

PORT
TERMINALS
LOGISTICS

2023 RMB Morgan Stanley Big Five Conference
19 September 2023

www.grindrod.com





highlights

Highlights | Financial

Operational

Record port
volumes

^ 30%

5.9 million tonnes

Mozambique
terminal volumes

^ 17%

6.0 million tonnes

Financial

Core
EBITDA

^ 16%

R1.1 billion

Core ROE

19%

Target of 15%

Shareholder

Core headline
earnings

^ 26%

R563 million

Interim ordinary
dividend

^ 100%

34.4 cents per share

Financial highlights

Core	Port and Terminals		Logistics	
	2023 H1	2022 H1 *	2023 H1	2022 H1 *
	Rmillion	Rmillion	Rmillion	Rmillion
Revenue	1 483	1 139	1 668	1 489
EBITDA	576	451	497	547
EBITDA margin (%)	39	40	30	37
Headline earnings	393	299	172	240
Normalised headline earnings **	393	299	159	120
Return on equity (%)	26	27	26	31
US Dollar based EBITDA (%)	91	80	42	41

* Re-presented for changes in the composition of the segments

** Logistics normalised earnings derived as follows:

Rmillion	Logistics	
	2023	2022
Headline earnings as reported above	172	240
Adjusted for:		
KZN floods net insurance proceeds	-	(50)
Northern Mozambique provisioning release	-	(10)
Charters	(13)	(39)
Grindrod Logistics (100% to 49%)	-	(21)
Adjusted headline earnings	159	120



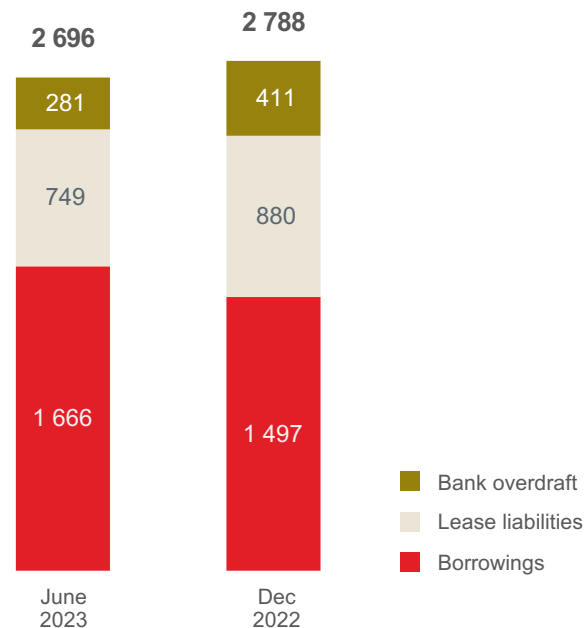
financial position – H1 2023

Net debt based on operational cash (excluding joint ventures)

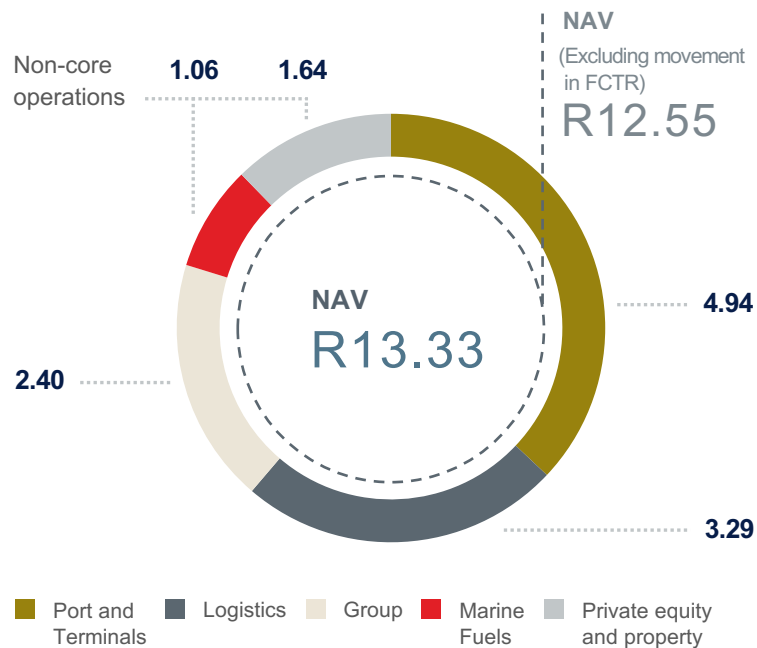
Rmillion	June 2023	Dec 2022
Total debt	2 696	2 788
Less: operational cash ^	(1 306)	(1 456)
Net debt	1 390	1 332
Net debt to equity ratio (%)	14	15
Net debt to equity ratio including ring-fenced cash (%)	3	2

^ Excludes ring-fenced cash of R1.1 billion allocated for capital projects and warranties

Total debt analysis Rmillion



Financial performance - segmental basis



Core businesses

Division	NAV (Rand / share)	Headline earnings * (Rand / share)	2023 Return on equity *	2022 Return on equity *
Total core businesses	10.63	2.09	19%	19%

* Headline earnings = (H1 2023 + H2 2022 excluding impairment on the preference share loan)

**No. of shares
(000s)**

excluding treasury shares

667 760

purpose and strategy



Our **PURPOSE** is to make a **positive difference** in Africa's trade with the world, **touching lives** of the communities in which we operate.



Approach to strategy execution



Environmental, social and governance framework

Our purpose >

Is to make a positive difference in Africa's trade with the world, touching lives of the communities in which we operate

Our strategic ESG objectives >

PROSPERITY FOR ALL



REGENERATIVE ENVIRONMENT



SOCIALLY INCLUSIVE DEVELOPMENT



GOOD GOVERNANCE



Our business imperatives >

- Sustainable profits
- Decent work and economic growth for communities
- Innovation

- Energy and carbon management
- Water stewardship

- Health, safety and wellbeing
- Diversity, equity and inclusion
- Quality education

- Zero bribery and corruption

Business enablers >

Grindrod's purpose aligned with sustainable social impact

Capabilities, skills and traits

Available resources

Data and business intelligence

Communication and engagement

Key milestones >

ESG strategy and roadmap

ESG targets set

Integrated and embedded ESG practices as part of our strategic decision-making

Demonstrating ESG corporate leadership

Ideal end state

An inclusive, just society where all people live well within the earth's carrying capacity

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BUSINESS UPDATE

port and terminals



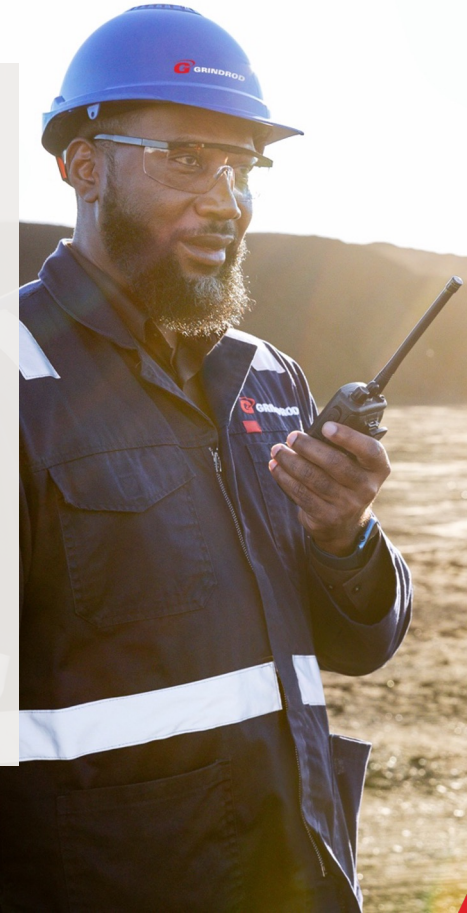
Port and Terminals | 2023 H1 highlights

Maputo port volumes grew 30% to a record 5.9mt

- Record monthly performance of 1.0mt - April and May 2023
- Delivery of two additional mobile harbor cranes

Grindrod drybulk terminals volumes handled 7.5mt

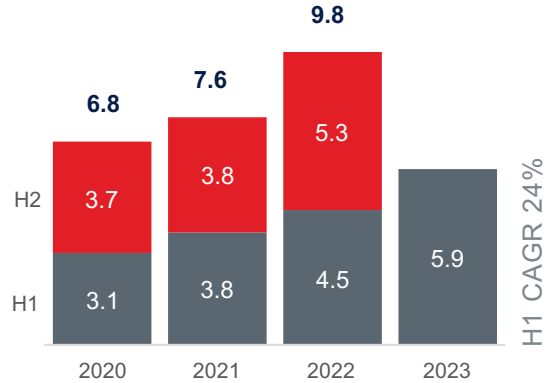
- Matola volumes grew 10% to 4.2mt - notwithstanding impact of cyclone Freddy
- Maputo terminal volume 38% increase on prior period
- eSwatini corridor continued to support volumes - in excess of 850 trains to date



Port and Terminals | Performance highlights

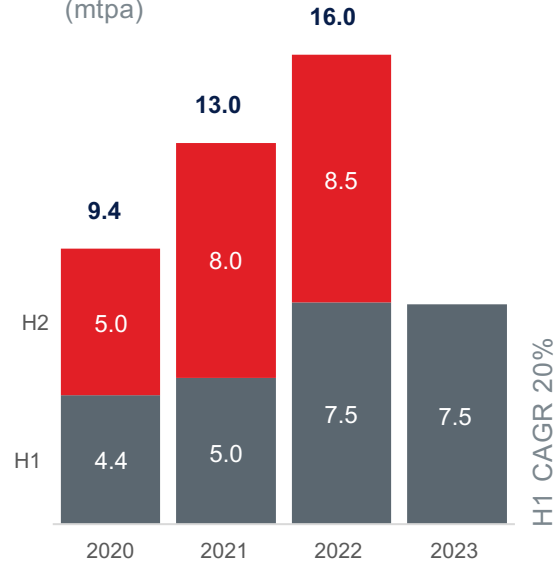
Port volumes

(mtpa)



Terminals volumes

(mtpa)



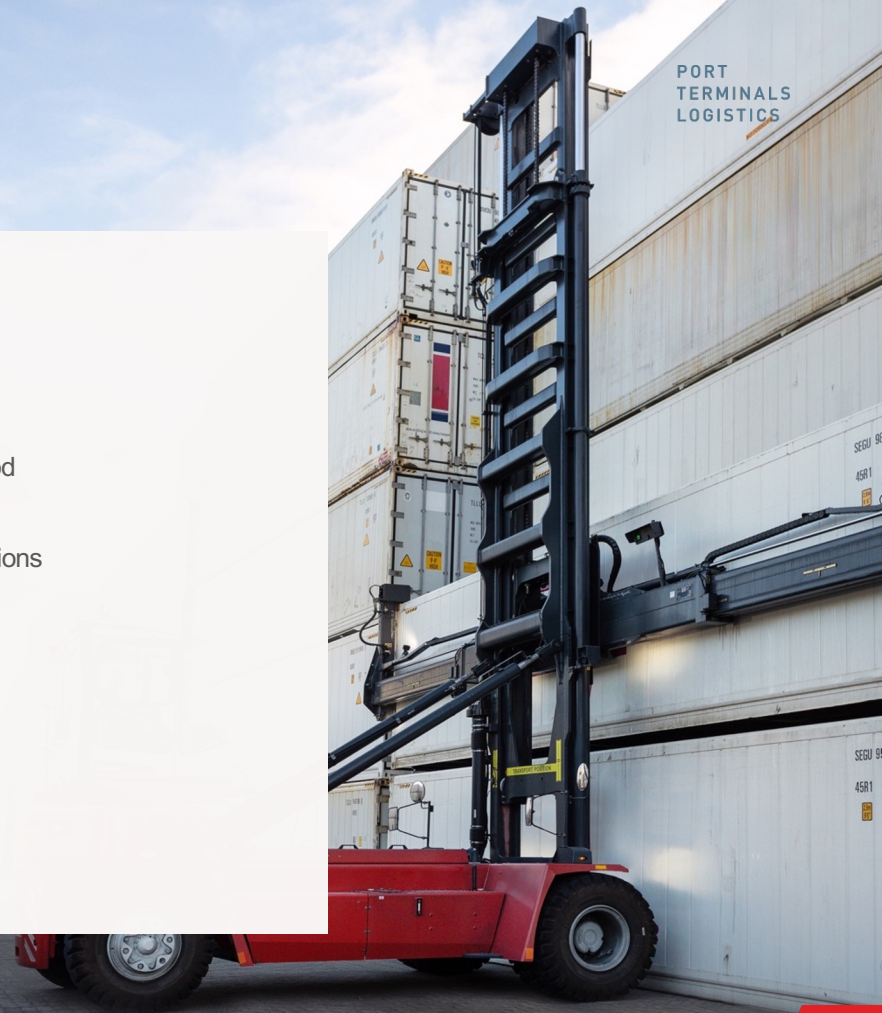
BUSINESS UPDATE

logistics



Logistics | 2023 H1 highlights

- Northern Mozambique performance up 15% on prior period
- East Africa expansion progressing, spent R207 million capex during the period
- Agency and clearing and forwarding business delivered good performance
- Newly formed container business joint venture ramping up in line with expectations
- Refreshed focus on Grindrod's wholly owned container business, UCD
- Sierra Leone rail operations continue to perform well
- Rail operations resumed in Zambia
- Collaboration on “borderless” trains





growth projects

Portfolio of commodities | Diversification remains imperative



Balanced capital allocation framework



Stay-in business capex
Growth capex
Sustainable dividend
Share buy-backs

H1 2023

Cash generated
from operations

R375 million

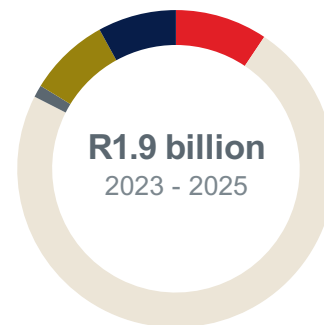
**Strong cash
conversion**

Dividends declared

34.4 cents per share

**47% of total
headline earnings**

Capex growth



Container
Magnetite
East Africa
Rail
Terminals
Manganese
Other

IRR in excess of **15%**

thank you

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