

# CLICKS GROUP LIMITED

Interim group  
results for the  
six months ended  
28 February 2025



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## Key features

**Group turnover up**

**6.2%**

**Retail turnover up**

**6.4%**

**Distribution turnover up**

**7.6%**

**Trading margin up**

**60 bps**

**to 9.1%**

**Diluted HEPS up**

**13.2%**

**Interim dividend up**

**13.3%**

**to 238 cents per share**

**R1.7 billion**

**cash generated by operations**

**Return on equity up to**

**46.2%**

# Financial summary

		Six months to 28 February 2025	Six months to 29 February 2024	% change	Year to 31 August 2024
<b>Consolidated statement of comprehensive income</b>					
Turnover	R'000	23 164 269	21 804 067	6.2%	45 437 640
Gross profit	R'000	5 564 761	5 147 251	8.1%	10 632 419
Total income	R'000	7 173 908	6 585 748	8.9%	13 714 721
Headline earnings	R'000	1 437 775	1 273 435	12.9%	2 844 598
Net financing cost	R'000	(122 811)	(117 097)	4.9%	(265 172)
<b>Consolidated statement of financial position</b>					
Equity	R'000	6 391 593	5 235 769	22.1%	6 285 539
Total assets	R'000	20 706 304	18 590 680	11.4%	20 817 141
<b>Consolidated statement of cash flows</b>					
Net cash effects from operating activities	R'000	(363 447)	(26 375)		3 006 144
Capital expenditure	R'000	221 977	313 682	(29.2%)	890 860
Capital commitments	R'000	803 088	617 160	30.1%	1 024 945
Depreciation and amortisation	R'000	916 107	851 618	7.6%	1 742 293
<b>Performance</b>					
Turnover growth	%	6.2	9.0		9.2
Comparable stores turnover growth	%	4.6	8.8		8.4
Gross profit growth	%	8.1	15.1		14.2
Gross profit margin	%	24.0	23.6		23.4
Total income growth	%	8.9	14.1		12.8
Total income margin	%	31.0	30.2		30.2
Trading margin	%	9.1	8.5		9.2
Net working capital days		45	44		35
Inventory days		85	86		74
Trade debtor days		31	29		31
Trade creditor days		71	71		70
Current ratio	:1	1.1	1.0		1.1
Return on total assets	%	13.7	13.2		14.3
Return on shareholders' interest	%	46.2	43.4		46.4
Shareholders' interest to total assets	%	30.9	28.2		30.2
Interest-bearing debt, including cash, to shareholders' interest at period-end	%	37.1	54.4		17.2
<b>Statistics</b>					
Number of permanent employees		19 729	18 741	5.3%	19 621
Number of stores*		1 016	970	4.7%	1 002
Weighted retail trading area	m <sup>2</sup>	468 124	441 425	6.0%	448 255
<b>Share statistics</b>					
Number of ordinary shares in issue	'000	238 062	238 062	0.0%	238 062
Weighted average diluted number of shares in issue	'000	238 062	238 632	(0.2%)	238 346
Headline earnings per share					
- basic	cents	603.9	533.6	13.2%	1 193.5
- diluted	cents	603.9	533.6	13.2%	1 193.5
Dividend per share					
- interim	cents	238.0	210.0		210.0
- final	cents	-	-		566.0
Dividend payout ratio	%	39.4	39.4		65.0
Share price					
- closing	cents	34 457	30 009	14.8%	37 369
- high	cents	40 383	32 571		37 369
- low	cents	33 860	23 758		23 758
Net asset value per share	cents	2 685	2 199	22.1%	2 640
Net tangible asset value per share	cents	2 212	1 712	29.2%	2 155
Market capitalisation	R'000	82 029 023	71 440 026	14.8%	88 961 389
Price earnings ratio	times	30.6	30.1		31.3
Volume of ordinary shares traded	'000	96 842	104 388		202 137
Percentage of ordinary shares traded	%	40.7	43.7		84.8
Free float	%	99.9	99.9		99.9
Shareholders' return	cents	(2 674)	2 869		10 795
Change in share price	cents	(2 912)	2 659		10 019
Dividend per share	cents	238	210		776
<b>Other information</b>					
Inflation rate					
CPI	%	3.2	5.6		4.4
Internal selling price inflation	%	3.0	5.5		5.2
Interest rates					
Prime overdraft rate					
- closing	%	11.00	11.75		11.75
- average	%	11.25	11.75		11.75
FTSE/JSE Africa share indices					
All Share Index		85 943	72 730	18.2%	83 750
Food and Drug Retailers Index		15 799	14 592	8.3%	16 611
General Retailers Index		7 246	5 940	22.0%	7 394
Exchange rate					
Rand/US dollar					
- closing	R/US\$	18.49	19.26	(4.0%)	17.75
- average	R/US\$	18.08	18.83	(4.0%)	18.66

\* Total stores includes Clicks + The Body Shop + Sorbet corporate stores.

# Commentary

## Overview

Clicks Group continued to demonstrate the resilience and defensiveness of its business model, gaining market share in core health and beauty categories, increasing the contribution from private label products, strengthening margins and generating robust cash flows.

The solid operational performance in the first half of the financial year resulted in a 13.2% increase in the group's diluted headline earnings per share (HEPS).

Clicks reported strong growth in front shop health and pharmacy, higher sales of private label products and increased promotional sales. The chain opened its 950th store in February and extended its national pharmacy footprint to 740. Clicks has opened 29 new pharmacies to date in the current financial year.

Clicks ClubCard grew its active loyalty membership to 12.1 million, adding over 1 million new members in the past year. ClubCard accounted for 81.6% of sales in Clicks and members were rewarded with R438 million in cashback over the six-month period.

UPD continued its post-systems implementation recovery, delivering good growth in turnover and trading profit.

As part of the group's commitment to carbon neutrality, UPD launched South Africa's first fleet of zero-emission, pharma-compliant electric vehicles. The 42 delivery vehicles, equipped with solar-powered refrigeration, currently serve customers across Gauteng and the Western Cape.

## Financial performance

Group turnover increased by 6.2% to R23.2 billion. Retail turnover, which includes Clicks, The Body Shop, M-Kem and Sorbet corporate stores, increased by 6.4%.

Comparable store turnover grew by 5.4% (excluding the extra trading day in the prior period) with inflation of 3.3% and volume growth of 2.1%.

Retail turnover increased by 8.3% excluding Unicorn Pharmaceuticals (Unicorn), which was sold in the previous financial year, and the extra trading day in the prior period for the leap year.

Distribution turnover grew by 7.6% as UPD recovered from the impact of the large-scale systems implementation undertaken across its distribution centres in the past two years.

Total income grew by 8.9% to R7.2 billion. The retail margin expanded by 50 basis points due to the strong growth in higher margin private label products. The distribution margin declined by 20 basis points, impacted by the lower adjustment in the single exit price (SEP) of medicines relative to the prior year. The group's total income margin expanded by 80 basis points to 31.0% as a result of the stronger growth of retail relative to distribution.

Retail costs grew by 8.5% mainly due to a higher wage increase and the resumption of pharmacy openings, as well as higher electricity, card acquiring and advertising costs. Comparable retail costs grew by 6.0%. Distribution costs increased by only 1.6% as the higher employment costs to maintain service levels during the systems implementation in the previous year were removed.

Group trading profit increased by 12.6% to R2.1 billion and the group's trading margin increased by 60 basis points to 9.1%. The retail trading margin was stable at 9.8%. If the intragroup profit from Unicorn is included, the retail margin increased to 10.2%. UPD increased its trading margin by 20 basis points to 2.6% due to the ongoing recovery from the systems implementation.

Headline earnings grew by 12.9% to R1.4 billion. Basic earnings per share increased by 13.1% to 603 cents and headline earnings per share increased by 13.2% to 604 cents.

Inventory levels increased by 5.1% and group inventory days were one day lower at 85 days. The group's net working capital days increased from 44 to 45 days.

Cash generated by operations after working capital changes totalled R1.7 billion. Capital expenditure of R222 million was reinvested mainly in new stores and pharmacies, store refurbishments, supply chain and information technology. At end February 2025, the group held cash resources of R1.7 billion.



## Outlook

The trading environment will remain constrained in the second half of the 2025 financial year, with consumer spending expected to be impacted by the VAT rate increase effective from 1 May 2025. In addition, ongoing global uncertainty and geopolitical risks could adversely affect the country's macroeconomic outlook.

Management is confident that the group's competitive advantage and market-leading positions in the health and beauty sectors, long-term organic growth opportunities in Clicks and the increasing scale of the business should ensure that the group continues to deliver on its medium-term financial targets.

Clicks plans to open 45 – 55 stores and 45 – 55 pharmacies for the 2025 financial year and remains committed to its medium-term target of 1 200 stores.

In line with our share buy-back programme we repurchased 1.1 million shares totalling R372 million in March and April.

Capital investment of R1.025 billion is planned for the full financial year. This includes R578 million for new stores and pharmacies, and store refurbishments. A further R447 million will be invested in supply chain, technology and infrastructure.

## Full-year earnings forecast

The directors forecast that the group's diluted HEPS for the financial year ending 31 August 2025 will increase by between 11% and 16% relative to the 2024 financial year.

This forecast is based on the following assumptions:

- the retail environment is anticipated to remain constrained in H2 2025;
- the VAT rate increase is expected to impact consumer spending;
- geopolitical factors could adversely affect South Africa's macroeconomic outlook;
- the group's full-year performance being within the published medium-term targets; and
- no changes in the regulatory environment.

Shareholders are advised that this forecast is the responsibility of the board of directors and has not been reviewed or reported on by the group's independent auditor.

## Interim dividend

The board of directors has approved an interim gross ordinary dividend for the period ended 28 February 2025 of 238.0 cents per share (2024: 210.0 cents per share). The source of the dividend will be from distributable reserves and paid in cash.

## Additional information

Dividends Tax (DT) of 20% amounting to 47.6 cents per ordinary share will be withheld in terms of the Income Tax Act. Ordinary shareholders who are not exempt from DT will therefore receive a dividend of 190.4 cents per share net of DT.

The company has 236 938 881 ordinary shares. Its income tax reference number is 9061/745/71/8.

Shareholders are advised of the following salient dates in respect of the interim dividend:

Last day to trade "cum" the dividend	Tuesday, 1 July 2025
Shares trade "ex" the dividend	Wednesday, 2 July 2025
Record date	Friday, 4 July 2025
Payment to shareholders	Monday, 7 July 2025

Share certificates may not be dematerialised or rematerialised between Wednesday, 2 July 2025 and Friday, 4 July 2025, both days inclusive.

### Mfundiso Njeke

Chairman

### Bertina Engelbrecht

Chief executive officer

### Gordon Traill

Chief financial officer

Cape Town

16 April 2025

# Consolidated statement of comprehensive income

R'000	Six months to 28 February 2025	Six months to 29 February 2024	% change	Year to 31 August 2024
Revenue	24 837 184	23 288 608		48 609 808
<b>Turnover</b>	<b>23 164 269</b>	21 804 067	6.2%	45 437 640
Cost of merchandise sold	(17 599 508)	(16 656 816)	5.7%	(34 805 221)
<b>Gross profit</b>	<b>5 564 761</b>	5 147 251	8.1%	10 632 419
Other income	1 609 147	1 438 497	11.9%	3 082 302
<b>Total income</b>	<b>7 173 908</b>	6 585 748	8.9%	13 714 721
Expenses	(5 076 591)	(4 722 903)	7.5%	(9 542 869)
Depreciation and amortisation	(883 567)	(821 040)	7.6%	(1 681 320)
Occupancy costs	(106 685)	(101 733)	4.9%	(212 505)
Employment costs	(2 596 053)	(2 420 722)	7.2%	(4 907 022)
Other costs	(1 489 975)	(1 378 330)	8.1%	(2 729 748)
Impairment allowance – IFRS 9 ECL	(311)	(1 078)		(12 274)
<b>Trading profit</b>	<b>2 097 317</b>	1 862 845	12.6%	4 171 852
Loss on disposal of property, plant and equipment	(3 303)	(2 338)		(5 415)
Profit on disposal of business	-	-		180
<b>Profit before financing costs</b>	<b>2 094 014</b>	1 860 507	12.6%	4 166 617
Net financing expense	(122 811)	(117 097)	4.9%	(265 172)
Financial income	63 768	46 044	38.5%	89 866
Financial expense	(186 579)	(163 141)	14.4%	(355 038)
<b>Profit before earnings from associates</b>	<b>1 971 203</b>	1 743 410	13.1%	3 901 445
Share of loss of associates	(2 254)	(3 701)		(7 637)
<b>Profit before taxation</b>	<b>1 968 949</b>	1 739 709	13.2%	3 893 808
Income tax expense	(533 585)	(467 981)	14.0%	(1 056 751)
<b>Profit for the period</b>	<b>1 435 364</b>	1 271 728	12.9%	2 837 057
<b>Other comprehensive income:</b>				
Items that will not be subsequently reclassified to profit or loss, net of tax				
Remeasurement of post-employment benefit obligations	-	-		7 076
Items that may be subsequently reclassified to profit or loss, net of tax				
Exchange differences on translation of foreign subsidiaries	(425)	(166)		(8 326)
Cash flow hedges	18 924	28 886		21 267
Cost of hedging reserve	(10 171)	(9 940)		(19 824)
<b>Other comprehensive income for the period, net of tax</b>	<b>8 328</b>	18 780		193
<b>Total comprehensive income for the period</b>	<b>1 443 692</b>	1 290 508		2 837 250
Earnings per share (cents)	602.9	532.9	13.1%	1 190.3
Diluted earnings per share (cents)	602.9	532.9	13.1%	1 190.3

# Consolidated statement of financial position

R'000	As at 28 February 2025	As at 29 February 2024	As at 31 August 2024
<b>ASSETS</b>			
<b>Non-current assets</b>	<b>7 936 742</b>	7 666 722	7 930 394
Property, plant and equipment	2 732 105	2 633 499	2 845 032
Right-of-use assets	3 666 276	3 353 518	3 505 081
Intangible assets	915 380	950 855	946 363
Goodwill	209 286	208 244	209 114
Deferred tax assets	100 391	159 974	85 157
Investment in associates	15 182	17 513	17 436
Loans receivable	112 792	171 396	141 436
Financial assets at fair value through profit or loss	185 330	171 723	180 775
<b>Current assets</b>	<b>12 769 562</b>	10 923 958	12 886 747
Inventories	7 962 950	7 576 991	7 063 280
Trade and other receivables	3 022 751	2 465 704	3 057 282
Income tax receivable	1 831	–	1 831
Loans receivable	50 413	8 408	29 960
Cash and cash equivalents	1 724 014	853 059	2 704 961
Derivative financial assets	7 603	19 796	29 433
<b>Total assets</b>	<b>20 706 304</b>	18 590 680	20 817 141
<b>EQUITY AND LIABILITIES</b>			
<b>Equity</b>	<b>6 391 593</b>	5 235 769	6 285 539
Share capital	2 381	2 381	2 381
Share premium	1 064 953	1 064 953	1 064 953
Cash flow hedge reserve	8 437	6 040	(8 532)
Cost of hedging reserve	(3 370)	(4 978)	(4 950)
Foreign currency translation reserve	(9 258)	(673)	(8 833)
Distributable reserve	5 328 450	4 168 046	5 240 520
<b>Non-current liabilities</b>	<b>2 970 891</b>	2 722 188	2 702 036
Lease liabilities	2 795 959	2 535 631	2 536 701
Employee benefits	173 241	140 684	150 855
Deferred tax liabilities	1 691	45 873	14 480
<b>Current liabilities</b>	<b>11 343 820</b>	10 632 723	11 829 566
Trade and other payables	9 720 091	9 137 929	10 030 903
Lease liabilities	1 301 331	1 168 068	1 249 585
Employee benefits	252 854	235 158	386 633
Income tax payable	68 925	91 388	146 085
Derivative financial liabilities	619	180	16 360
<b>Total equity and liabilities</b>	<b>20 706 304</b>	18 590 680	20 817 141

# Consolidated statement of changes in equity

R'000	Number of shares '000	Share capital	Share premium
<b>Balance at 1 September 2023</b>	241 161	2 412	1 064 953
<b>Transactions with owners, recorded directly in equity</b>			
Dividends paid to shareholders	-	-	-
Shares repurchased and cancelled	(3 099)	(31)	-
<b>Total transactions with owners</b>	(3 099)	(31)	-
<b>Total comprehensive income for the period</b>	-	-	-
Profit for the period	-	-	-
Cash flow hedge reserve	-	-	-
Cost of hedging reserve	-	-	-
Exchange differences on translation of foreign subsidiaries	-	-	-
Transfer of reserves to inventories	-	-	-
<b>Balance at 29 February 2024</b>	<b>238 062</b>	<b>2 381</b>	<b>1 064 953</b>
<b>Transactions with owners, recorded directly in equity</b>			
Dividends paid to shareholders	-	-	-
<b>Total transactions with owners</b>	-	-	-
<b>Total comprehensive income for the period</b>	-	-	-
Profit for the period	-	-	-
Remeasurement of post-employment benefit obligations	-	-	-
Cash flow hedge reserve	-	-	-
Cost of hedging reserve	-	-	-
Exchange differences on translation of foreign subsidiaries	-	-	-
Transfer of reserves to inventories	-	-	-
<b>Balance at 31 August 2024</b>	<b>238 062</b>	<b>2 381</b>	<b>1 064 953</b>
<b>Transactions with owners, recorded directly in equity</b>			
Dividends paid to shareholders	-	-	-
<b>Total transactions with owners</b>	-	-	-
<b>Total comprehensive income for the period</b>	-	-	-
Profit for the period	-	-	-
Cash flow hedge reserve	-	-	-
Cost of hedging reserve	-	-	-
Exchange differences on translation of foreign subsidiaries	-	-	-
Transfer of reserves to inventories	-	-	-
<b>Balance at 28 February 2025</b>	<b>238 062</b>	<b>2 381</b>	<b>1 064 953</b>



Cash flow hedge reserve	Cost of hedging reserve	Foreign currency translation reserve	Distributable reserve	Total equity
(2 984)	(6 166)	(507)	4 907 106	5 964 814
-	-	-	(1 176 029)	(1 176 029)
-	-	-	(834 759)	(834 790)
-	-	-	(2 010 788)	(2 010 819)
28 886	(9 940)	(166)	1 271 728	1 290 508
-	-	-	1 271 728	1 271 728
28 886	-	-	-	28 886
-	(9 940)	-	-	(9 940)
-	-	(166)	-	(166)
(19 862)	11 128	-	-	(8 734)
<b>6 040</b>	<b>(4 978)</b>	<b>(673)</b>	<b>4 168 046</b>	<b>5 235 769</b>
-	-	-	(499 931)	(499 931)
-	-	-	(499 931)	(499 931)
(7 619)	(9 884)	(8 160)	1 572 405	1 546 742
-	-	-	1 565 329	1 565 329
-	-	-	7 076	7 076
(7 619)	-	-	-	(7 619)
-	(9 884)	-	-	(9 884)
-	-	(8 160)	-	(8 160)
(6 953)	9 912	-	-	2 959
(8 532)	(4 950)	(8 833)	5 240 520	6 285 539
-	-	-	(1 347 434)	(1 347 434)
-	-	-	(1 347 434)	(1 347 434)
18 924	(10 171)	(425)	1 435 364	1 443 692
-	-	-	1 435 364	1 435 364
18 924	-	-	-	18 924
-	(10 171)	-	-	(10 171)
-	-	(425)	-	(425)
(1 955)	11 751	-	-	9 796
<b>8 437</b>	<b>(3 370)</b>	<b>(9 258)</b>	<b>5 328 450</b>	<b>6 391 593</b>

# Consolidated statement of cash flows

R'000	Six months to 28 February 2025	Six months to 29 February 2024	Year to 31 August 2024
<b>Cash effects from operating activities</b>			
Profit before working capital changes (refer note 1)	3 008 869	2 718 166	5 901 873
Working capital changes (refer note 2)	(1 295 953)	(888 586)	99 357
Cash generated by operations	1 712 916	1 829 580	6 001 230
Interest received	63 768	46 034	89 229
Interest paid	(176 292)	(155 178)	(340 206)
Taxation paid	(645 629)	(570 782)	(1 068 149)
Settlement of derivative financial asset used to hedge the long-term incentive scheme	29 224	-	-
Cash inflow from operating activities before dividends paid	983 987	1 149 654	4 682 104
Dividends paid to shareholders	(1 347 434)	(1 176 029)	(1 675 960)
Net cash effects from operating activities	(363 447)	(26 375)	3 006 144
<b>Cash effects from investing activities</b>			
Investment in property, plant and equipment and intangible assets to maintain operations	(83 144)	(145 537)	(337 022)
Investment in property, plant and equipment and intangible assets to expand operations	(138 833)	(168 145)	(553 838)
Proceeds from disposal of property, plant and equipment	880	149	3 736
Acquisition of investments (refer note 3)	-	(6 545)	(7 389)
Disposal of investments (refer note 4)	-	-	(1 079)
Investment in associate	-	-	(5 975)
Loan advanced to associate	-	(30 000)	(30 000)
Other loans receivable repaid	8 191	8 833	17 668
Net cash effects from investing activities	(212 906)	(341 245)	(913 899)
<b>Cash effects from financing activities</b>			
Shares repurchased	-	(834 790)	(834 790)
Repayment of lease liabilities	(404 594)	(399 707)	(1 007 670)
Net cash effects from financing activities	(404 594)	(1 234 497)	(1 842 460)
Net (decrease)/increase in cash and cash equivalents	(980 947)	(1 602 117)	249 785
Cash and cash equivalents at the beginning of the period	2 704 961	2 455 176	2 455 176
<b>Cash and cash equivalents at the end of the period</b>	<b>1 724 014</b>	<b>853 059</b>	<b>2 704 961</b>

# Notes to the cash flow statement

R'000	Six months to 28 February 2025	Six months to 29 February 2024	Year to 31 August 2024
<b>Cash flow information</b>			
<b>1. Profit before working capital changes</b>			
Profit before tax	1 968 949	1 739 709	3 893 808
Adjustment for:			
Non-cash flow items:			
Depreciation and amortisation	916 107	851 618	1 742 293
Fair value adjustments on financial assets at fair value through profit or loss	(4 555)	(8 317)	(17 369)
Net loss of associates	2 254	3 701	9 753
Release of cash flow hedge to profit or loss	-	12 020	2 981
Profit on disposal of business	-	-	(180)
Items presented elsewhere in the consolidated statement of cash flows:			
Loss on disposal of property, plant and equipment	3 303	2 338	5 415
Net financing expense	122 811	117 097	265 172
	<b>3 008 869</b>	<b>2 718 166</b>	<b>5 901 873</b>
<b>2. Working capital changes</b>			
Increase in inventories	(897 506)	(1 264 700)	(755 849)
Decrease/(increase) in trade and other receivables	34 359	553 784	(54 530)
(Decrease)/increase in trade and other payables	(311 126)	(131 700)	790 574
(Decrease)/increase in employee benefits	(121 680)	(45 970)	119 162
	<b>(1 295 953)</b>	<b>(888 586)</b>	<b>99 357</b>
<b>3. Acquisition of investments</b>			
Sorbet Group Proprietary Limited acquired corporate stores during the prior financial year. The cash paid was as follows:			
Total purchase price paid in cash	-	6 545	7 389
Less: Cash of corporate stores	-	-	-
<b>Cash paid to obtain control net of cash acquired</b>	<b>-</b>	<b>6 545</b>	<b>7 389</b>
<b>4. Disposal of investments</b>			
The group disposed of Unicorn Pharmaceuticals Proprietary Limited during the prior financial year. The cash disposed of was as follows:			
Cash of Unicorn Pharmaceuticals Proprietary Limited	-	-	1 079

# Segmental analysis

For the six months to 28 February 2025

R'000	Retail <sup>1</sup>		Distribution		
	28 February 2025	29 February 2024	28 February 2025	29 February 2024	
<b>Statement of financial position</b>					
Property, plant and equipment	2 377 515	2 298 455	354 590	335 044	
Right-of-use assets	3 653 458	3 315 787	12 818	37 731	
Intangible assets	736 583	761 136	178 797	189 719	
Goodwill	113 010	111 968	96 276	96 276	
Inventories	5 577 882	5 095 161	2 498 470	2 668 678	
Trade and other receivables	783 369	747 413	3 123 237	2 507 850	
Cash and cash equivalents	1 701 504	799 706	22 510	53 353	
Other assets	956 246	1 014 915	3 997 012	3 551 221	
<b>Total assets</b>	<b>15 899 567</b>	<b>14 144 541</b>	<b>10 283 710</b>	<b>9 439 872</b>	
Employee benefits – non-current	160 606	128 558	12 635	12 126	
Lease liabilities	4 081 674	3 667 382	15 616	36 317	
Trade and other payables	6 280 703	5 833 423	4 330 128	4 100 950	
Employee benefits – current	240 196	217 423	12 658	17 735	
Other liabilities	3 987 524	3 588 645	561 464	564 194	
<b>Total liabilities</b>	<b>14 750 703</b>	<b>13 435 431</b>	<b>4 932 501</b>	<b>4 731 322</b>	
<b>Net assets</b>	<b>1 148 864</b>	<b>709 110</b>	<b>5 351 209</b>	<b>4 708 550</b>	
<b>Statement of comprehensive income</b>					
Turnover	18 384 343	17 283 068	8 771 236	8 148 381	
Gross profit	5 430 356	5 098 845	59 679	76 537	
Other income	1 003 934	870 443	764 808	707 201	
Total income	6 434 290	5 969 288	824 487	783 738	
Expenses	(4 631 992)	(4 267 294)	(597 170)	(587 502)	
Depreciation and amortisation	(843 785)	(785 283)	(39 782)	(35 757)	
Occupancy costs	(105 725)	(101 239)	(1 802)	(1 333)	
Employment costs	(2 419 885)	(2 224 372)	(176 183)	(196 350)	
Other costs	(1 262 539)	(1 156 256)	(379 150)	(353 128)	
Impairment allowance – IFRS 9 ECL	(58)	(144)	(253)	(934)	
<b>Trading profit/(loss)</b>	<b>1 802 298</b>	<b>1 701 994</b>	<b>227 317</b>	<b>196 236</b>	
<b>Ratios</b>					
Increase in turnover	%	6.4	12.4	7.6	1.3
Selling price inflation	%	3.3	7.4	2.1	1.6
Comparable stores turnover growth	%	4.6	8.8	-	-
Gross profit margin	%	29.5	29.5	0.7	0.9
Total income margin	%	35.0	34.5	9.4	9.6
Operating expenses as a percentage of turnover	%	25.2	24.7	6.8	7.2
Increase in operating expenses	%	8.5	14.8	1.6	10.8
Increase in trading profit	%	5.9	14.5	15.8	11.2
Trading profit margin	%	9.8	9.8	2.6	2.4
Inventory days		84	82	52	61
Trade debtor days		4	6	48	44
Trade creditor days		60	58	72	77
Net working capital days		28	30	28	28
Number of stores		1 016	970	-	-
as at 29 February 2024		970	921	-	-
opened/acquired <sup>2</sup>		53	53	-	-
closed		(7)	(4)	-	-
Number of pharmacies		740	718	-	-
as at 29 February 2024		718	691	-	-
new/converted		23	30	-	-
closed		(1)	(3)	-	-
Total leased area	m <sup>2</sup>	567 266	539 487	-	-
Weighted retail trading area	m <sup>2</sup>	468 124	441 425	-	-
Weighted annual sales per m <sup>2</sup>	R	73 309	72 339	-	-
Number of permanent employees		19 236	18 206	493	535
Capital expenditure	R	195 926	275 718	26 051	37 965

<sup>1</sup> Retail includes Total Clicks + The Body Shop + Group Services + Sorbet + 180 Degrees Marketing + 180 Degrees Services.

<sup>2</sup> Opened/ acquired stores excludes 187 Sorbet franchise stores, however includes 11 corporate stores.

Intragroup elimination		Total operations	
28 February 2025	29 February 2024	28 February 2025	29 February 2024
-	-	<b>2 732 105</b>	2 633 499
-	-	<b>3 666 276</b>	3 353 518
-	-	<b>915 380</b>	950 855
-	-	<b>209 286</b>	208 244
<b>(113 402)</b>	(186 848)	<b>7 962 950</b>	7 576 991
<b>(883 855)</b>	(789 559)	<b>3 022 751</b>	2 465 704
-	-	<b>1 724 014</b>	853 059
<b>(4 479 716)</b>	(4 017 326)	<b>473 542</b>	548 810
<b>(5 476 973)</b>	(4 993 733)	<b>20 706 304</b>	18 590 680
-	-	<b>173 241</b>	140 684
-	-	<b>4 097 290</b>	3 703 699
<b>(890 740)</b>	(796 444)	<b>9 720 091</b>	9 137 929
-	-	<b>252 854</b>	235 158
<b>(4 477 753)</b>	(4 015 398)	<b>71 235</b>	137 441
<b>(5 368 493)</b>	(4 811 842)	<b>14 314 711</b>	13 354 911
<b>(108 480)</b>	(181 891)	<b>6 391 593</b>	5 235 769
<b>(3 991 310)</b>	(3 627 382)	<b>23 164 269</b>	21 804 067
<b>74 726</b>	(28 131)	<b>5 564 761</b>	5 147 251
<b>(159 595)</b>	(139 147)	<b>1 609 147</b>	1 438 497
<b>(84 869)</b>	(167 278)	<b>7 173 908</b>	6 585 748
<b>152 571</b>	131 893	<b>(5 076 591)</b>	(4 722 903)
-	-	<b>(883 567)</b>	(821 040)
<b>842</b>	839	<b>(106 685)</b>	(101 733)
<b>15</b>	-	<b>(2 596 053)</b>	(2 420 722)
<b>151 714</b>	131 054	<b>(1 489 975)</b>	(1 378 330)
-	-	<b>(311)</b>	(1 078)
<b>67 702</b>	(35 385)	<b>2 097 317</b>	1 862 845
<b>10.0</b>	6.2	<b>6.2</b>	9.0
-	-	<b>3.0</b>	5.5
-	-	<b>4.6</b>	8.8
-	-	<b>24.0</b>	23.6
-	-	<b>31.0</b>	30.2
-	-	<b>21.9</b>	21.7
-	-	<b>7.5</b>	14.3
-	-	<b>12.6</b>	13.5
-	-	<b>9.1</b>	8.5
-	-	<b>85</b>	86
-	-	<b>31</b>	29
-	-	<b>71</b>	71
-	-	<b>45</b>	44
-	-	<b>1 016</b>	970
-	-	<b>970</b>	921
-	-	<b>53</b>	53
-	-	<b>(7)</b>	(4)
-	-	<b>740</b>	718
-	-	<b>718</b>	691
-	-	<b>23</b>	30
-	-	<b>(1)</b>	(3)
-	-	<b>567 266</b>	539 487
-	-	<b>468 124</b>	441 425
-	-	<b>73 309</b>	72 339
-	-	<b>19 729</b>	18 741
-	-	<b>221 977</b>	313 683

# Accounting policies and notes

- 1.1 These condensed consolidated financial statements for the six months ended 28 February 2025 have been prepared in accordance with the framework concepts and the measurement and recognition requirements of IFRS® Accounting Standards and the Financial Pronouncements as issued by the Financial Reporting Standards Council and SAICA Financial Reporting guides as issued by the Accounting Practices Committee (collectively "JSE Listing Requirements"), IAS 34: Interim Financial Reporting and the South African Companies Act.

The information contained in the condensed consolidated interim financial statements has neither been audited nor reviewed by the group's external auditors. These condensed consolidated interim financial statements have been prepared under the supervision of Mr G Trill (CA), the chief financial officer of the group.

The accounting policies used in the preparation of the condensed consolidated interim financial statements for the six months ended 28 February 2025, are in terms of IFRS Accounting Standards and are consistent with those applied in the Audited Annual Financial Statements for the year ended 31 August 2024.

- 1.2 Related party transactions for the current period are similar to those disclosed in the group's annual financial statements for the year ended 31 August 2024. No significant related party transactions arose during the current period.
- 1.3 During the period there were no Clicks Group Limited ordinary shares repurchased and cancelled.
- 1.4 The carrying value of all financial instruments approximates fair value. All financial instruments are held at amortised cost, with the exception of derivative instruments which are designated as hedging instruments, the investment in Guardrisk Insurance Company Limited (R15.3 million) and investments held by the New Clicks Foundation Trust (R170.0 million), which are accounted for at fair value through profit or loss. The fair value of financial instruments that are not traded in active markets is determined by using valuation techniques; if all significant inputs required to fair value an instrument are observable, the instrument is included in level 2 and if the significant inputs required to fair value an instrument are unobservable, the instrument is included in level 3. The derivative instruments comprise forward exchange contracts which are calculated using standard market calculation conventions with reference to the relevant closing market spot rates, forward foreign exchange rates and interest rates; which are classified as level 2 instruments. All financial instruments accounted for at fair value through profit or loss are considered to be level 2 instruments with the exception of investments held by the New Clicks Foundation Trust which are considered to be level 1 instruments, since the investments are listed instruments with a valuation based on listed prices. There have been no transfers between levels 1, 2 and 3 instruments during the period. The group applies hedge accounting and where derivative instruments are designated as hedging instruments in a cash flow hedge, fair value gains/losses are recognised in other comprehensive income and released either to profit or loss or as a basis adjustment to the hedged item when the forecast transaction takes place.
- 1.5 Revenue

R'000	Unaudited six months to 28 February 2025	Six months to 29 February 2024	Year to 31 August 2024
The group's revenue from contracts with customers is disaggregated as disclosed below:			
Goods sold to customers	23 164 269	21 804 067	45 437 640
Other income*	1 609 147	1 438 497	3 082 302
<b>Revenue from contracts with customers</b>	<b>24 773 416</b>	23 242 564	48 519 942
Financial income	63 768	46 044	89 866
<b>Revenue</b>	<b>24 837 184</b>	23 288 608	48 609 808

R'000	Unaudited six months to 28 February 2025	Six months to 29 February 2024	% change	Year to 31 August 2024
Retail turnover can be further disaggregated between the following retail categories:				
Pharmacy	4 713 143	4 528 019		9 745 692
Front shop health	4 646 530	4 260 769		8 951 836
Beauty and personal care	6 188 440	5 759 802		11 369 375
General merchandise	2 836 230	2 734 478		5 371 587
<b>Total Retail turnover</b>	<b>18 384 343</b>	17 283 068	6.4	35 438 490

\* Other income primarily comprises distribution and logistics fees of R689.8 million (2024: R552.6 million) and cost recoveries of R919.3 million (2024: R885.9 million). The composition is consistent with the prior period.



1.5 Revenue (continued)	Unaudited six months to 28 February 2025	Six months to 29 February 2024	% change	Year to 31 August 2024
R'000				
Distribution turnover can be further disaggregated between the following categories:				
Fine wholesale	6 602 142	6 040 343		13 205 444
Clicks	3 849 030	3 354 901		7 414 243
Private hospitals	2 385 901	2 279 024		4 958 817
Independent pharmacies and other	367 211	406 418		832 384
Bulk wholesale	2 169 094	2 108 038		4 544 172
<b>Total Distribution turnover</b>	<b>8 771 236</b>	8 148 381	7.6	17 749 616
<b>Intergroup elimination</b>	<b>(3 991 310)</b>	(3 627 382)		(7 750 466)
<b>Total Group turnover</b>	<b>23 164 269</b>	21 804 067	6.2	45 437 640

1.6 Headline earnings reconciliation	Unaudited six months to 28 February 2025	Six months to 29 February 2024	% change	Year to 31 August 2024
R'000				
<b>Total profit for the period</b>	<b>1 435 364</b>	1 271 728	12.9	2 837 057
Adjusted for:				
Loss on disposal of property, plant and equipment	3 303	2 338		5 415
Profit on disposal of business	-	-		(180)
Total tax effects of adjustments	(892)	(631)		2 306
<b>Headline earnings</b>	<b>1 437 775</b>	1 273 435	12.9	2 844 598
<b>Headline earnings per share (cents)</b>	<b>603.9</b>	533.6	13.2	1 193.5
<b>Diluted headline earnings per share (cents)</b>	<b>603.9</b>	533.6	13.2	1 193.5

1.7 Other costs  
Included in other costs are advertising expenses of R243.0 million (2024: R244.4 million), electricity and water costs of R204.4 million (2024: R159.4 million), transport fees of R121.7 million (2024: R130.1 million), data fees of R127.6 million (2024: R117.5 million) and commissions paid of R120.0 million (2024: R107.4 million).

1.8 Shares repurchased and cancelled  
Post period-end, the group repurchased and cancelled 1 123 584 Clicks Group Limited ordinary shares to the value of R372.2 million.

# Store footprint

	Clicks	Clicks Baby	The Body Shop	Sorbet	Total retail
Number of stores at 28 February 2025	<b>944</b>	<b>6</b>	<b>55</b>	<b>11</b>	<b>1 016</b>
as at 29 February 2024	<b>897</b>	<b>5</b>	<b>61</b>	<b>7</b>	<b>970</b>
opened/acquired	<b>48</b>	<b>1</b>	<b>-</b>	<b>4</b>	<b>53</b>
closed	<b>(1)</b>	<b>-</b>	<b>(6)</b>	<b>-</b>	<b>(7)</b>
Presence in Clicks stores at 28 February 2025			<b>257</b>		
Number of pharmacies at 28 February 2025	<b>740</b>				<b>740</b>
as at 29 February 2024	<b>718</b>				<b>718</b>
new/converted	<b>23</b>				<b>23</b>
closed	<b>(1)</b>				<b>(1)</b>
Number of clinics at 28 February 2025	<b>216</b>				

# Analysis of shareholders

Fund managers managing 3% or more of the issued share capital:

Major fund managers	Percentage of shares		Geographic distribution of shareholders	Percentage of shares	
	February 2025	February 2024		February 2025	February 2024
Public Investment Corporation (SA)	<b>17.8</b>	18.4	South Africa and rest of Africa	<b>43.6</b>	39.0
BlackRock (US and UK)	<b>5.2</b>	4.6	Offshore holdings	<b>56.4</b>	61.0
Ninety One Asset Management (SA)	<b>4.8</b>	1.7	USA and Canada	<b>27.8</b>	26.6
GIC (Singapore)	<b>4.5</b>	5.7	United Kingdom and Ireland	<b>9.5</b>	12.5
The Vanguard Group (US)	<b>4.0</b>	4.0	Europe	<b>10.2</b>	11.5
JPMorgan Asset Management (US and UK)	<b>3.8</b>	6.2	Other countries	<b>8.9</b>	10.4
RBC Global Asset Management (UK and US)	<b>3.4</b>	4.1			
<i>No longer managing 3% or more:</i>					
T. Rowe Price (US)	<b>1.4</b>	3.7			
Federated Hermes (UK)	<b>1.1</b>	4.2			

# Definitions

## Capital expenditure

**Maintenance capital expenditure**  
Capital expenditure incurred in replacing existing capital or capital expenditure with a return below the group's required return.

## Growth capital expenditure

Capital expenditure that is not maintenance capital expenditure.

## Cash flow

### Financing activities

Activities that result in changes to the capital and funding structure of the group.

### Investing activities

Activities relating to the acquisition, holding and disposal of capital assets and long-term investments.

### Operating activities

Activities that are not financing or investing activities that arise from the operations conducted by the group.

## Comparable stores turnover growth

Turnover growth expressed as a percentage of growth for stores that have been operating for the full period during the current and previous financial periods.

## Current ratio

Current assets at period-end divided by current liabilities at period-end.

## Dividend per share

Dividend per share is the actual interim cash dividend paid and the final cash dividend declared, expressed as cents per share.

## Earnings per share

### Earnings per share

Profit for the period divided by the weighted average number of shares in issue for the period.

### Diluted earnings per share

Profit for the period divided by the weighted average diluted number of shares in issue for the period.

### Headline earnings per share

Headline earnings divided by the weighted average number of shares in issue for the period.

### Diluted headline earnings per share

Headline earnings divided by the weighted average diluted number of shares in issue for the period.

## Effective tax rate

The tax charge in the income statement as a percentage of profit before tax.

## Free float

The number of ordinary shares that are freely tradable on the JSE Limited, excluding treasury shares and shares held by directors and employee share schemes.

## Gross profit margin

Gross profit expressed as a percentage of turnover.

## Headline earnings

Profit for the period adjusted for the after-tax effect of certain capital items.

## IFRS

International Financial Reporting Standards, as adopted by the International Accounting Standards Board ("IASB"), and interpretations issued by the International Financial Reporting Interpretations Committee ("IFRIC") of the

IASB. Clicks Group's condensed consolidated financial statements are prepared in accordance with IFRS.

## Interest-bearing debt, including cash, to shareholders' interest at period-end

Interest-bearing debt (including bank overdraft), net of cash balances, at the end of the period divided by shareholders' interest at the end of the period.

## Inventory days

Closing inventory at period-end divided by the cost of merchandise sold during the period, multiplied by 365/366 days.

## Issued shares

Ordinary shares and unlisted "A" shares having a par value of one cent each in the authorised share capital of Clicks Group Limited.

## Market capitalisation

The closing market price per share at period-end multiplied by the number of ordinary shares in issue at period-end.

## Net asset value per share

Net assets at period-end divided by the number of ordinary shares in issue at period-end (net of treasury shares).

## Net tangible asset value per share

Net assets at period-end, less intangible assets (such as goodwill and trademarks), divided by the number of ordinary shares in issue at period-end (net of treasury shares).

## Percentage of ordinary shares traded

The number of ordinary shares traded on the JSE Limited during the period as a percentage of the weighted average number of ordinary shares in issue (net of treasury shares).

## Price earnings ratio

The closing market price per share at period-end divided by diluted headline earnings per share for the period.

## Return on shareholders' interest ("ROE")

Headline earnings expressed as a percentage of the average shareholders' interest for the period.

## Return on total assets ("ROA")

Headline earnings expressed as a percentage of the average total assets for the period.

## Return on invested capital ("ROIC")

Trading profit as reported in the group consolidated statement of comprehensive income adjusted for the group effective tax rate, expressed as a percentage of invested capital. Invested capital comprises equity, non-current liabilities and the current portion of the lease liability.

## Return on net assets ("RONA")

Trading profit as defined for RONA divided by average net assets for the period as defined for RONA. Trading profit as defined for RONA is the reported trading profit for the group inclusive of capital gains and losses relating to continuing operations of the business and excluding the employee short-term bonus. Net assets as defined for RONA are the average assets less liabilities for the period excluding taxation and financial-related assets and liabilities (cash, overdrafts, loans receivable, derivative financial assets, financial assets/liabilities at fair value through profit or loss, interest-bearing borrowings, deferred tax and taxation payable).

## Return on invested capital ("ROIC") excluding the impact of IFRS 16

Trading profit as reported in the group consolidated statement of comprehensive income adjusted for IFRS 16 depreciation and lease payments, net of a tax charge at the group's effective tax rate, expressed as a percentage of invested capital. Invested capital comprises equity and interest-bearing debt.

## Segmental reporting

The group has two reportable segments, being the retail division and the distribution division.

## Selling price inflation

The change in the weighted average selling price of a sample of products for the period relative to the previous period expressed as a percentage of the weighted average selling price of the same sample of products for the previous period. Only products sold in both the current and previous period are included in the sample.

## Shareholders' interest

Share capital and share premium (reduced by the cost of treasury shares) and other reserves comprising equity.

## Shareholders' interest to total assets

The shareholders' interest divided by the total assets at period-end.

## Total income

Gross profit plus other income.

## Total income margin

Total income expressed as a percentage of turnover.

## Trade creditor days

Closing trade creditors at period-end (adjusted to exclude VAT) divided by the cost of merchandise sold during the period, multiplied by 365/366 days.

## Trade debtor days

Closing trade debtors at period-end (adjusted to exclude VAT) divided by sales for the period, multiplied by 365/366 days.

## Trading profit

Trading profit before financing costs, as reported in the group consolidated statement of comprehensive income adjusted to exclude profit/loss on disposal of property, plant and equipment.

## Trading profit margin

Trading profit expressed as a percentage of turnover.

## Treasury shares

Issued shares in Clicks Group Limited held by a group company in terms of an approved share repurchase programme and the Clicks Group Employee Share Ownership Trust.

## Weighted average number of shares

The number of ordinary shares in issue, increased by shares issued during the period and reduced by treasury shares purchased or shares cancelled during the period, weighted on a time basis for the period during which they have participated in the income of the group.

## Weighted average diluted number of shares

The weighted average number of ordinary shares adjusted for the effects of all dilutive potential shares.

# Presentation



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02 **Financial results**

03 **Trading performance**

04 **Outlook**

05 **Questions**







# 01 Review of the period

Bertina  
Engelbrecht

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## Review of the period

CLICKS GROUP  
LIMITED

- Performance continues to prove the resilience and defensiveness of the group
  - Diluted HEPS up **13.2%**
- Opened 950<sup>th</sup> Clicks store and 740<sup>th</sup> pharmacy
- Over 12m active ClubCard members
- UPD recovered from systems implementation
- SA's first fleet of pharma-compliant EVs with solar-powered refrigeration
- Achieved level 3 B-BBEE rating

Clicks Group Interim Results 2025

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# Presentation



## Financial highlights

CLICKS GROUP  
LIMITED

Turnover up

**6.2%**

Retail turnover up **6.4%**

UPD reported turnover up **7.6%**

Trading margin

up from 8.5% to

**9.1%**

Diluted HEPS up

**13.2%**

to 604 cps

Cash generated  
by operations

**R1.7 bn**

in the six months

Return on equity

up from 43.4% to

**46.2%**

Interim dividend up

**13.3%**

to 238 cps



## Turnover

CLICKS GROUP  
LIMITED

R'm	H1 2025	H1 2024	% change	% same stores growth	% inflation
Retail	18 384	17 283	6.4	4.6	3.3
Distribution	8 771	8 148	7.6		2.1
Intragroup turnover	(3 991)	(3 627)	10.0		
<b>Total group</b>	<b>23 164</b>	<b>21 804</b>	<b>6.2</b>		<b>3.0</b>

- Retail value growth impacted by lower inflation, higher level of promotions and continuing switch to private label
- 8.3% Retail turnover growth excluding Unicorn Pharmaceuticals and extra trading day in prior period
- 5.4% same store growth excluding extra trading day in prior period
- UPD and intragroup benefited from recovery from prior year systems impact

Clicks Group Interim Results 2025

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## Total income

CLICKS GROUP  
LIMITED

R'm	H1 2025	H1 2024	% change	H1 2025 % margin	H1 2024 % margin
Retail	6 434	5 969	7.8	35.0	34.5
Distribution	825	784	5.2	9.4	9.6
Intragroup	(85)	(167)			
<b>Total group</b>	<b>7 174</b>	<b>6 586</b>	<b>8.9</b>	<b>31.0</b>	<b>30.2</b>

- Retail margin driven by strong growth in private label
- UPD impacted by slightly lower SEP increase (maximum of 5.25% vs 6.79% + 1.73% in H1 2024)

Clicks Group Interim Results 2025

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# Presentation

## Trading expenditure – Retail

CLICKS GROUP  
LIMITED

R'm	H1 2025	H1 2024	% change
Depreciation – PPE	294	284	3.6
Depreciation – ROU asset	550	502	9.6
Occupancy costs	106	101	4.4
Employment costs	2 420	2 224	8.8
Other costs	1 262	1 156	9.2
<b>Total retail costs</b>	<b>4 632</b>	<b>4 267</b>	<b>8.5</b>
% of turnover	25.2%	24.7%	
Finance costs – lease liability	164	131	25.4

- Comparable retail costs up **6.0%**
- Employment costs impacted by 7% wage increase and pharmacy openings
- Other operating costs include electricity, card acquiring charges & advertising
- IFRS 16 costs impacted by increased number of renewals & new stores

Clicks Group Interim Results 2025

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## Trading expenditure – Distribution

CLICKS GROUP  
LIMITED

R'm	H1 2025	H1 2024	% change
Depreciation – PPE	35	27	30.2
Depreciation – ROU asset	5	9	(46.8)
Occupancy costs	2	1	35.2
Employment costs	176	197	(10.3)
Other costs	379	354	7.2
<b>Total distribution costs</b>	<b>597</b>	<b>588</b>	<b>1.6</b>

- Depreciation of PPE driven by investment in systems
- Extra employment costs in base during Lea Glen systems rollout removed

Clicks Group Interim Results 2025

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## Trading profit

CLICKS GROUP  
LIMITED

R'm	H1 2025	H1 2024	% change	H1 2025 % margin	H1 2024 % margin
Retail	1 802	1 702	5.9	9.8	9.8
Distribution	227	196	15.8	2.6	2.4
Intragroup	68	(35)			
<b>Total group</b>	<b>2 097</b>	<b>1 863</b>	<b>12.6</b>	<b>9.1</b>	<b>8.5</b>

- Retail margin is 10.2% including Unicorn intragroup profit
- Intragroup a result of remaining unsold Unicorn stock prior to disposal – will normalise in FY2026
- UPD recovered from prior year systems implementations

Clicks Group Interim Results 2025

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## Inventory

CLICKS GROUP  
LIMITED

	Days in stock		Inventory (R'm)		
	H1 2025	H1 2024	H1 2025	H1 2024	% change
Retail	84	82	5 578	5 095	9.5
Distribution	52	61	2 498	2 669	(6.4)
Intragroup inventory			(113)	(187)	
<b>Total group</b>	<b>85</b>	<b>86</b>	<b>7 963</b>	<b>7 577</b>	<b>5.1</b>

- Retail inventories impacted by additional pharmacies, and SEP & other buy-ins
- UPD had lower level of SEP buy-in than prior year
- Group net working capital days up slightly from 44 to 45 days

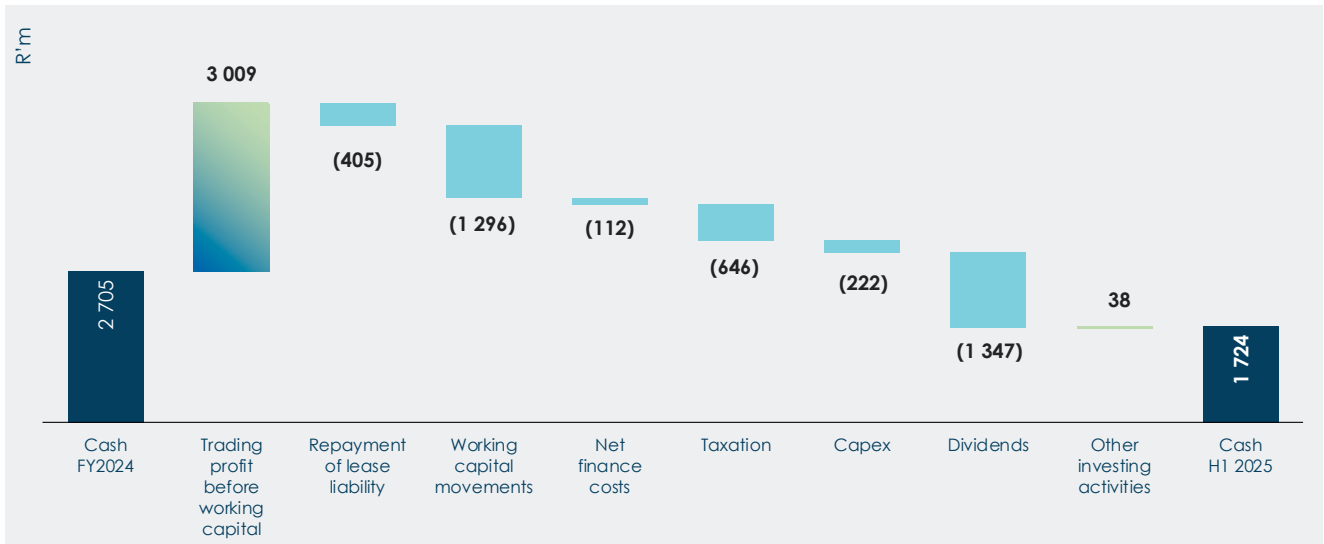
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# Presentation

## Cash management for the six months

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## Capital expenditure

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- **R1 025m** capex planned for FY2025
  - R578m on stores:
    - 45 – 55 new Clicks stores and pharmacies
    - 70 – 80 store refurbishments
  - R447m on infrastructure:
    - R86m on UPD IT and warehouse equipment
    - R361m on retail systems and infrastructure

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# 03 Trading Performance

Berlina Engelbrecht



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## Clicks business review

# Presentation

## Retail sales performance



	% change	% contribution
Pharmacy	9.2	25.7
Front shop health	9.8	25.3
Beauty and personal care	8.2	33.6
General merchandise	4.5	15.4
<b>Total turnover</b>	<b>8.3</b>	<b>100.0</b>

- % changes exclude Unicorn Pharmaceuticals turnover in H1 2024 and extra trading day in the prior period
- Comparable stores turnover growth of 5.4% (excluding extra trading day in H1 2024)
  - Inflation 3.3%
  - Volume growth of 2.1%

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## Market shares



%	H1 2025	H1 2024
<b>Health</b>		
Retail pharmacy*	23.8	23.8
Front shop health**	34.0	33.7
Baby**	23.0	21.3
<b>Beauty</b>		
Skincare**	44.2	43.0
Haircare**	33.1	32.9
Personal care**	22.4	21.5
<b>General merchandise</b>		
Small electrical appliances**	18.4	19.1

\* Per IQVIA (Private Retail Pharmacy S1-6) (restated)

\*\* Per AC Nielsen (restated)

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## Performance and strategy

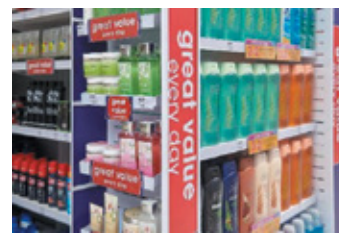


### • Maintaining **value**

- Price competitive with all national retailers
- Promotional sales +13.2% to 47.1% of turnover
- In pharmacy, generics +7.5% to 59% of sales and 70% of volume
- R438 million cashback paid to ClubCard members in the six months

Clicks price index* vs:	
Retailer A	97.8
Retailer B	98.9
Retailer C	99.3
Retailer D	98.1

\* Excluding all promotional pricing, bulk deals and 3 for 2 promotions



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## Performance and strategy



### • **Differentiating** our product offer

- Private label +10.1% to 26.5% of sales (front shop 31.4%, pharmacy 11.8%)
- 6 Clicks Baby stores and 8 store-in-stores performing well – to open 7 more in H2
- Clinics turnover up 11.6%
- New healthcare elevation in 80 stores – 50 more to be rolled out in H2
- ARC Stores growing strongly



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# Presentation

## Performance and strategy



- Engaging customers through **personalisation**
  - 12.1m active ClubCard members, 81.6% of sales
  - ClubCard again voted the most loved loyalty programme in SA\*
  - Online sales up 23.0%; online purchases and 'research online purchase offline' (ROPO) increased to 4.4% of sales
  - New pharmacy management system, LEAP, rolled out to 383 pharmacies



\* Per Truth Loyalty and BrandMapps' ninth South African Loyalty Landscape for 2024/25

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## Performance and strategy



- Extending **convenience**
  - 950\* Clicks stores with 740 pharmacies
  - 53% of population < 5.0km of a pharmacy
  - Opening clinics and trialling smaller formats
  - 241 stores located in low income areas (23.4% of retail turnover)
  - RPS now >50% of chronic scripts
  - PCDT pharmacy model pilot to be extended from 11 to 17 pharmacies
  - Rollout of UniHealth specialised format – will open first greenfield site in H2

Format	Total
Convenience	725
Destination	225
<b>Total</b>	<b>950</b>



\* Includes 6 Clicks Baby stores

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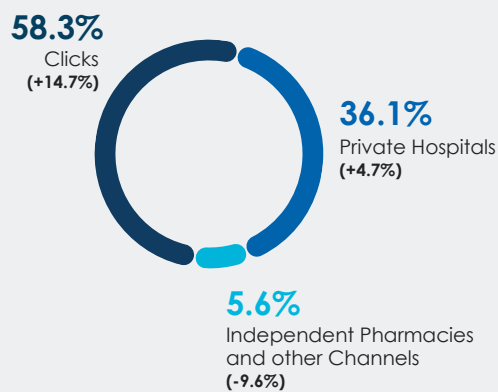
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## UPD business review

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## Fine wholesale turnover



- Wholesale turnover up 9.3%
  - Clicks boosted by return to purchasing compliance, higher pharmacy openings and increased GLP-1 sales
  - Hospital volumes +10.0% (genericisation impacting value growth)
- Wholesale market share down from 27.5% to 26.6%\*

\* MAT per IQVIA

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# Presentation

## Review of the period



- Total managed turnover +4.8% to R14.1bn
- Generic medicines 75.0% of volumes
- Exited two rented DCs in December
- Upgrade to SAP production system concluded in September
- Knapp WMS rollout at Bloemfontein DC completed in February
- 42 EV delivery vehicles launched in Gauteng & Western Cape in February

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04  
Outlook

Berlina  
Engelbrecht

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## Outlook for H2 2025

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- Consumer environment will remain constrained
  - Additional impact of VAT increase and geopolitical risks
- Taking advantage of market movements to buy back shares
- Planning **45 - 55** new Clicks stores and **45 - 55** new dispensaries in FY2025
  - Opened 29 Clicks Pharmacies so far this year
- Earnings forecast for FY2025: **11 - 16%** growth in dHEPS

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Questions

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# Presentation

## Disclaimer

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Forward-looking statements are not statements of fact, but statements by the management of Clicks Group based on its current estimates, projections, expectations, beliefs and assumptions regarding the group's future performance.

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# Corporate information

## Clicks Group Limited

Incorporated in the Republic of South Africa

Registration number  
1996/000645/06

Income tax number  
9061/745/71/8

JSE share code: CLS

ISIN: ZAE000134854

CUSIP: 18682W205

## Registered address

Cnr Searle and Pontac Streets  
Cape Town 8001  
Telephone: +27 (0)21 460 1911

## Postal address

PO Box 5142  
Cape Town 8000

## Directors

MJN Njeke\*<sup>#</sup> (Chairman)  
BD Engelbrecht  
(Chief Executive Officer)  
GD Traill<sup>^</sup>  
(Chief Financial Officer)  
NNA Matyumza\*  
PM Osiris\* (née Moumakwa)  
SS Ntsaluba\*  
KC Ramon\*  
RJD Inskip\*

\* Independent non-executive

<sup>^</sup> British

<sup>#</sup> Appointed chairman on 30 January 2025 following the retirement of David Nurek

## Company secretary

A Barnard, CA (SA)  
E-mail: [companysecretary@  
clicksgroup.co.za](mailto:companysecretary@clicksgroup.co.za)

## Auditors

KPMG Inc.

## Principal bankers

FirstRand Bank Limited

## JSE sponsor

Investec Bank Limited

## Transfer secretaries

Computershare Investor  
Services Proprietary Limited

Business address: Rosebank  
Towers, 15 Biermann Avenue,  
Rosebank 2196

Postal address: Private Bag  
X9000, Saxonwold 2132

Telephone: +27 (0)11 370 5000

## Investor relations consultants

Tier 1 Investor Relations  
E-mail: [ir@tier1ir.co.za](mailto:ir@tier1ir.co.za)



This information, together with additional detail, is available on the Clicks Group Limited website: [www.clicksgroup.co.za](http://www.clicksgroup.co.za)