asia.

The BU has been following through on refining and reviewing the supply chain as well as production efficiencies to reduce the cost of production of the plough. In addition, the Business Unit has progressed well with the capacitation project with the new equipment expected to be commissioned in Q3 of FY2024. The capacitation project is expected to result in improved factory efficiencies and increased capabilities as the BU seeks to expand its product offering for both agricultural implements and mining consumables. This initiative is expected to anchor the business' sustainability and profitability in the near future.

Farmec

The tight liquidity crunch and the late rains during the 2023/24 cropping season significantly impacted the Business Unit's performance, with tractor units and service hours sold being 37% below the comparable period. Pressure on margins for the BU due to import cost push as well as pricing reviews had a negative impact on profitability. Farmec is at an advanced stage towards the introduction of a comprehensive financing solution with a local financial institution for the benefit of its existing and prospective customers. Furthermore, the BU is following through on demand management through refining its supply chain.

Valmec

The Business Unit was officially launched on 29 September 2023. Six tractors and ninety-two implements were sold in the period under review. Management is confident that the Business Unit will be able to reach the alternate target market which was previously unattended to by existing Group BU's through brand visibility and awareness initiatives. The drive on Tier 2 implements and aftermarket parts sales growth is expected to strengthen the BU's portfolio further.

**MINING AND INFRASTRUCTURE CLUSTER
Powermec**

Generator unit sales in the period under review were 6% ahead of prior year underpinned by the erratic power supply experienced in Q1 and Q3 of 2023. However, service hours and parts revenue were subdued by 20% in comparison to the same period in the prior year due to reduced call-outs during the period when power was stable.

To ensure business growth and sustainability, the Business Unit is following through on an aggressive aftersales promotion. Powermec is set to capitalize on the effects of the El Nino induced drought which is expected to witness severe power cuts through stock availability and buttressed by a healthy order pipeline.

CT Bolts

CT Bolts' revenue was at the same level as prior year, whilst tonnage volume sales were depressed by 6% mainly due to the sales mix. Pressure on margins and operating costs weighed down the operating profit by 83% compared to prior year. The Division is implementing various business development and growth initiatives targeted at the mining sector through collaboration with Mealie Brand's capabilities through its capacitation project. The Division has also invested in the local production of nails and other related products to support the infrastructure and construction sector.

TPS/Barzem

The recently established BU, Tractive Power Solutions (TPS), made a loss of \$353,360. TPS has created a footprint in the supply of filtration, lubricants and mining Ground Engaging Tools (GET) as well as secured Service Level Agreements (SLA's) with key operators. Management is encouraged by the growth in the order pipeline and demand management in which the BU is expected to attain profitability in FY2024.

TPS successfully signed a new distributorship agreement with Develon in later months of 2023, to replace the Caterpillar Distributorship previously housed in Barzem. Hyundai purchased Doosan creating HDI from which the Develon Brand was established. HDI is a global mining and construction equipment OEM that was established since 1970. Develon is expected to be launched in Q3 of 2024. TPS further secured FAW distributorship to pivot the Group's strength in the mining and logistics sector. The FAW brand is an option that is more affordable for the BU's customers.

The Company successfully concluded the acquisition of a 49% shareholding in Barzem effective March 2024. Barzem is set to be relaunched under a new name and refreshed brand which will give more visibility and increase its foothold in the mining and infrastructure sector. Management plans to develop the acquired infrastructure in Msasa into a world class facility that will provide a one stop solution for the Group's customers and stakeholders.

**LOGISTICS AND AUTOMOTIVE CLUSTER
Trentyre**

The Business Unit digressed from profitability in the prior year to a loss of \$387,002 due to the withdrawal of OEM (Original Equipment Manufacturer) related commissions in 2022 as well as 18% drop in volume sales. Management is seized with a robust business turnaround strategy anchored on cost containment initiatives, reclaiming market share through investment in stock supply, business development and the introduction of Tier 2 tyre and rubber brands as well as embarking on a branch re-organization exercise. Additionally, with the recent relocation of its retreading machinery to the Scanlink property and its improved process flow, the tyre retreading business is expected to show a marked improvement in its capacity and revenue generation.

Scanlink

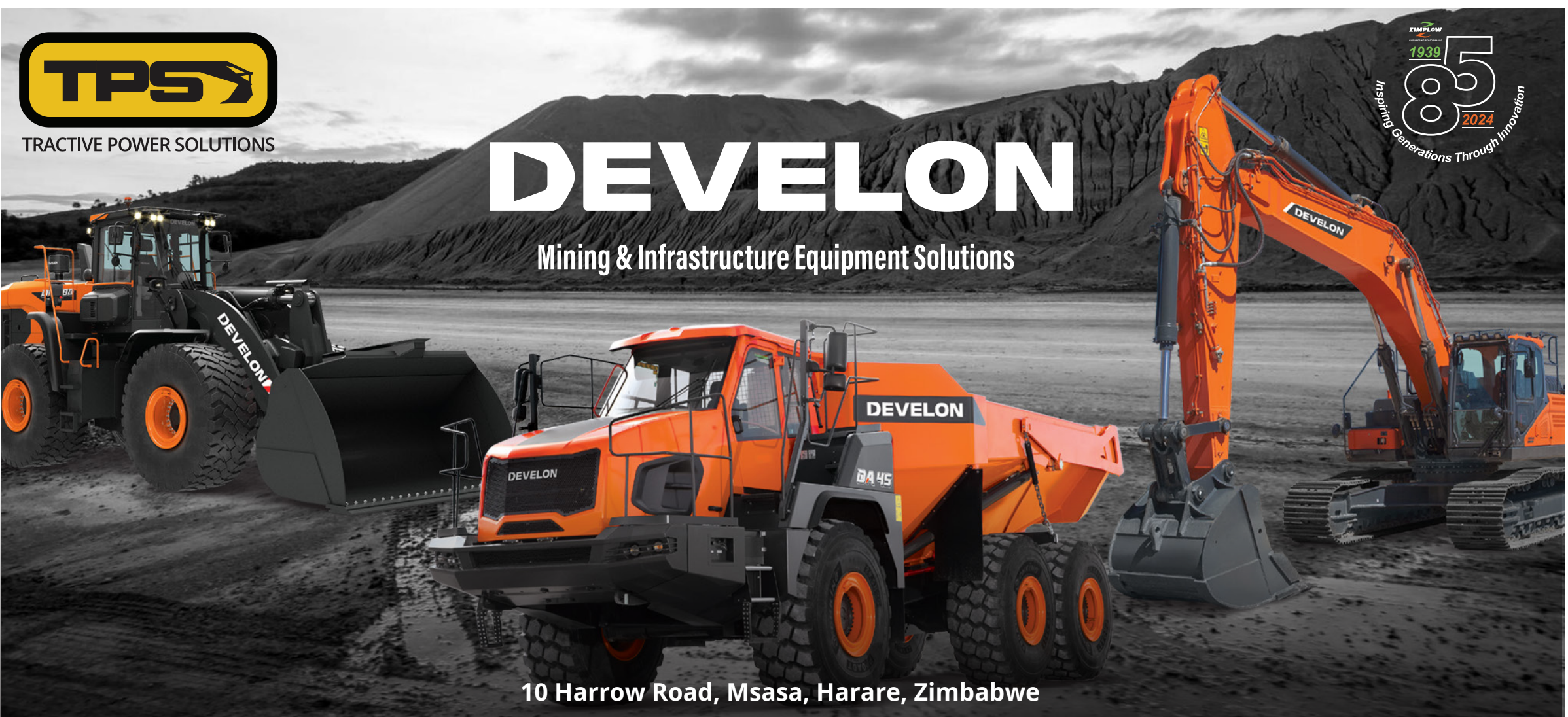
Scanlink reported a profit of \$775,670 thereby anchoring Group profitability on the back of improved supply chain (post Covid disruptions) of trucks and buses and a firm order book. The BU reported a 20% growth in a combined truck and bus volumes growth. Service hours sold grew by 19% compared to prior year.

The growth in the Logistics Cluster is expected to be strengthened by the FAW dealership which has access to a wide distribution truck range. This will augment Scania's existing range and provide a more affordable option.

OUTLOOK AND STRATEGIC FOCUS

The Group is expected to face headwinds in FY2024 as a result of the El Nino induced drought and the corresponding downstream effect thereof, the harsh economic operating environment which is likely to persist into 2025 and the impact of the soft mineral prices resulting in mines retreating or delaying expansion and capital expenditure spending. However, the Group is insulating itself from the effects of these macro-economic factors. Management is confident that through executing its factory capacitation, the successful launch of the newly acquired OEM's, the strategic business turnaround of the loss making entities as well as embarking on a Group-wide cost containment program, it will show commendable growth in revenue generation and profitability in 2024.


W. Swan
Acting Chief Executive Officer
29 April 2024



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The Directors report the following abridged audited financial results in respect of the Group and Company's operations for the year ended 31 December 2023



NOTES TO THE FINANCIAL STATEMENTS

1. Presentation and statement of compliance

Basis of preparation

The Group's financial results have been prepared under policies consistent with the requirements of the Companies and Other Business Entities Act (Chapter 24:31).

The consolidated financial statements of the Group have been prepared in accordance with International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board (IASB) and interpretations developed and issued by the International Financial Reporting Interpretations Committee (IFRIC) with the exception to IAS 21 "Effects of Changes in Exchange Rates" on accounting for change in functional currency and IAS 8, Accounting Policies, Changes in Accounting Estimates and Errors for non-correction of the prior year and current year non-compliance with IAS 21. This is because it has been impracticable to fully comply with IFRS in the current and prior year, due to the need to present financial statements with reasonable fair view. The Directors are of the view that the requirement to comply with "IAS 21-The effects of Changes in Foreign Exchange Rates" as well as with the principles embedded in the IFRS Conceptual Framework, will not produce financial statements with a true and fair view. This has resulted in the accounting treatment adopted in translating prior year and current period financial Statements being different from that which the Directors would have adopted if the Group had been able to fully comply with IFRS. These exceptions have also made full compliance with the Companies and Other Business Entities Act (Chapter 24:31) not possible.

The accounting policies are applied consistently throughout the Group. The consolidated financial statements are presented in United States dollars (USD) and all values are rounded to the nearest dollar except where otherwise stated. The consolidated financial statements are prepared under the historical cost convention, except for land and buildings (classified as property, plant and equipment) and factory plant and machinery which is carried using the revaluation model.

The Group has prepared the financial statements on the basis that it will continue to operate as a going concern.

Change in functional currency

The Reserve Bank of Zimbabwe "RBZ", on the 27th of June 2022 increased minimum lending rates from 80% to 200% effective 1 July 2022 for all local currency borrowings. Subsequently gold coins were mustered into circulation by the central bank on the 25th of July 2022 and the uptake in the market was substantial. More than 90% of gold coins were sold in ZWL serving to effectively mop up excess liquidity in the market. In addition, the Ministry of Finance has been restricting contractor payments in an effort to control ZWL money supply to curb the depreciation of the ZWL against the US dollar. All these aforementioned measures served to create a liquidity crunch in ZWL terms thereby creating persistent push factors for the majority of the Zimbabwean economy's transactions to be executed in US dollars. The effect of this shift in the economic dynamic is apparent in the Group's revenue and expenditure during the period under review.

In line with these events the Group reassessed its functional currency determination in compliance with the requirements of IAS 21- The Effects of Changes in Foreign Exchange Rates and the conclusion being, effective 1 January 2023 the Group's functional currency changed from ZWL to the US dollar.

Change in reporting currency

The Group de-listed from the Zimbabwe Stock Exchange (ZSE) and subsequently listed on the Victoria Falls Exchange (VFEX) with the Group's shares commencing to trade on 14 July 2023. As per the listing requirements for the VFEX, the Group effectively adopted the US Dollar (USD) as its presentation and functional currency from 1 July 2023.

In accordance with IAS 8 w- Accounting Policies, Changes in Accounting Estimates and Errors, the Group restated the prior year consolidated financial statements to cater for the presentation currency change.

Translation of Financial Statements

In translating the Statement of Profit and Loss and Other Comprehensive Income, the following approach was used:

- Transactions were split by the underlying currency between USD and ZWL
- ZWL transactions were converted to USD using an estimated trading rate.

For the Statement of Financial Position, the following procedures were used:

- For all monetary items the balances were split into the origin currencies between USD and ZWL, with the ZWL balances being translated at the closing estimate exchange rate as at 30 June 2023.
- Inventory was valued using the latest landing cost for the respective inventory items.
- Investment Property was fair valued as at 31 December 2022 and the USD value as of that date was used to assign the value for the Investment Property.
- For PPE items, the USD costs of the assets were derived and depreciation recomputed to come up with the current carrying amounts.

Statement of compliance

These consolidated financial statements have been prepared with the aim of complying with International Financial Reporting Standards and presented in USD (United States Dollars) rounded to the dollar, which is the Group's functional and presentation currency. Full compliance with IFRS has not been possible in both 2022 and 2023, as only partial compliance has been achieved because it has not been possible to comply with International Accounting Standard 21 "The Effects of Changes in Foreign Exchange Rates" (IAS 21), IAS 8, Accounting Policies, Changes in Accounting Estimates and Errors for non-correction of the prior year non-compliance with IAS 21. These exceptions have also made full compliance with the Companies and Other Business Entities Act (Chapter 24:21) impractical.

2. Leases

The Group applies a single recognition and measurement approach for all leases, except for short term leases and leases of low value assets. The Group recognises lease liabilities to make lease payments and right-of-use assets representing the right to use underlying assets according to IFRS 16.

3. Borrowings

The Group acquired a short-term loan of US\$1,920,000 from a facility of US\$2,700,000 secured against buildings valued at US\$5m. The average cost of the borrowings was at 12%.

4. Revenue

An analysis of Group revenue and results for the year.

	Group		Company	
	31-Dec-23 USD	31-Dec-22 USD	31-Dec-23 USD	31-Dec-22 USD
Sale of goods: Domestic	30,068,837	41,603,994	18,117,187	22,857,665
Sale of goods: Export	1,905,716	2,571,558	1,905,716	2,571,558
Total revenue from contracts with customers	31,974,553	44,175,552	20,022,903	25,429,223
Investment property rental income	98,160	69,446	98,144	85,448
Total revenue	32,072,713	44,244,998	20,121,047	25,514,671

5. Segment information

	Farming	Mining and Infrastructure	Logistics and Automotive	Property	Other Segments	Total Segments	Adjustments	Consolidated
31 December 2023								
Revenue	15,787,004	5,078,651	11,699,447	98,160	98,144	32,761,406	(688,693)	32,072,713
Segment operating profit	423,803	(83,325)	437,972	42,796	(15,770)	805,476	75,171	880,647
Other items								
Finance income	2,460	15,859	-	-	1,257	19,576	(15,857)	3,719
Finance costs	(122,536)	(38,365)	(58,654)	(396)	-	(219,951)	15,731	(204,220)
Income taxes	(107,878)	142,950	(197,881)	(71,969)	(73,503)	(308,281)	188,006	(120,275)
Group profit after tax	195,849	37,119	181,437	(29,569)	(88,016)	296,820	263,051	559,871
Segment assets	17,568,521	8,043,147	5,946,791	7,905,000	28,977,419	68,440,878	(22,220,881)	46,219,997
Segment liabilities	(4,108,035)	(3,122,889)	(4,978,226)	(355,663)	(952,639)	(13,517,452)	61,648	(13,455,804)
Other segment information								
Depreciation and amortisation	384,975	226,651	69,474	113,240	67,883	862,223	2,622	864,845
Additions to non-current assets	167,666	121,197	177,678	-	89,840	556,381	-	556,381
Inventory provision	345	267,644	9,564	-	-	277,553	-	277,553
Impairment loss recognized on receivables	50,841	189,003	21,100	-	-	260,944	-	260,944

	Farming	Mining and Infrastructure	Logistics and Automotive	Property	Other Segments	Total Segments	Adjustments	Consolidated
31 December 2022								
Revenue	19,964,096	12,379,186	11,823,077	69,446	85,448	44,321,253	(76,255)	44,244,998
Segment operating profit	1,519,648	1,083,805	750,693	(6,820)	886,982	4,234,308	(1,475,891)	2,758,417
Other items								
Finance income	202	356	-	-	336	894	-	894
Finance costs	(85,016)	-	(52,973)	(498)	-	(138,487)	-	(138,487)
Income taxes	(722,393)	(252,922)	(335,972)	(390,700)	(390,700)	(2,092,687)	390,700	(1,701,987)
Group profit after tax	712,441	831,239	361,748	(398,018)	496,618	2,004,028	(1,085,191)	918,837
Segment assets	17,129,527	8,701,440	7,333,448	7,780,000	29,100,464	70,044,879	(22,269,892)	47,774,987
Segment liabilities	(4,333,889)	(2,995,437)	(4,964,637)	(60,792)	(1,150,686)	(13,505,441)	(237,472)	(13,742,913)
Other segment information								
Depreciation	315,786	216,473	69,640	-	56,662	658,561	137,648	796,210
Additions to non-current assets	297,451	18,630	161,967	-	89,840	567,888	-	567,888
Inventory provision	837,869	1,294,036	5,835	-	-	2,137,740	-	2,137,740
Impairment loss recognized on receivables	126,416	373,079	38,314	-	-	537,809	-	537,809
Impairment of goodwill	-	-	-	874,800	-	874,800	-	874,800

The inter company assets and liabilities are eliminated on consolidation.

6. Events after the reporting period

On 29 September 2023, Zimflow Holdings Limited (Zimflow) entered into a Share Purchase Agreement (SPA) with Barloworld Equipment UK Limited (BWE UK) for the purchase of 49% shareholding in Barzem Enterprises (Private) Limited (Barzem) held by BWE UK. Zimflow was exercising a call option per the provisions of the Shareholders Agreement. Effectively, Barzem is a wholly owned subsidiary of Zimflow effective March 2024 as full settlement of the purchase consideration, being \$1,219,381.60, was paid. Furthermore, conditions precedents relating to the SPA were fulfilled in the same said period. This is a non-adjusting event.



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