

ENL LIMITED

INVESTOR MEETING

03 JUNE 2021



Agenda

- Q3-FY2021 results - overview
- Updates on operations
- To sum up
- Annexure



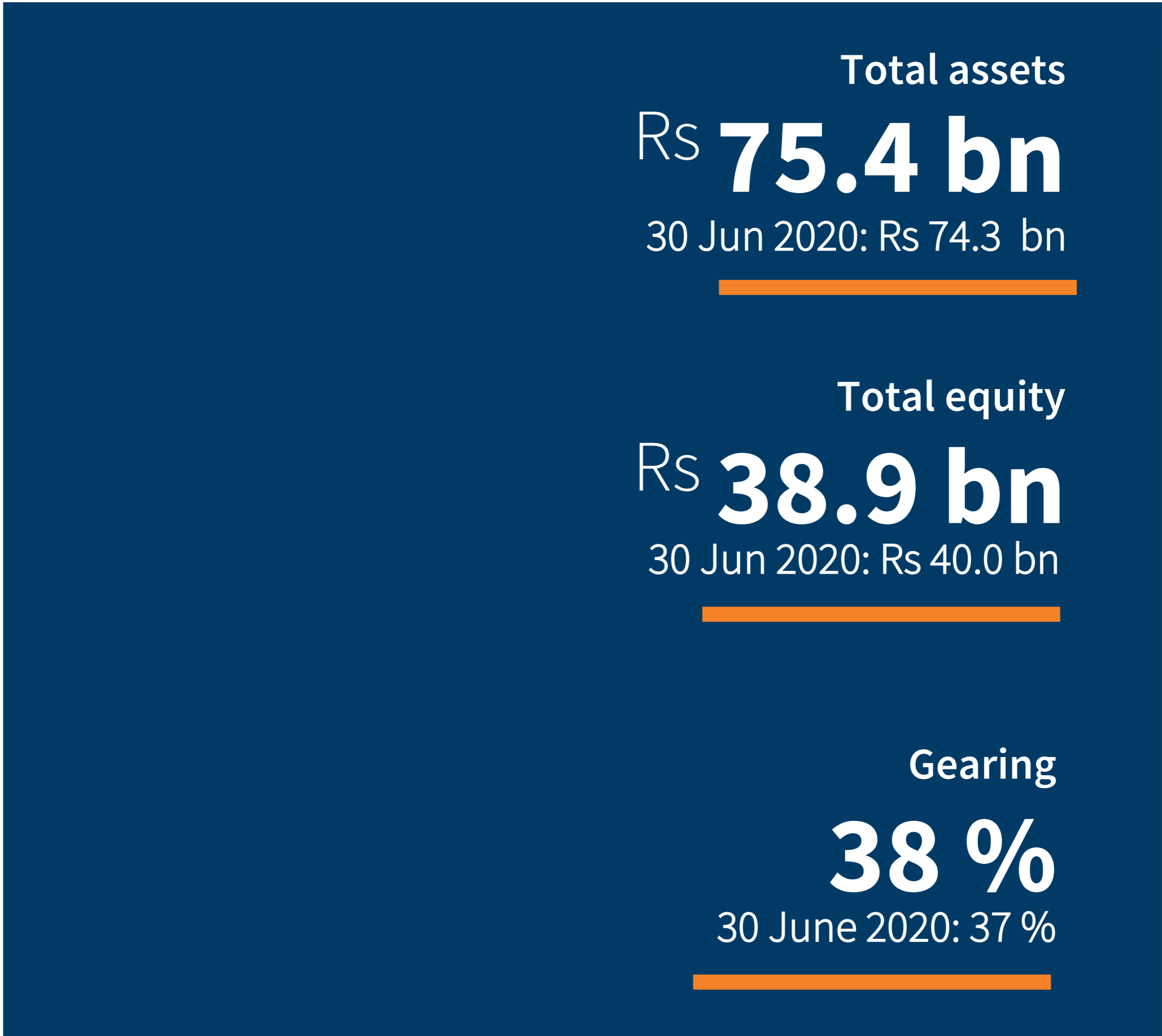
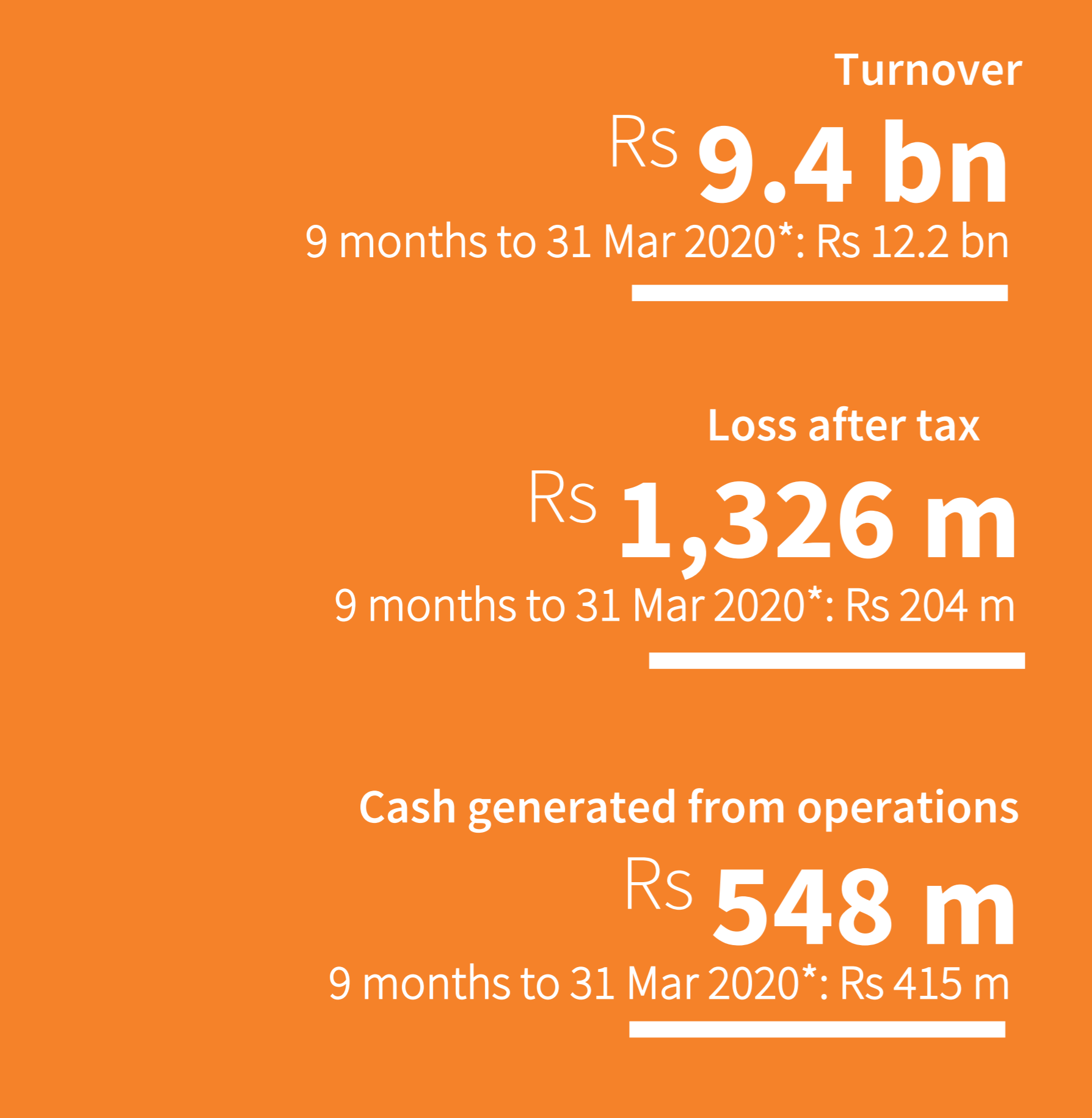
TEAMS



Q3 - FY 2021 results Overview

KEY FINANCIAL HIGHLIGHTS

For the 9 months ended 31 March 2021



* Restated

Note: Primary financial statements in annexure





SUSTAINABILITY



Updates on **operations**



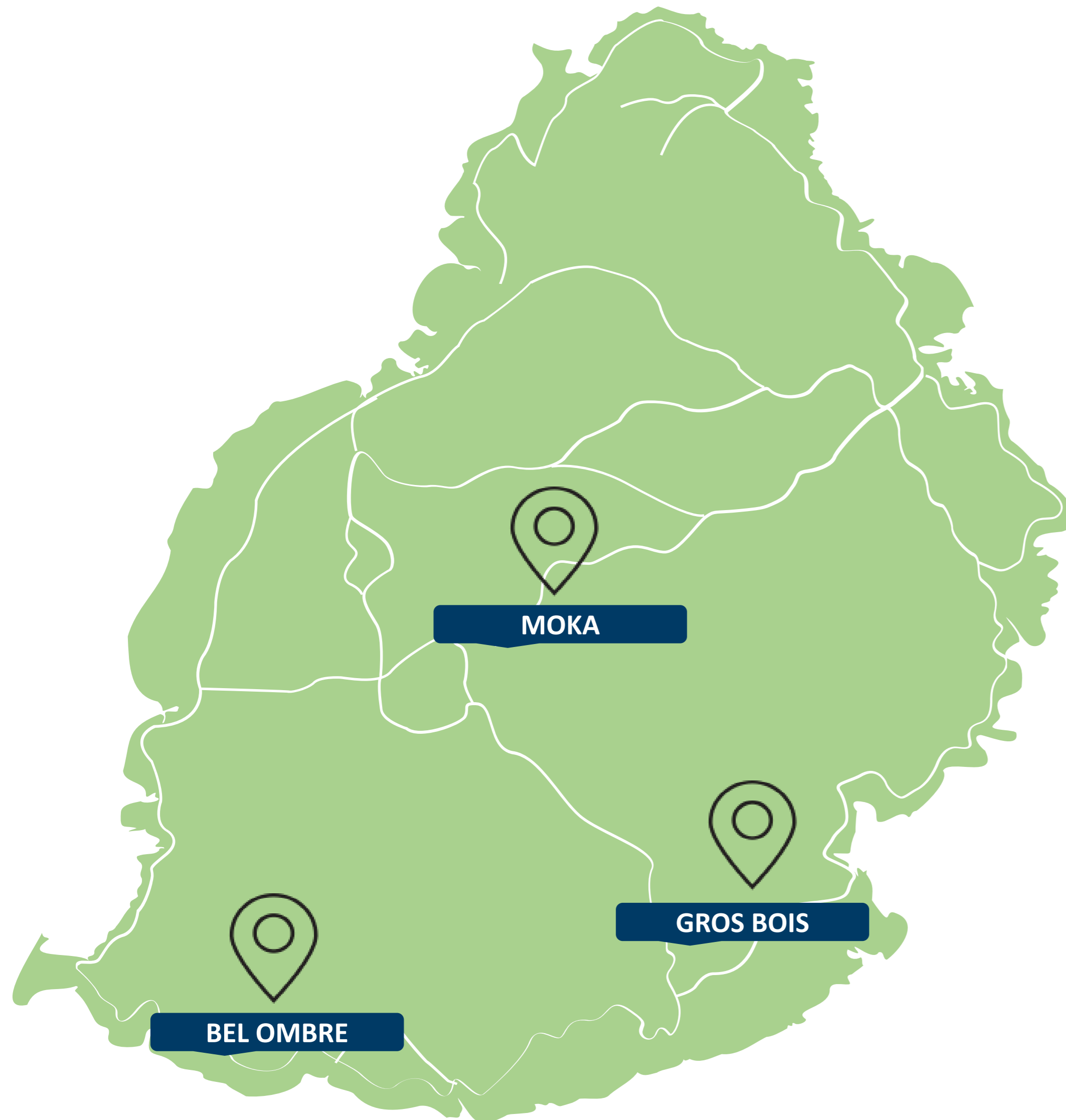
REAL
ESTATE

Real estate activities

Activities of the segment comprise

- Property development including residential developments
- Retail asset fund (Ascencia) operating 7 shopping malls
- Office fund (Oficea) to develop and manage office spaces





Property development in the regions of

- **Moka** - Developed mainly via the Moka Smart City over some 1,000 arpents
 - Helvetia, Vivea, Bagatelle, Telfair, Courchamps and L'Avenir
- **Gros Bois** - Implementing a smart village concept over 425 arpents
 - Smart City Certification in progress
 - International school opening in 2022
- **Bel Ombre** – Developing the region under a sustainable living concept



Moka City

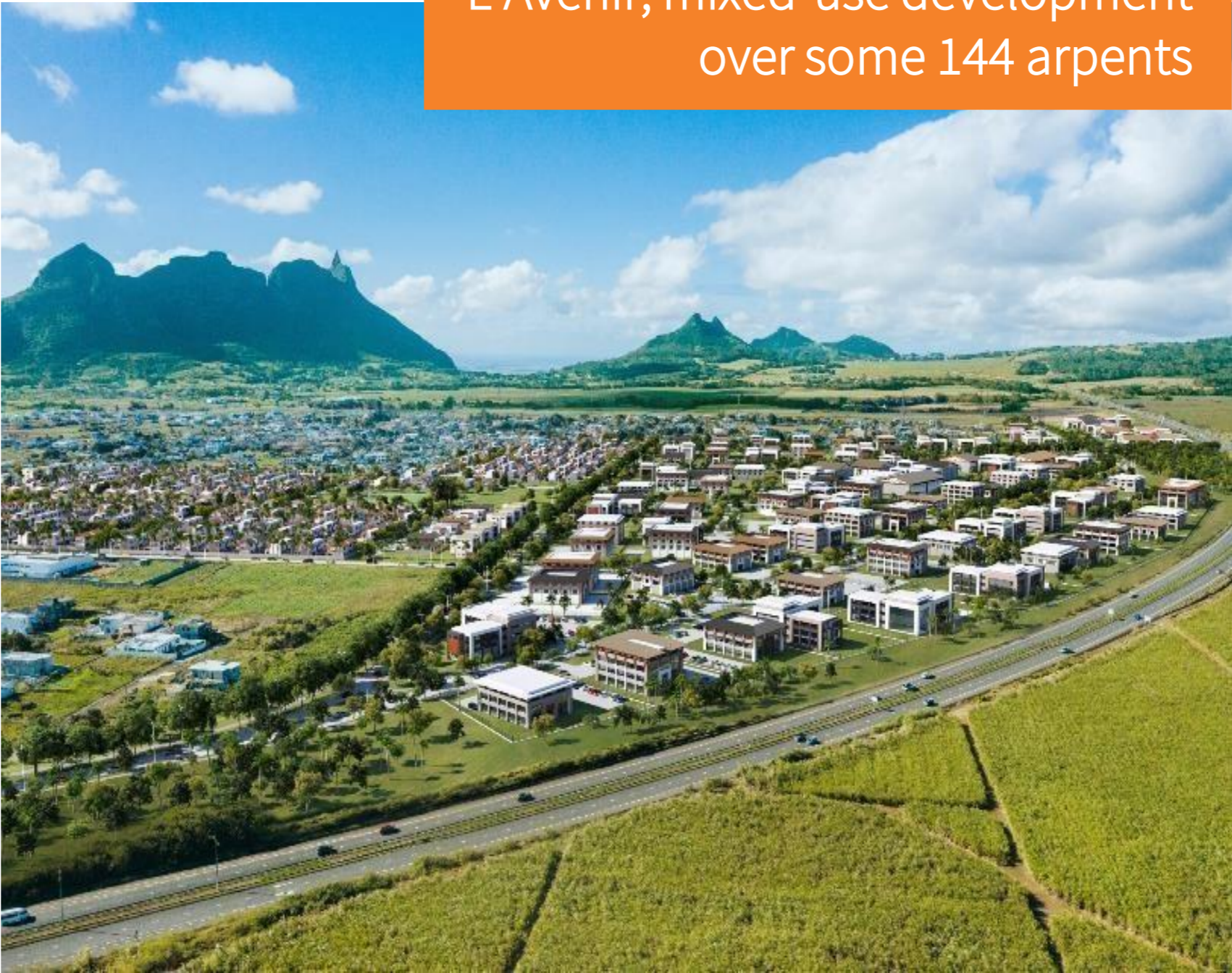
Overall master plan over circa 1,000 arpents
(ultimately over 1,600 arpents)

Overview

- Rs 3bn sales projected over Cap 23
- Regions being developed
 - Helvetia, Bagatelle, Vivea, Telfair, Courchamps and L’Avenir
- Demand remains robust for both land (residential and commercial) and built-up units
- Second bridge at Bagatelle to improve traffic flow
- A1-A3 link road (Coromandel – Soreze) improving access between lower Plaine Wilhems and the West to Moka

Moka

L’Avenir, mixed-use development over some 144 arpents



Telfair over some 147 arpents



Helvetia over some 109 arpents

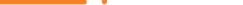


Bagatelle over some 83 arpents



Courchamps over some 130 arpents





Overview

- 27,000m² Grade A office spaces in Vivea, Bagatelle and Telfair; 95% occupancy rate
- Demand for office spaces remain strong
- Plan to double office space over next 3 years
- Equity partnerships of Rs 1.6bn secured
- Finalising long-term debt finance
- Targeting LEED certification for all office buildings
- Workspitality concept and co-working facilities developed to adapt to new work-related trends

Les Fascines
8,750m² opening March 2022



Telfair CBD
Development of 21,200m²





Overview

- 7 shopping malls with GLA of some 125,000m²
- Extension of Bagatelle Mall covering some 13,000m² opening in July 2021
- Decathlon opened mid-May 2021
- Shopping malls showing resilience
 - For 9 months to 31 March 2021
 - 98% occupancy rate
 - Average trading densities only 2.4% lower than pre-covid level
 - Net operational income of Rs 730m
 - Profit After Tax of Rs 367m
- Tenant relief plan in discussion following 2nd lockdown



Bagatelle
extension

Decathlon
premises



Gros Bois

Overview

- Positioning Gros Bois as the living destination in the South
- Leveraging existing residential developments to implement a smart village concept over 425 arpents
 - Application for Smart City Certificate in progress, letter of comfort received
- La Place du Village, opening in June 2021 and Savannah International primary school in January 2022
- Access to beach club at Savinia for residents of Smart City



Savinia beach



La Place du village
Opening in June 2021

Bel Ombre

Overview

- Working towards transforming the region into a sustainable living territory
- Smart city application to be submitted shortly
- Second golf course being developed



Second golf course



AGRO- INDUSTRY

Agro-industry **activities**

Activities of the segment

- Sugar remaining mainstay and generating around 50% of turnover
- Other sizeable activities





Sugar cane **operations**

- Poor harvest for crop 2020 with sugar accruing of 17,522 tonnes vs 23,121 tonnes for crop 2019
- Conditions prevailing in the sugar industry challenging
- Restrictive labour regulations governing sugar sector resulting in high production costs
- Additional revenue urgently needed
 - anticipated through the adequate remuneration of bagasse

Other activities

- **Food crop & poultry** affected by the decrease in consumption and lower demand from hospitality sector
- **Landscaping services** continue to be affected by closure of hotels and delays in real estate development projects
- **Reduced share of profits from Eclosia group**, affected by drop in consumption levels



Strategic value of ESP Landscapers for the Group's real estate developments



Poultry

- Major contract grower for Avipro
- Production of 3,100 tonnes annually
- Planning to expand production capacity

Food crop

- New value chain structure
- Sustainable agriculture in own fields and sourcing from suppliers
- Distribution network strengthened via partnership with established operator



COMMERCE & INDUSTRY

Overview

- Operations dependent on consumption levels
- Activities affected by the pandemic
 - Significant cost-cutting measures applied and processes reviewed
- Businesses resilient and profitable
- Associated companies, Superdist and FRCI contributing positively to results



Axess

- Market share of 21%
- Enhanced visibility at Bagatelle with multiple showrooms for JLR, Suzuki, Peugeot



Plastinax

- Significant orders secured
- Factory running at full capacity



Building materials (Grewals – Nabridas – JMD)

- Benefitting from the buoyancy of the construction market

Decathlon
Opened mid-May 2021





HOSPITALITY

Overview

- Industry significantly affected by the pandemic with the suspension of air travel and closure of borders
- Minimal operations with hotels catering to local residents and some hotels acting as quarantine centres for returning residents and visitors

Actions taken

- Finalising financial support from MIC
- Integrating hotels and leisure operations to offer a differentiated product
- Renovation and upgrading of hotels
- Hope for reopening of borders with vaccination campaigns

Associated company, NMH

- Losses of Rs 2.1bn for 9 months ended 31 Mar 2021
- Subscription agreement signed with MIC for Rs 2.5bn



Heritage
Le Telfair



Heritage Awali
during Summer vibes

Veranda Paul & Virginie





LOGISTICS

Overview

- Resilient and profitable
 - Operations in Kenya still buoyant
 - Overall improvement in results for overseas freight forwarding activities and turnaround of business in France
 - Shipping services performing well

Outlook

- Consolidate position as a premier logistics operator in the Indian Ocean and East African regions
- Expand the scope of service portfolio in Kenya
- Improve geographical coverage in India through new offices





FINTECH



Overview

- Inclusion of Mauritius on EU's list of high-risk countries still affecting acquisition of new clients for corporate services
- Significant cost reductions measures implemented in consumer finance business
- Strong progression for technological activities with several contracts signed
- Return to profitability for the 9 months
- Swan contributing positively to results

Outlook

- Momentum of corporate services activities dependent on removal of Mauritius from EU's list of high-risk countries
- Maintaining focus on marketing more value-added offerings in all segments



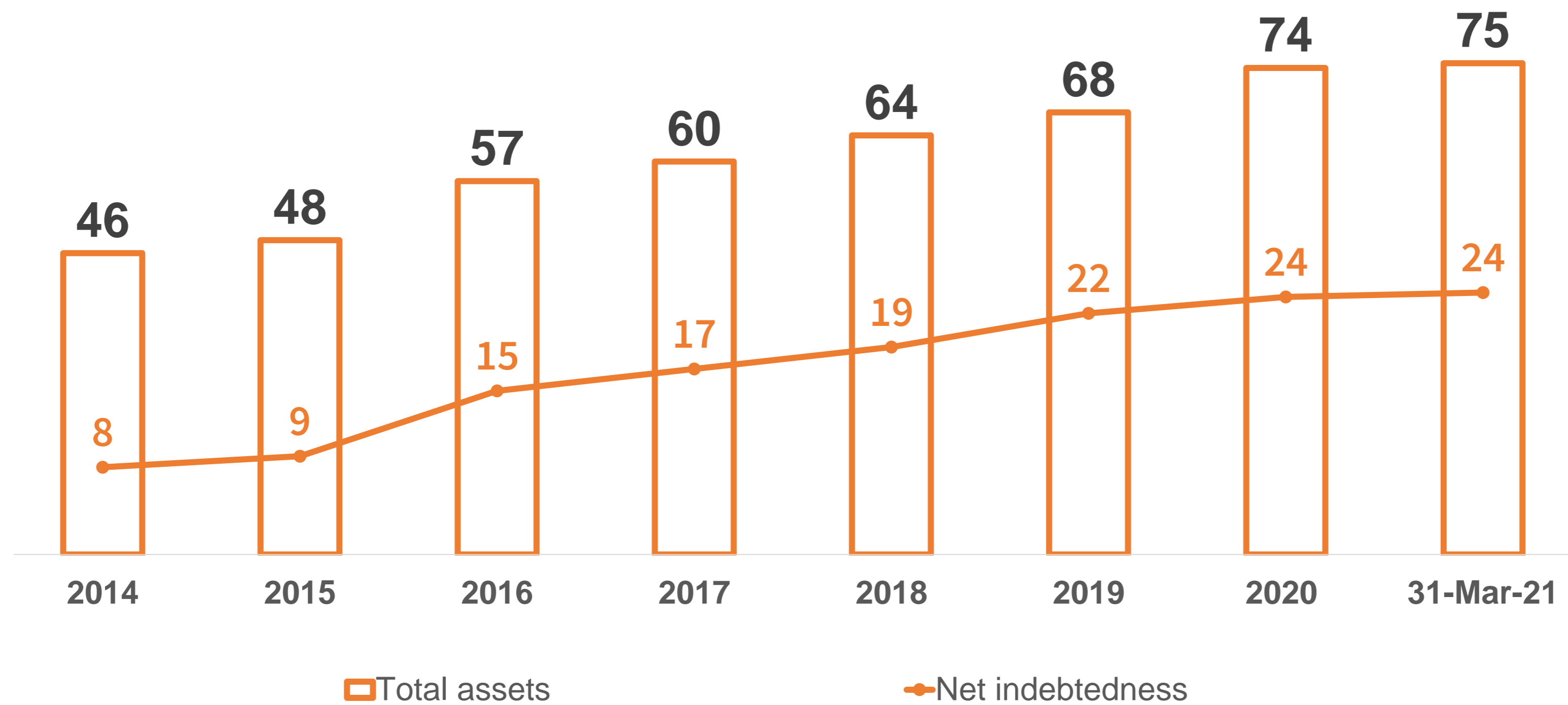
CUSTOMER
CENTRICITY



To sum up

Strong **balance sheet**

Total assets, Debts (in Rs'bn)



Solid **financial position**

- Solid financial position of Group
- Apart from operating cash flows, finance raised from
 - Equity/quasi-equity injection of Rs 3.1bn from outside shareholders
 - Significant sales of land, mainly in the Moka region (commercial, residential, US Embassy, etc.)
 - Debt raising/structuring with long-term tenors aligned with business needs
- Group well equipped with financial resources to weather the pandemic and continue its development

Focus on **driving impact**

- **Governance** of sustainability includes:
 - Sustainability committees and champions **to focus teams on creating impact**
 - **Integrating sustainability in business models** to ensure medium to long term growth
- **Environment**
 - Targeting **LEED certifications** for all offices and shopping malls
 - Optimising **waste management** to reduce the environmental footprint
 - Production of **renewable energy**; expansion dependent on regulatory environment
 - Developing **mobility** initiatives to improve quality of life
 - Rogers Foundation investing in coastal rehabilitation and conservation
- **Social**
 - Targeting to obtain the “Great place to work” label by 2023 to provide an enabling platform for attracting the best talents
 - Innovation challenges at ENL to instill a culture of entrepreneurship and innovation
 - Talent management programme to develop employees with potential to take leadership roles
 - Internal CSR programme to create linkages between ENL employees and communities
 - ENL and Rogers Foundations focusing on community development for better social integration
 - Connecting communities through Moka’mwad to make Moka a vibrant city

To sum up

- We are financially well equipped to fuel growth
- **Cap 23** will enable us to stay our course in growing ENL into a modern, efficient, customer centric and sustainable business group
- ENL has the inherent strengths to realise its plan with:
 - a sound and solid financial structure,
 - a talented and engaged team,
 - a significant asset base and
 - a strong goodwill among key stakeholders

*THANK
YOU*

Get in touch with us

 Visit our website: www.enl.mu

 Email us on investors@enl.mu

We are on social media:

 **ENL Group**

 **enl.mu**

 **ENL Group**



OPERATIONAL
EXCELLENCE



Annexure

Statement of financial position

Statement of financial position (in Rs'm)	Mar 31, 2021	June 30, 2020
Property, plant and equipment	30,792	31,163
Investment properties	20,077	19,795
Investments in associated companies and jointly controlled entities	8,102	8,657
Other non-current assets	3,017	3,931
Non-current assets	61,987	63,546
Current assets	13,380	10,745
Non-current assets classified as held-for-sale	21	41
Total assets	75,389	74,332
Equity holders' interests	25,349	26,250
Non-controlling interests	13,595	13,787
Total equity	38,943	40,037
Non-current liabilities	27,391	24,290
Current liabilities	9,054	10,003
Liabilities associated with assets classified as held for sale	1	3
Total equity and liabilities	75,389	74,332
Net indebtedness (in Rs'm)	23,960	23,626
Gearing (in %)	38%	37%
Net asset value per share (Rs)	67.60	70.00

Segmental information

Segmental information (in Rs'm)	Quarter ended Mar 31, 2021	Quarter ended Mar 31, 2020 Restated	Nine months ended Mar 31, 2021	Nine months ended Mar 31, 2020 Restated
Revenue				
Agro-industry	100	121	575	702
Commerce and industry	666	871	2,562	3,037
Real estate	574	621	2,037	2,182
Land and investments	4	9	10	24
Hospitality	57	877	681	3,021
Logistics	889	775	2,893	2,562
Fintech	205	224	634	633
Corporate office	3	1	7	9
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	2,497	3,498	9,398	12,168
Results after taxation				
Agro-industry	(38)	1	(62)	62
Commerce and industry	(16)	(10)	59	74
Real estate	5	(195)	263	(94)
Land and investments	(43)	(129)	(198)	(375)
Hospitality	(523)	(113)	(1,632)	205
Logistics	36	(15)	134	65
Fintech	70	(94)	133	(106)
Corporate office	(6)	(14)	(24)	(34)
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	(516)	(569)	(1,326)	(204)

Statement of **profit or loss**

Statement of profit or loss (in Rs'm)	Quarter ended Mar 31, 2021	Quarter ended Mar 31, 2020 Restated	Nine months ended Mar 31, 2021	Nine months ended Mar 31, 2020 Restated
Revenue	2,497	3,498	9,398	12,168
Operating (loss)/profit	(25)	(93)	3	650
Fair value gain/(loss) on financial assets at fair value through profit or loss	0	(6)	4	(7)
Fair value loss on revaluation of investment properties	-	(100)	-	(91)
Land conversion rights	-	-	54	-
Profit on sale of land and investments	60	(10)	68	1
Excess of fair value of the share of net assets over acquisition price	-	-	-	5
Goodwill impaired	(40)	(7)	(40)	(7)
Share of profits less losses of associated companies and jointly controlled entities	(218)	10	(559)	380
Finance costs	(278)	(322)	(834)	(975)
Loss before taxation	(501)	(527)	(1,305)	(45)
Taxation	(15)	(41)	(21)	(159)
Loss after taxation for the period	(516)	(569)	(1,326)	(204)

Statement of **cash flows**

Cash flow statements (in Rs'm)	Nine months ended Mar 31, 2021	Nine months ended Mar 31, 2020 Restated
Net cash flows from operating activities	548	415
Net cash flows from investing activities	(888)	(856)
Net cash flows from financing activities	687	940
Net movement in cash and cash equivalents	346	498
Opening cash and cash equivalents	2,220	449
Effects of exchange rate changes	11	37
Closing cash and cash equivalents	2,577	984

