

## CA SALES HOLDINGS LIMITED

Incorporated in the Republic of South Africa  
Registration number: 2011/143100/06  
Registered as an external company in the Republic of Botswana  
Botswana registration number: BW00001085331  
JSE Limited (“JSE”) share code: CAA  
Botswana Stock Exchange (“BSE”) share code: CAS-EQO  
ISIN: ZAE400000036  
 (“CA&S” or the “Company”)



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## TRADING STATEMENT

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In terms of the JSE Listings Requirements, a listed company is required to publish a trading statement as soon as it becomes reasonably certain that the headline earnings per share (“HEPS”) and/or earnings per share (“EPS”) for the next period to be reported on will differ by 20% or more from the financial results for the previous corresponding period.

In terms of the BSE Listings Requirements, a listed company is required to publish a cautionary announcement as soon as it becomes reasonably certain that the HEPS and/or EPS for the next period to be reported on will differ by at least 10% from the financial results for the previous corresponding period. Shareholders on the Botswana share register should thus exercise caution when trading in the Company’s securities.

The Company hereby advises that a reasonable degree of certainty exists that for the year ended 31 December 2023:

- HEPS will be between 96.2 cents and 100.1 cents, representing an increase of between 23% and 28% compared to the HEPS of 78.2 cents reported for the year ended 31 December 2022; and
- EPS will be between 123.3 cents and 127.2 cents, representing an increase of between 57% and 62% compared to the EPS of 78.5 cents reported for the year ended 31 December 2022.

HEPS increased due to good organic growth from all the operations as well as the successful onboarding of new clients.

EPS increased by a larger margin than HEPS mainly as a result of a gain on bargain purchase entry of R123.6 million, arising from the January 2023 acquisition of the T&C Group in Namibia, which was excluded from headline earnings in the reporting period.

The financial information on which this trading statement is based has not been reviewed or reported on by the auditor of the Company. The results for the year ended 31 December 2023 are expected to be published on or about 27 March 2024.

The Company has a dual primary listing on the JSE and the BSE.

### BY ORDER OF THE BOARD OF DIRECTORS OF CA&S

Centurion  
26 February 2024

JSE Sponsor  
PSG Capital



BSE Sponsoring Broker  
Imara Capital Securities

