

ANNUAL RESULTS PRESENTATION
FOR THE YEAR ENDED 30 JUNE

2020

DISCLAIMER



- At Adapt IT Holdings Limited (“Adapt IT”) we appreciate the need for transparency and accountability and wish to use this presentation to provide general information about our company. We do not intend for the information to constitute investment or other professional or financial product advice. We also do not intend for you to use information as the basis for making an investment decision. You must consult professional advisers before making such an investment decision or taking any action which might affect your personal finances or business.
- We have prepared this presentation based on information currently available to us, including information we have obtained from 3rd parties that has not been independently verified. We do not expressly or impliedly warrant the fairness, accuracy, correctness, completeness or reliability of the information, opinions or conclusions we express as part of the presentation.
- Any opinions, statements or information we make available as part of this presentation may change without notifying you, and we express it in good faith.
- A significant portion of the information that we disclose in this presentation contains “forward-looking information,” as described in the Financial Markets Act of 2014 (and which we collectively refer to as forward-looking statements). Only statements of historical fact are not forward-looking statements. Information that constitutes forward-looking statements in this presentation includes, but is not limited to, (i) the expected development and progression of our business and projects; (ii) the execution of our vision and growth strategy, including future mergers and acquisitions activity and international growth; and (iii) the continuation or renewal of our current customer, collaborator, supplier and other key agreements.

BUSINESS OVERVIEW



ABOUT ADAPT IT



1 117 employees

53 Countries served worldwide

10 000+ customers

Level 1 B-BBEE contributor

National offices: Johannesburg, Durban, Cape Town

International offices: Mauritius, Australia, Botswana, Singapore, Ireland, Kenya, Nigeria and New Zealand

Strategic Partners: SAP™ | Oracle™ | Microsoft™ | IBM™ | Moodle™ | Amazon Web Services (AWS)

DIRECTORATE



NON-EXECUTIVE DIRECTORS

EXECUTIVE DIRECTORS



**CRAIG
CHAMBERS**

**OLIVER
FORTUIN**

**CATHERINE
KOFFMAN**

**ZIZIPHO
NYANGA**

**SIBUSISO (SBU)
SHABALALA**

**TIFFANY
DUNSDON**

**NOMBALI
MBAMBO**

CFA, PDM, BCom

MBA

**BA, LLB, LLM
Admitted
Attorney**

CA (SA), GEDP

BCom

CA (SA)

CA (SA)

**Independent
Chairman**

**Lead Independent
Director**

**Independent
Director**

**Independent
Director**

**Chief Executive
Officer**

**Chief Commercial
Officer**

**Chief Financial
Officer**

**Appointed
3 May 2011**

**Appointed
8 February 2013**

**Appointed
9 February 2015**

**Appointed
27 May 2019**

**Appointed
5 December 2007**

**Appointed
18 April 2002**

**Appointed
18 August 2016**

**Chairperson
Nominations
Committee**

**Chairperson
Social and Ethics
Committee**

**Chairperson
Remuneration
Committee**

**Chairperson
Audit and Risk Committee**

**Chief Executive
Officer**

**Chief Commercial
Officer**

**Chief Financial
Officer**

**Member
Remuneration
Committee**

**Member
Audit and Risk Committee**

**Member
Audit and Risk Committee
Nominations Committee
Social and Ethics
Committee**

**Member
Remuneration
Committee
Nominations Committee**



EDUCATION

SOFTWARE SOLUTIONS

- Compliance Training
- Timetabling Solutions
- Corporate Training
- Student Monitoring System
- Student Finance Administration



MANUFACTURING

SOFTWARE SOLUTIONS

- Resource Management
- Logistics Management
- Anti-Fraud
- Safety and Maintenance
- Operations Management
- Shift Management



FINANCIAL SERVICES

SOFTWARE SOLUTIONS

- Financial Statements
- Auditing Solutions
- All-in-one Tax Solution
- Secretarial Management
- Time and Billing

Education's student management solutions allows the team to solve complex problems for the Higher Education (HE) and Technical Vocational Education and Training (TVET) sectors.

The division assists students, institutional administrators, lecturers and management, to effectively manage the entire student lifecycle through customised solutions including, financial management, timetabling, human capital and resource management efficiencies.

Manufacturing solutions improve the safety, compliance and efficiency of maintenance activities through - permit to work, operational risk and energy isolation management software.

Within the sugar industry, the division provides ongoing support and maintenance of custom-built ERP's, warehousing and management systems. The division also has cost-effective business management tools that provide control, enforce compliance and automate tedious processes.

Financial services solutions automate the production of financial statements, and streamline assurance engagements, practice management, secretarial work and tax management.

The division ensures that finance professionals are equipped with innovative software that is compliant with all country specific disclosure requirements.



ENERGY

SOFTWARE SOLUTIONS

- A full spectrum SAP™ Partner
- Oil & Gas Business Management Solution
- Advanced Human Capital Management and Payroll
- Terminal Automation and Control Solutions
- Infrastructure and Applications for Fuel Marketers
- Advanced Planning, Transport and Distribution
- Fuel POS Technology, Software and Retail Automation



COMMUNICATIONS

SOFTWARE SOLUTIONS

- Customer Experience & Mobility
- Advanced Analytics
- Next-Gen VAS & Internet of Things
- Fraud Prevention
- Fintech
- Data Management



HOSPITALITY

SOFTWARE SOLUTIONS

- On-premise and Cloud Restaurant Management Solutions
- Cloud and Mobile Restaurant POS Platform
- Hotel Management System
- Enterprise platform for Hotel Operations and Distribution

Energy's Supply Chain professionals design, implement and support SAP and leading supply chain solutions within the Oil and Gas sector.

The divisions solutions seamlessly integrate between ERP, Terminal Automation and Management, Fleet Management and Routing, Warehousing and Fuel Retail Network Management.

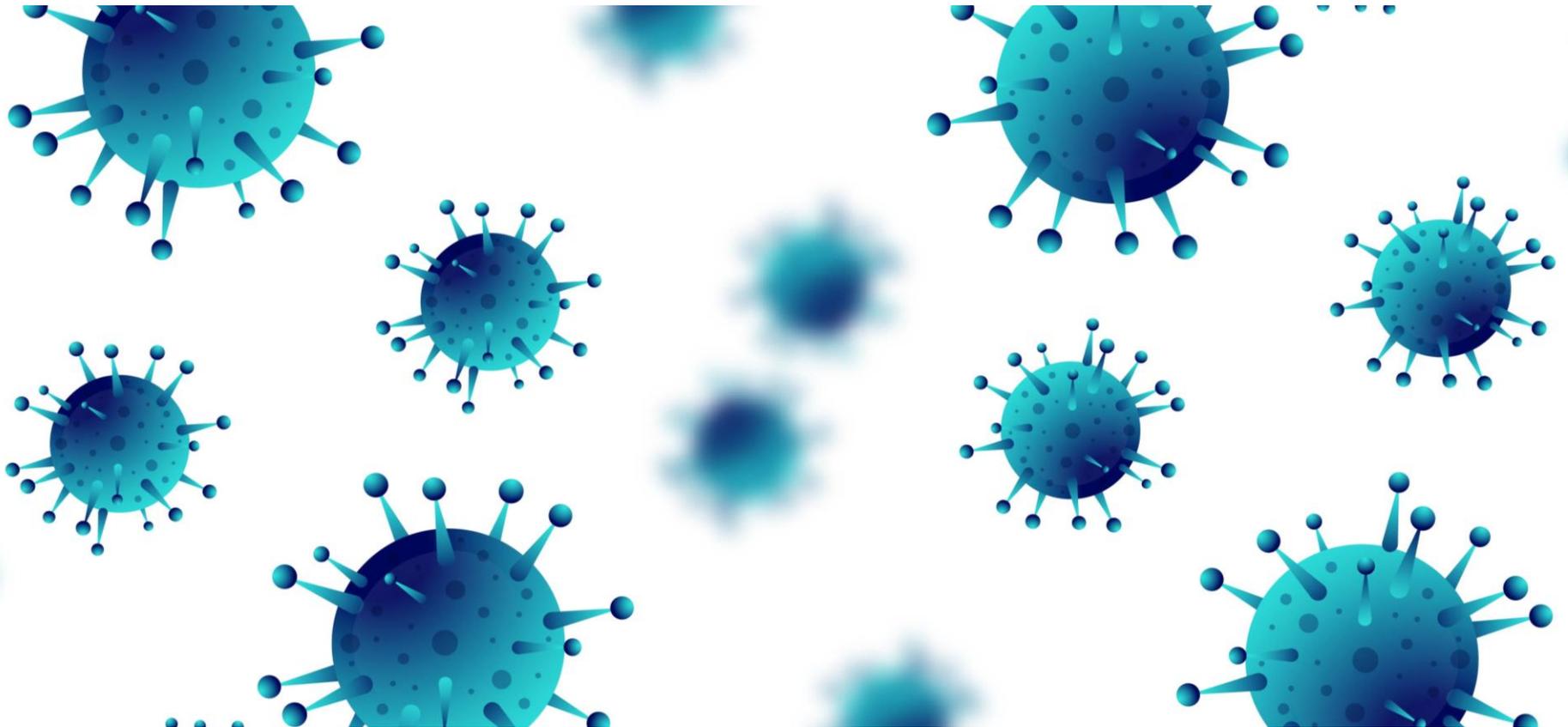
Communication's provide products and solutions across an MNO's Core Network, from Next-Gen Value Added Services through to Data Analytics and IoT Management. The divisions solutions are cloud and security ready, dynamic and flexible with our modules able to operate independently or harmoniously with other third-party solutions.

The technology expense solutions provide customers with strategic insight and recommendations on their technology and vendor spend and integrate disparate financial data to improve budgeting and forecasting year on year.

Hospitality's team offers cloud and on-premise food and beverage and hospitality solutions, that improve control through offering a single view into multi-site, multi-concept and varying locations.

The divisions stable technology platform enables clients to utilise reporting to see what is happening at each location, further providing support for delivery as well as user revenue-generating options.

PERIOD REVIEW



RESPONSE TO COVID-19

THE IMPACT OF COVID-19 ON ADAPT IT

Adapt IT, like many other corporates, was impacted by the Covid-19 pandemic and related regulations, requiring a structured response which included the retrenchment of approximately 6% of the employees. The majority of the impact was felt across the **Hospitality and Manufacturing** divisions, where there was an impossibility to perform due to the regulations. Project delays and the inability for Adapt IT to be on site negatively impacted a number of the divisions. Overall the group is satisfied with its management of this pandemic.

RESPONSE PLAN

To effectively manage the Covid-19 landscape and impact on Adapt IT

A project management office has been established to monitor and report on the following key streams:

- **Finance Tracking**
 - **Risk Monitoring**
 - **Operations**
 - **Employee Engagement**
 - **Customer Engagement**
 - **Innovation and Response Hub**
- **Real time risk management:** an online risk survey has been implemented for divisions to notify the project management office of material risks as they arise.

ACTIONS TAKEN



Office de-mobilisation – all employees were requested to work from home at the start of lockdown, with very strict protocols being in place for employees who were required to return to the office.



Remote work– employees have been equipped with network coverage and relevant applications in order for them to continue delivering value to clients.



Team downsizing – where permanent market contraction has been experienced (e.g. Hospitality division), downsizing was applied to the team.



Retrenched employee support – where downsizing was required, retrenched employees received ex gratia payments above the minimum, in addition to severance pay and extended medical aid cover.



Company policies – policies have been adjusted to accommodate necessary changes, including flexible work hours and leave extensions to support parents as well as reduced working hours to account for project delays.



Employee Wellness – a confidential helpline is available to all employees and their immediate family members.



Hygiene – the recommended hygiene protocols have been put in place at the all offices, including temperature monitoring, sanitising stations, card access etc.



Communication – there has been increased employee and customer engagement to provide business updates as well as general encouragement.

SUSTAINABILITY APPROACH

- Sustainability remains a **key imperative for all stakeholders** as it pertains to economic, social and environmental considerations.
- Adapt IT has always undertaken a **proactive approach to managing risks** that impact the sustainability of the business, addressing these in the **company strategy**.
- Through the **strategic initiatives** pursued, Adapt IT was able to deliver **robust performance** in an extremely challenging macroeconomic environment.
- Sustainability is not only a consideration related to the **longevity of the company**, but an **operational approach that makes a positive impact** while minimising negative impacts.
- Adapt IT strives to achieve the **highest corporate governance standards**, seeking opportunities to improve its **sustainability stewardship** and enabling early identification and **mitigation of risks**.
- **Reporting is a vital tool** in enabling the identification of areas of improvement.

FOCAL AREAS

The decision to align Adapt IT's sustainability reporting to the Global Reporting Initiative (GRI) Sustainability Reporting Standards is a key aspect of maintaining a proactive approach to managing sustainability risks.

Economic

- Economic Performance
- Market Presence
- Procurement Practices
- Anti-corruption
- Anti-competitive Behaviour

Social

- Employment
- Labour/Management Relations
- Occupational Health and Safety
- Training and Education
- Diversity and Equal Opportunity
- Non-discrimination
- Equal Remuneration for Women and Men
- Child Labour
- Forced or Compulsory Labour
- Rights of Indigenous Peoples
- Customer Privacy and Data Security

Social

- Human Rights Assessment
- Public Policy
- Supplier Social Assessment
- Local Communities

Systemic Risks from Technology Disruptions

- Performance Issues
- Description of Business Continuity Risks Related to Disruptions of Operations
- Number of Licenses or Subscriptions and Percentage that is Cloud-Based

Environmental

- Environmental Compliance
- Energy
- Waste
- Water and Effluent

B-BBEE LEVEL 1 ACHIEVEMENT

EMPOWERLOGIC

Broad Based Black Economic Empowerment Verification Certificate
 Issued to
Adapt IT (Pty) Ltd
Level 1 Contributor

Measured Entity	
Company Name	Adapt IT (Pty) Ltd
Registration Number	1996/006272/07
VAT Number	4540158377
Address	152 14th Road Midrand 1685

B-BBEE Status	
B-BBEE Status Level	
Level 1	
Element Points Obtained	EO: 20.07 points; MC: 16.74 points; SD: 12.82 points; ESD: 54 points; SED: 12 points
Discounting Principle Applied	No Measurement Period Year End 30/06/2020
Empowering Supplier	Yes Achieved Y.E.S target and 2.5% Absorption: Moved up 1 B-BBEE Recognition Level

BEE Procurement Recognition Levels		
Level	Qualification	%
1	≥ 120 Points	135%
2	≥ 115 but < 120	125%
3	≥ 110 but < 115	110%
4	≥ 100 but < 110	100%
5	≥ 95 but < 100	80%
6	≥ 90 but < 95	60%
7	≥ 75 but < 90	50%
8	≥ 55 but < 75	10%
Non Compliant		<55 0%

B-BBEE Status	
<small>*Black Owned ≥51% and full points for Net Value</small>	
Black Voting Rights	40.52%
Black Economic Interest	40.10%
51% Black Owned *	No
Black Designated Groups	0.00%
<small>*Black Women Owned ≥30% and full points for Net Value</small>	
Black Women Voting Rights	5.21%
Black Women Economic Interest	5.14%
30% Black Women Owned *	No
Normal Flow Through Principle Applied	

Issue Date	29/09/2020
Expiry Date	28/09/2021
Certificate Number	ELC9774RGENBBICT
Version	Final
Applicable Scorecard	Amended ICT - Generic
Applicable BBBEE Codes	Amended ICT Codes Gazetted on 7 November 2016



EmpowerLogic (Pty) Ltd
 Reg. No. : 1995/000523/07
 BBBEE Verification Agency

Prebhashini Govender
 Per Prebhashini Govender
 Member - Verification Committee



sanas
 SANAS Accredited

BVA018
 This certificate supersedes any previous certificates issued to the Measured entity. This certificate is the result of an independent and impartial verification of the BBBEE status of the measured entity measured against the Codes of Good Practice on Broad Based Black Economic Empowerment. This certificate has been issued in accordance with the EmpowerLogic Verification Certificate Policy. EmpowerLogic uses the Law Trust advanced electronic signature system (AeSign) which is compliant with the Electronic Communications and Transactions Act no 25 of 2002. The validity of the certificate is ensured as long as the digital signature details corresponds with the Technical Signatory's details as displayed on the certificate.



DEBT REDUCTION

The group has been focused on cost reduction and containment, as well as strict cash and working capital management. Consequently the net debt levels have reduced significantly.



Net gearing was down by 34% to **43%** reduced from **66%** and all debt covenants were met at 30 June 2020.



Cash generated from operations was **R227 million**, from **R179 million** in 2019, representing a **cash conversion ratio of 1,28 times**.



The board has **prioritised the reduction of borrowings** and has **remained prudent in preserving cash** during these unprecedented times.

FY20 FINANCIAL PERFORMANCE



Revenue up 3%
to R1.5bn

Annuity revenue 62%
Foreign revenue 27%

EBITDA up 9%
to R250m

EBITDA margin up 5%
to 17%

Cash generated from
operations up
27% to R227m

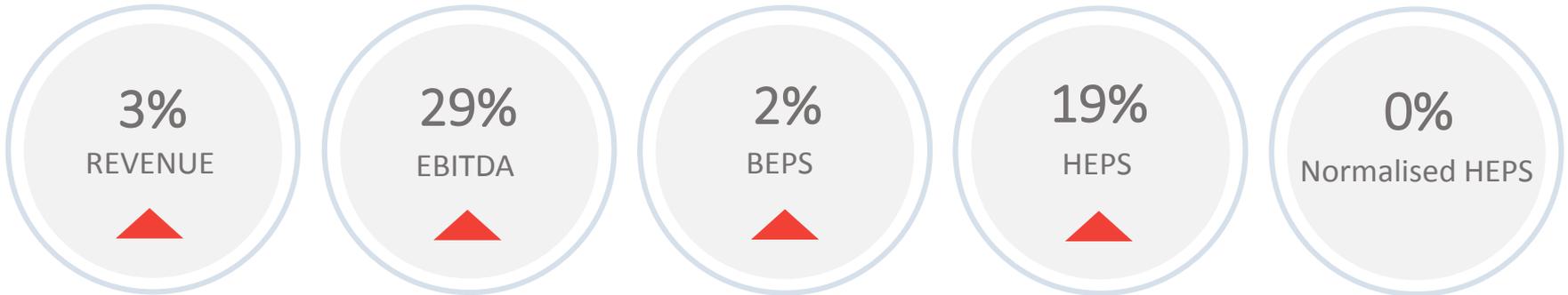
Cash conversion ratio
of 1,28 times

FINANCIAL RESULTS

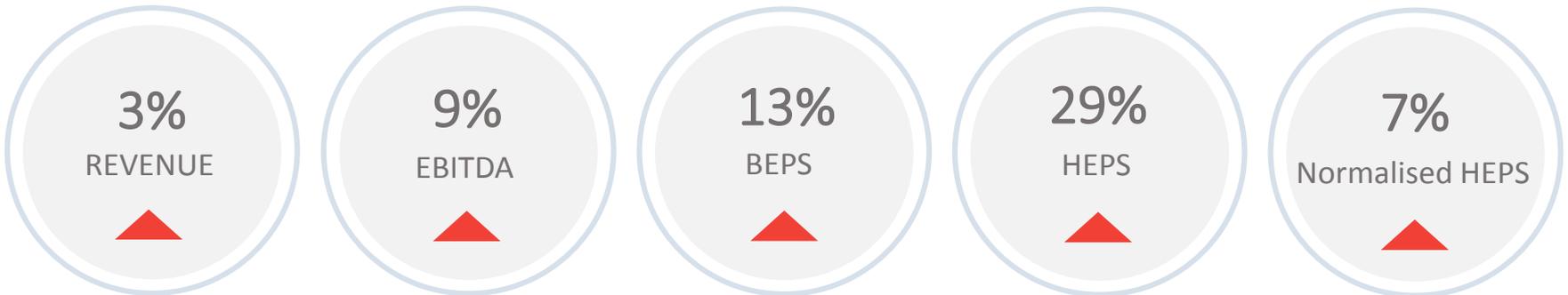


ANNUAL RESULTS 30 JUNE 2020

AFTER IFRS 16



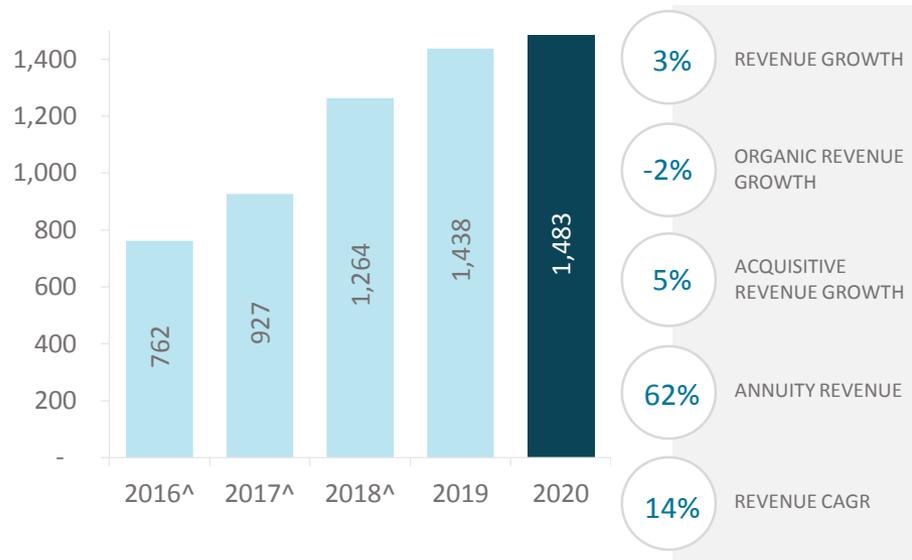
BEFORE THE IMPACT OF IFRS 16 LEASES



ADI 5 YEAR REVIEW

BEFORE IFRS 16

REVENUE (R'm)



EBITDA (R'm)



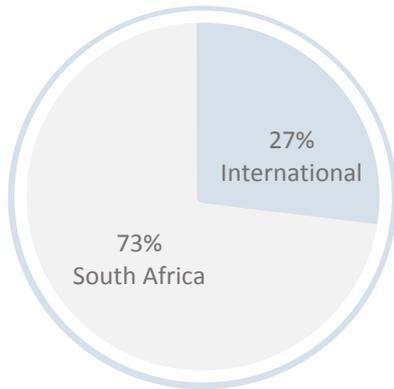
[^] From continuing operations

^{*} Restated

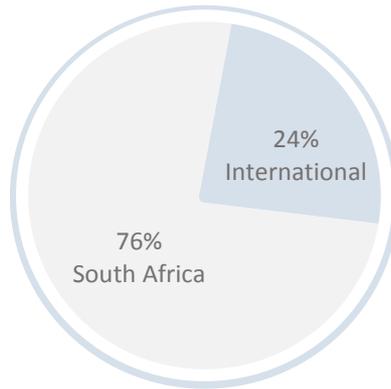
REVENUE DIVERSIFICATION

GEOGRAPHY

FY20

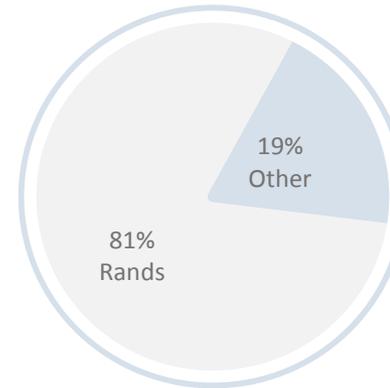


FY19

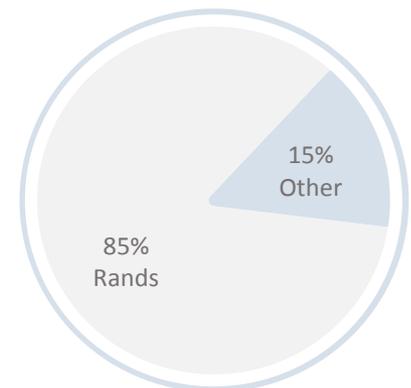


CURRENCY

FY20



FY19



Adapt IT has selected specific markets for diversification where it has realised success, these being the Pan African market contributing 16% to revenue from 32 other African countries and Asia Pacific markets contributing 8% revenue and 3% from other markets.

ADI ABRIDGED CONSOLIDATED STATEMENTS

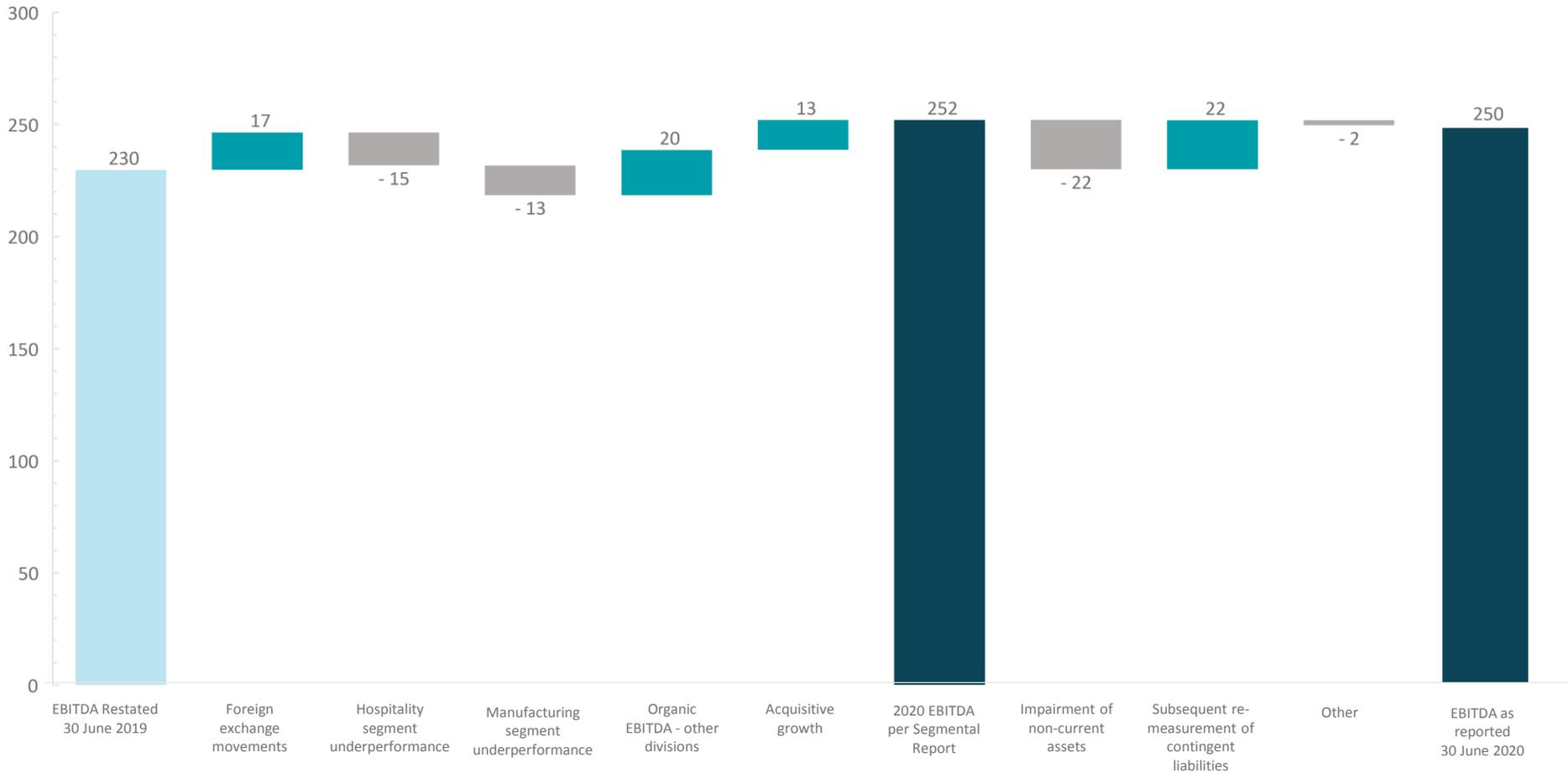


COMPREHENSIVE INCOME - BEFORE IFRS 16

	Consolidated 2020 R'000	Consolidated 2019* R'000	% Change
Revenue	1 483 347	1 438 138	3
Cost of sales	(661 285)	(645 556)	2
Gross profit	822 062	792 582	4
Operating expenses	(572 514)	(563 009)	2
EBITDA	249 548	229 573	9
Depreciation and amortisation	(28 383)	(26 021)	9
Amortisation of intangible assets acquired	(43 574)	(40 176)	8
Profit from operations	177 591	163 376	9
Net finance cost	(51 791)	(39 797)	30
Profit before taxation	125 800	123 579	2
Income tax expense	(47 192)	(48 549)	(3)
Profit for the year	78 608	75 030	5
Headline earnings	99 619	82 701	20
Amortisation of intangible assets acquired net of deferred tax	32 663	29 931	9
Fair value adjustment to financial liability	3 286	4 089	(20)
Subsequent remeasurement of contingent liabilities	(22 017)	(3 262)	575
Normalised headline earnings	113 551	113 459	0
Weighted average number of ordinary shares in issue	137 262	146 730	(6)
HEPS (cents)	72,58	56,36	29
Normalised HEPS (cents)	82,73	77,33	7

* Restated

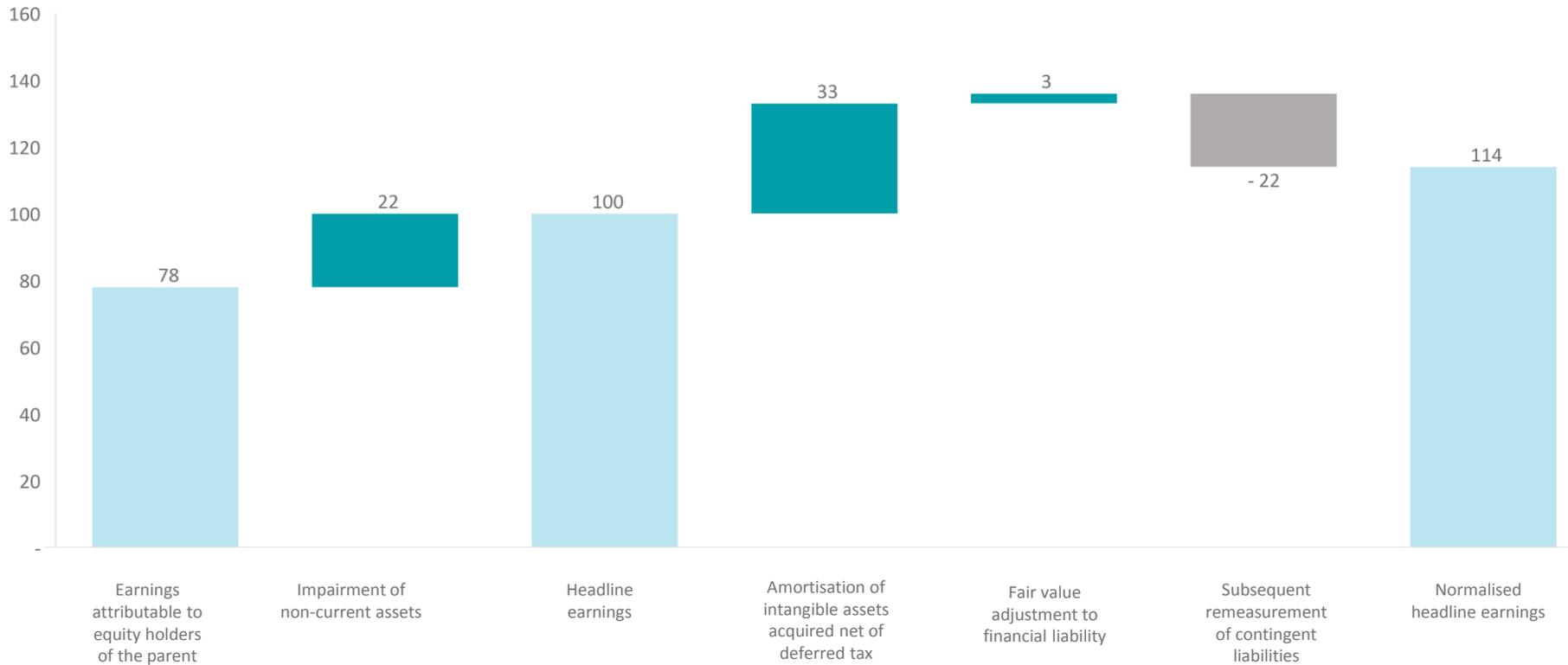
EBITDA BRIDGE (R'm)



EARNINGS BRIDGE (R'm)

EARNINGS, HEADLINE EARNINGS AND NORMALISED HEADLINE EARNINGS

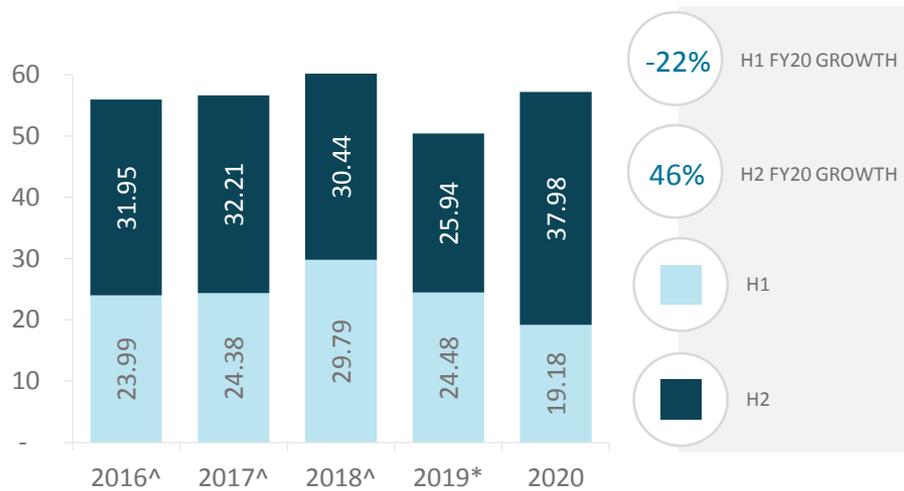
30 JUNE 2020



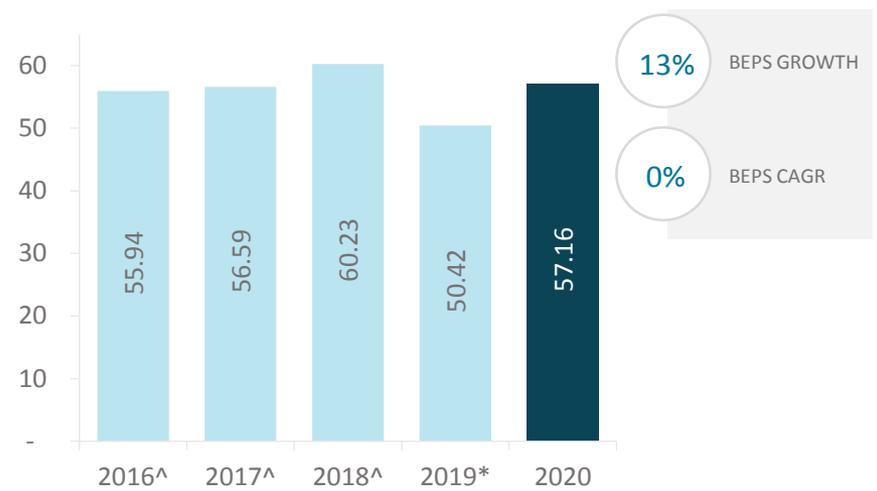
ADI 5 YEAR REVIEW

BEFORE IFRS 16

BEPS (cents)



BEPS (cents)



[^] From continuing operations

^{*} Restated

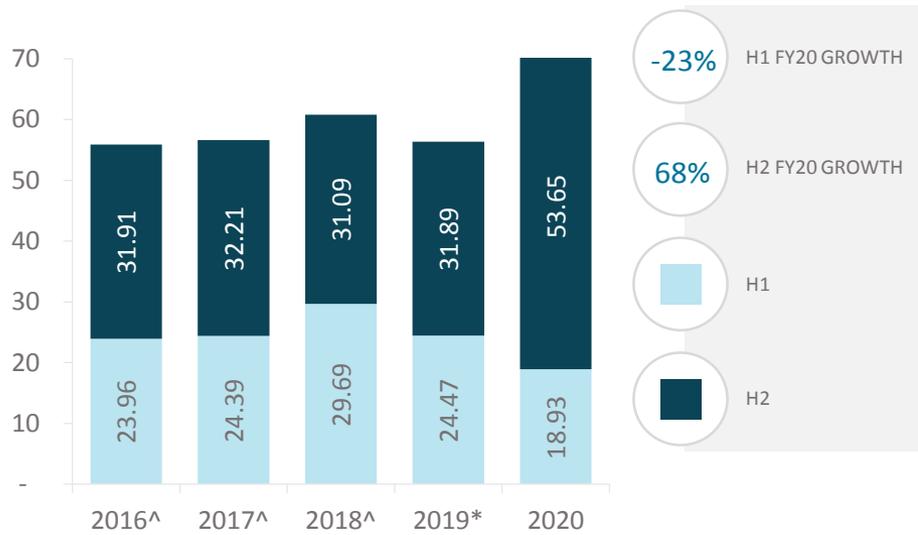
H1 numbers as previously reported

In response to Covid-19, cost containment and cash preservation control were intensified. These included accelerating operational efficiency projects, particularly in divisions that were most impacted by Covid-19. Capital spend and recruitment were subject to approval at senior level, and no bonuses were awarded irrespective of divisional performance.

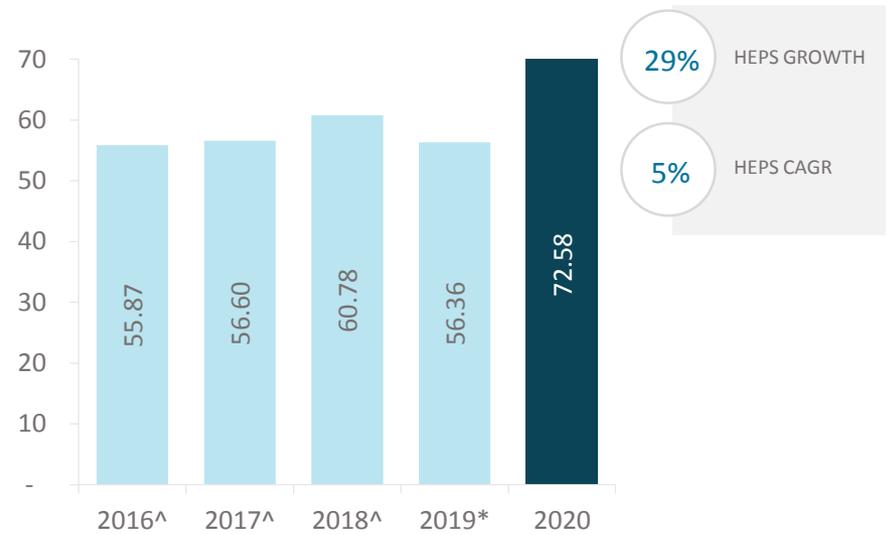
ADI 5 YEAR REVIEW

BEFORE IFRS 16

HEPS (cents)



HEPS (cents)



[^] From continuing operations

^{*} Restated

H1 numbers as previously reported

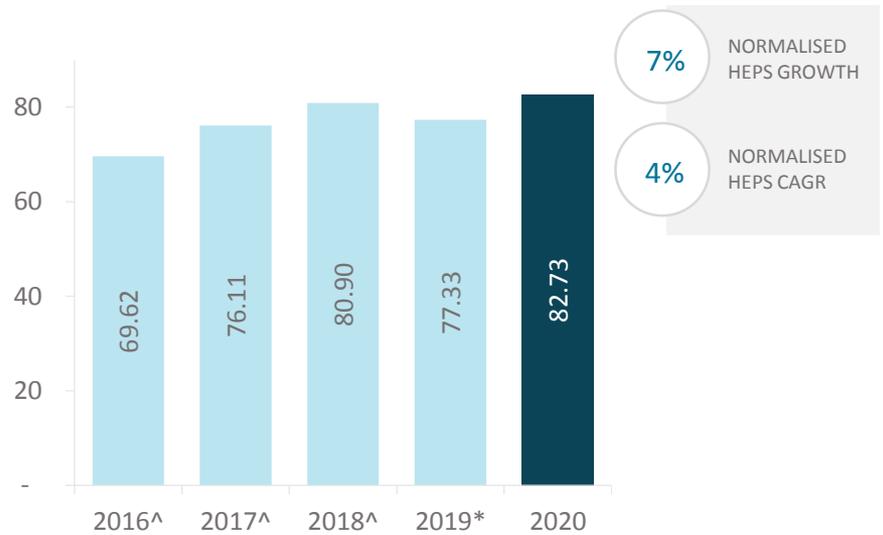
ADI 5 YEAR REVIEW

BEFORE IFRS 16

NORMALISED HEPS (cents)



NORMALISED HEPS (cents)



[^] From continuing operations

^{*} Restated

H1 numbers as previously reported

ADI ABRIDGED CONSOLIDATED STATEMENTS



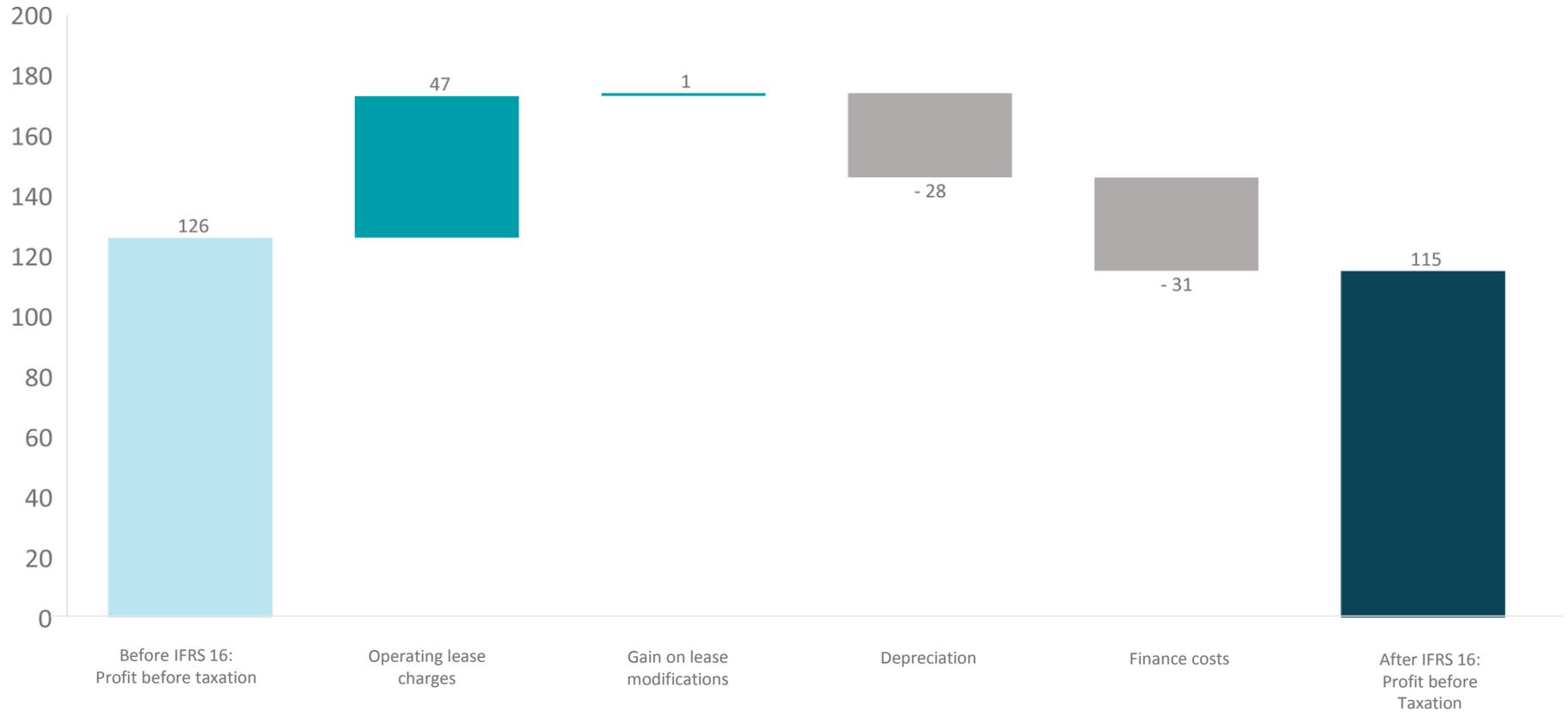
FINANCIAL POSITION - BEFORE IFRS 16

	Consolidated 2020 R'000	Consolidated 2019* R'000
Goodwill	705 099	704 183
Intangible assets acquired	205 628	244 559
Other non-current assets	171 046	232 025
Total non-current assets	1 081 773	1 180 767
Current assets	589 797	456 425
Non-current assets classified as held for sale	9 500	7 826
Total assets	1 681 070	1 645 018
Total equity	777 961	677 686
Non-current liabilities	530 141	105 228
Current liabilities	372 968	862 104
Total liabilities	903 109	967 332
Total equity and liabilities	1 681 070	1 645 018
Net gearing ratio	43,38%	65,60%

* Restated

IFRS 16 PBT ADOPTION IMPACT (R'm)

30 JUNE 2020



IFRS 16 NET ASSETS ADOPTION IMPACT (R'm)

ADOPTION IMPACT ON 1 JULY 2019



ADI ABRIDGED CONSOLIDATED STATEMENTS



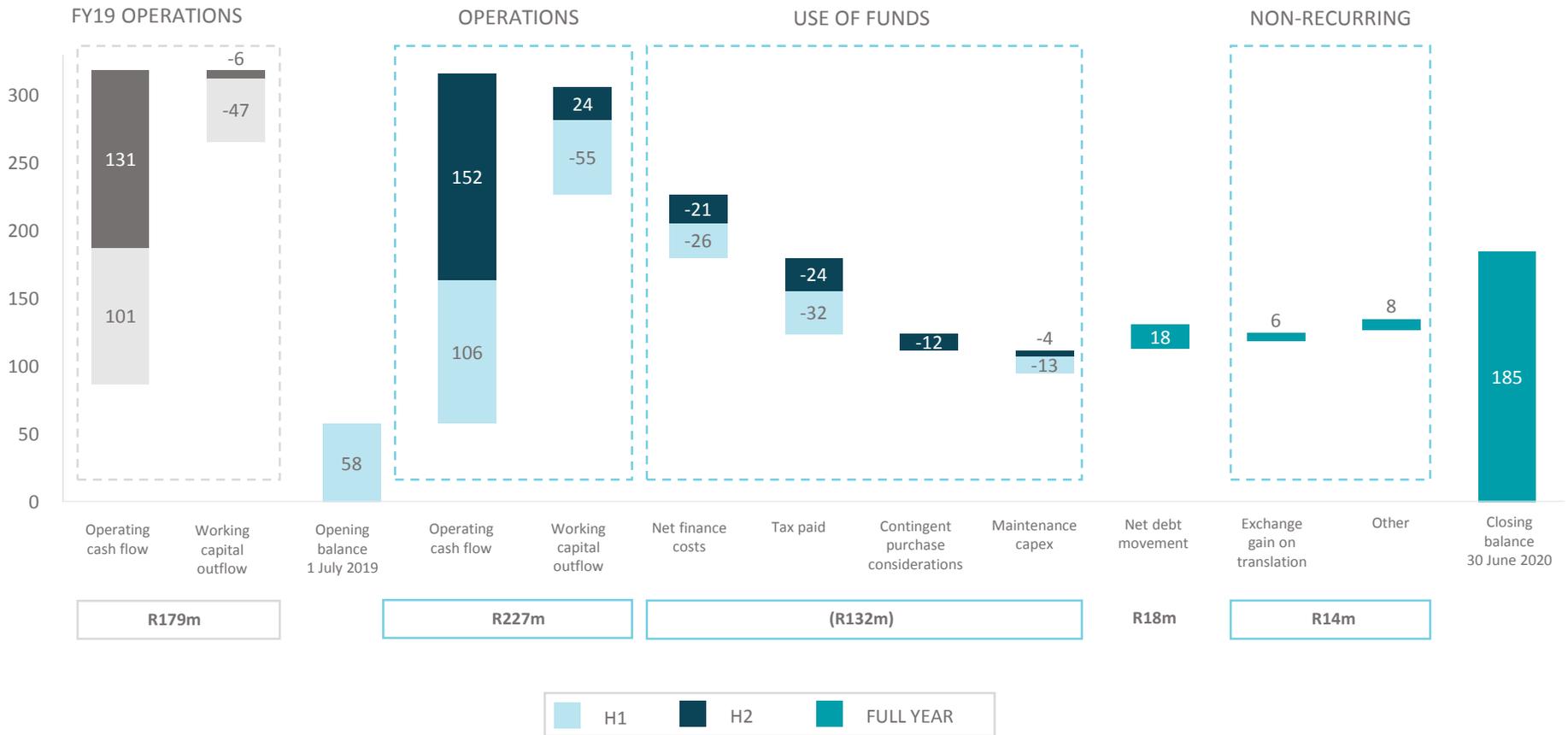
CASH FLOWS - BEFORE IFRS 16

	Consolidated 2020 R'000	Consolidated 2019* R'000
Operating activities		
Operating cash flow	257 667	232 200
Working capital outflow	(31 022)	(53 512)
Cash generated from operations	226 645	178 688
Finance income	2 332	3 034
Finance costs	(49 647)	(41 669)
Dividends paid	-	(28 907)
Taxation paid	(55 583)	(68 838)
Net cash flow generated from operating activities	123 747	42 308
Net cash flow utilised in investment activities	(22 706)	(238 194)
Net cash inflow from financing activities	19 068	168 511
Net increase/ (decrease) in cash resources	120 109	(27 375)
Exchange differences on translation	6 049	(798)
Cash and cash equivalents at the beginning of the period	58 405	86 578
Cash and cash equivalents at end of period	184 563	58 405

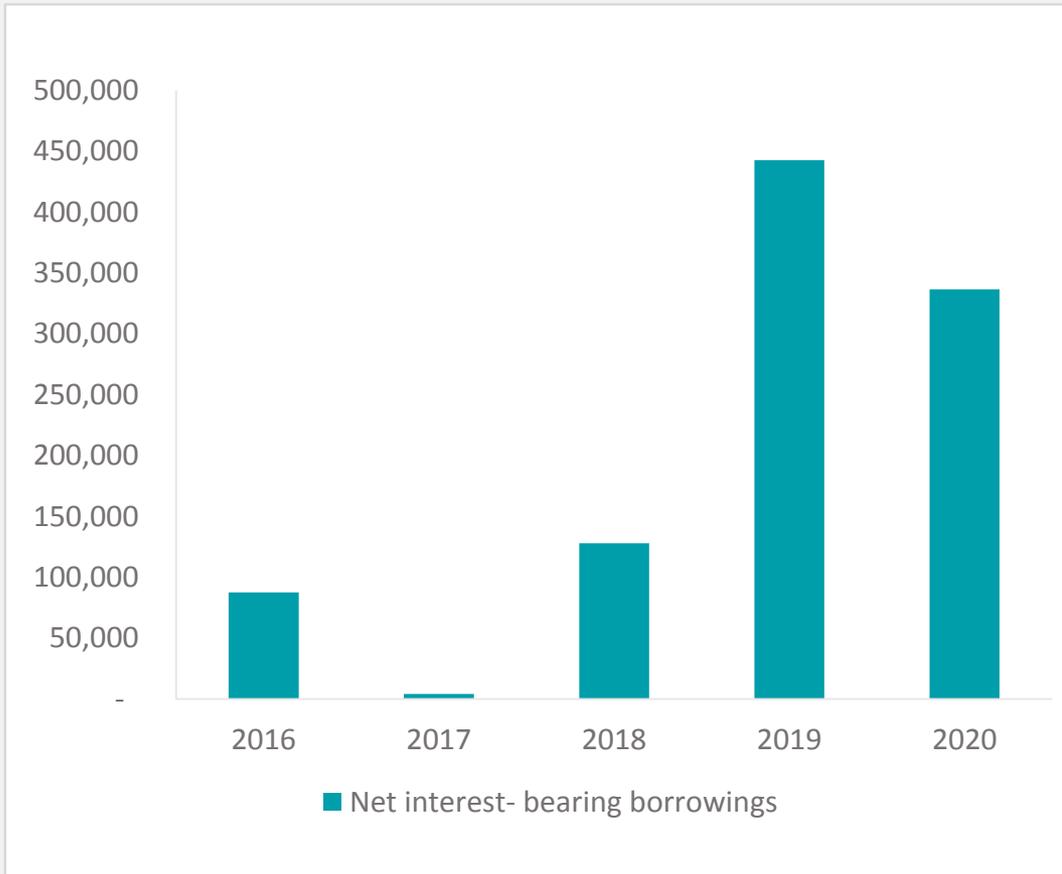
* Restated

Cash generated from operations before working capital changes amounts to **R 258 million (2019: R 232 million)**. The cash conversion ratio achieved was **1,28 times (2019: 1,09 times)**

CASH FLOW BRIDGE (R'm)



NET DEBT



FINANCIAL COVENANTS

Standard Bank of South Africa financial covenants were met with sufficient headroom as at 30 June 2020.

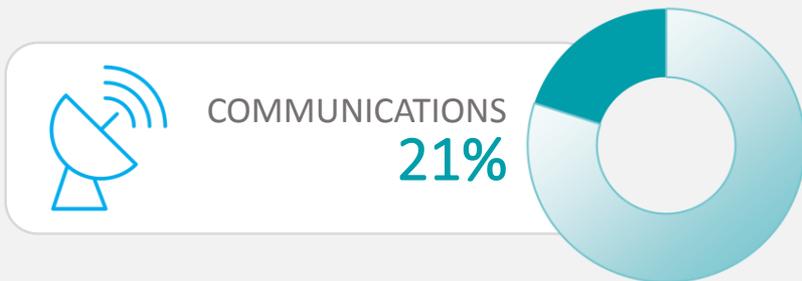
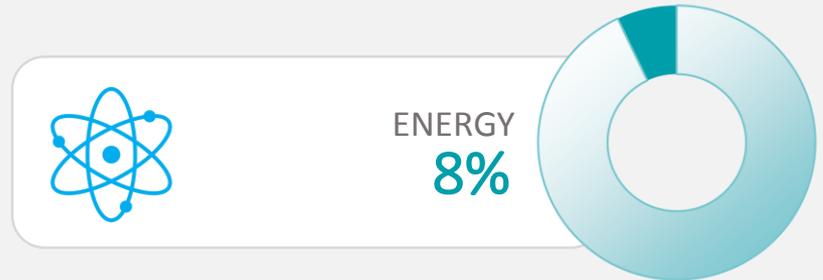
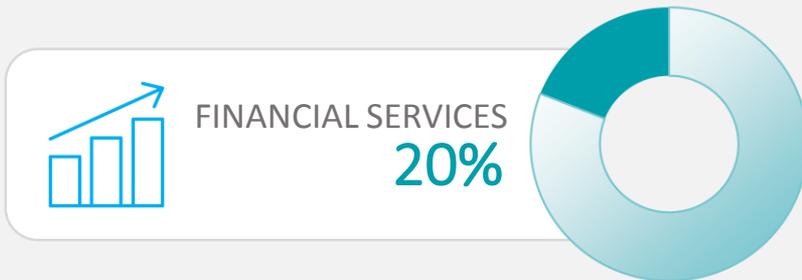
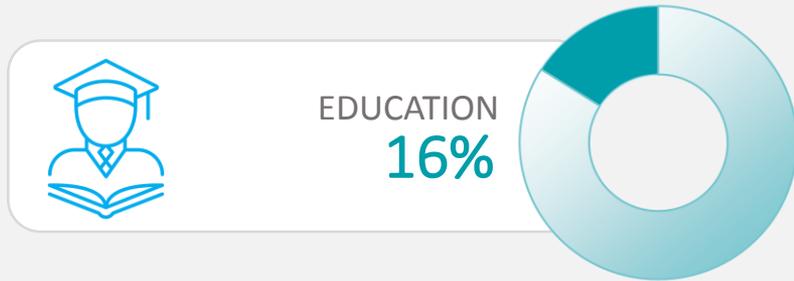
FACILITY CAPITAL AND INTEREST REPAYMENTS

The debt capital repayments for FY20 were R37 million.

Committed debt capital repayments for FY21 will amount to R34 million under the current Standard Bank of South Africa facilities.

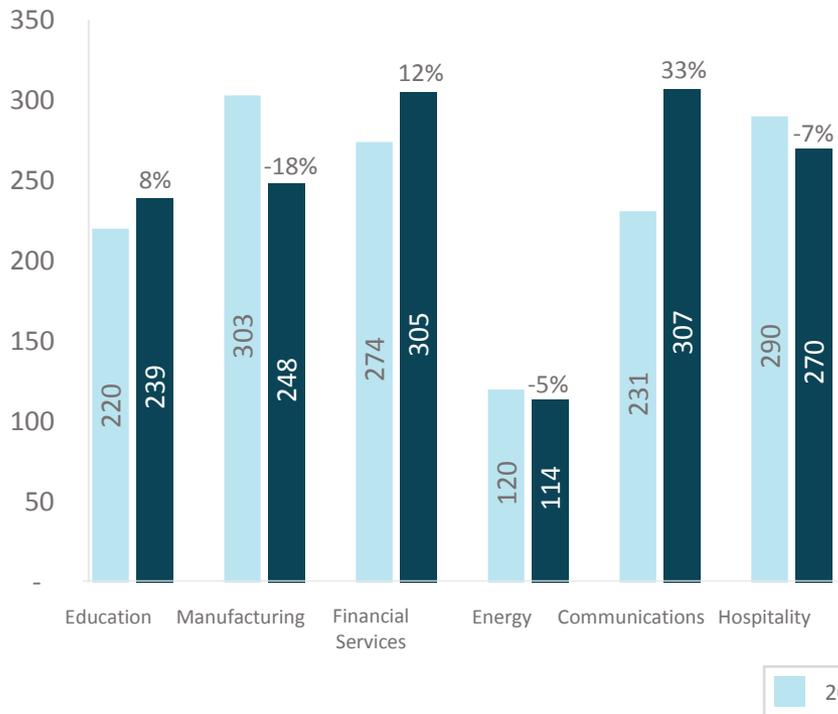
Finance cost related to borrowings will decrease in the next financial period due to committed debt capital repayments.

SECTOR CONTRIBUTION - REVENUE

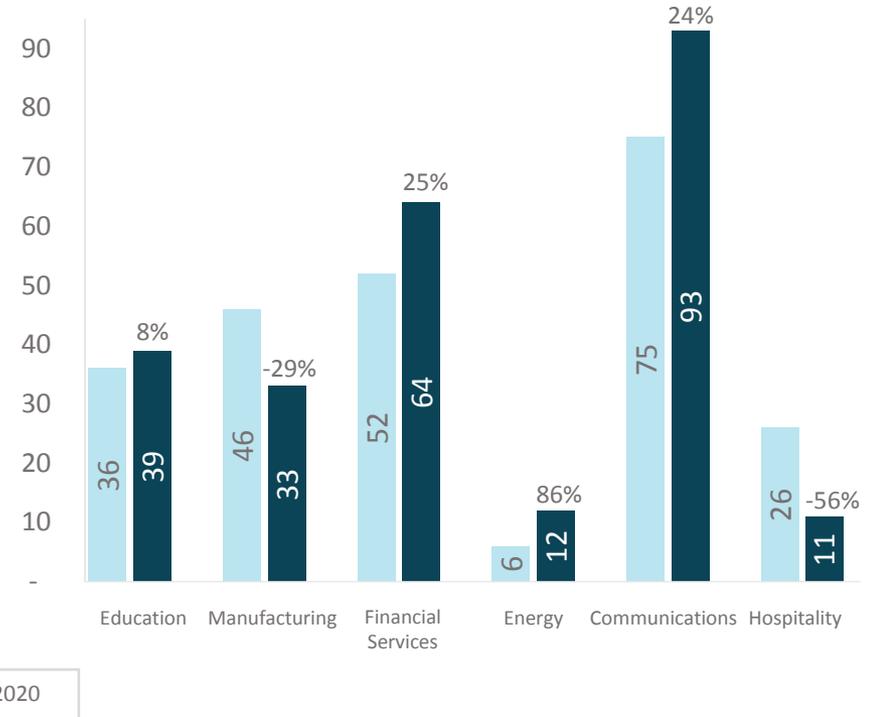


SECTORS (R'm)

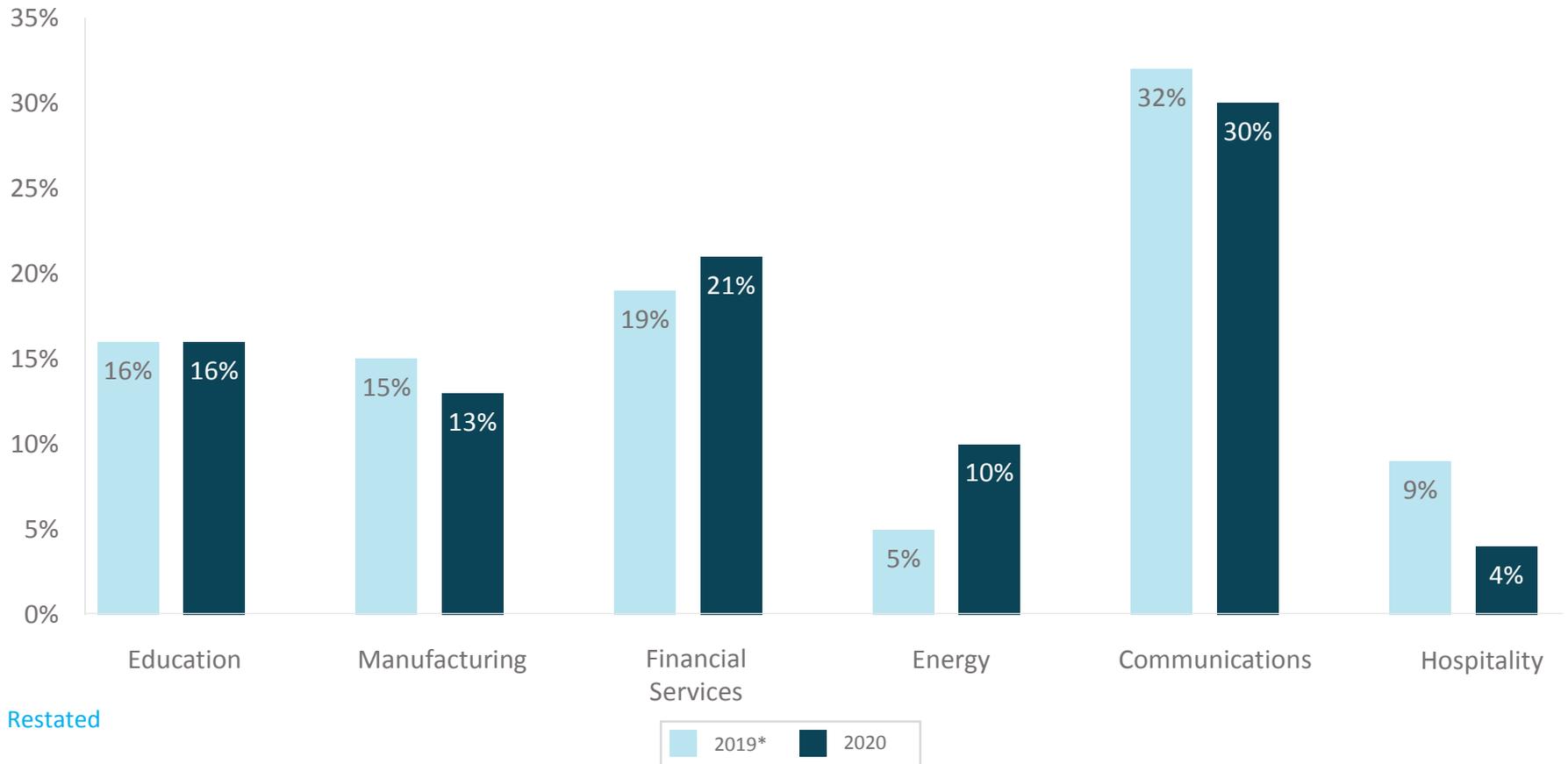
REVENUE



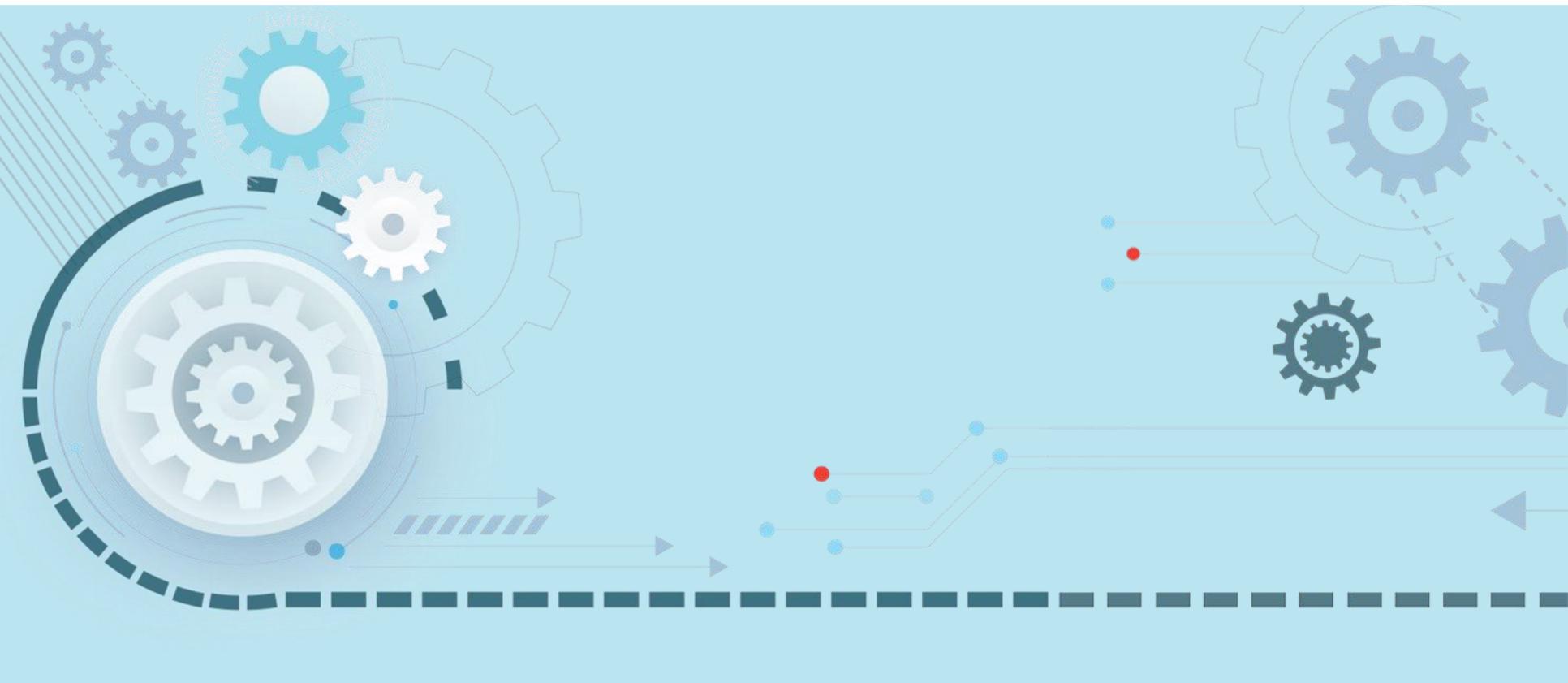
EBITDA



EBITDA MARGIN BY SECTOR

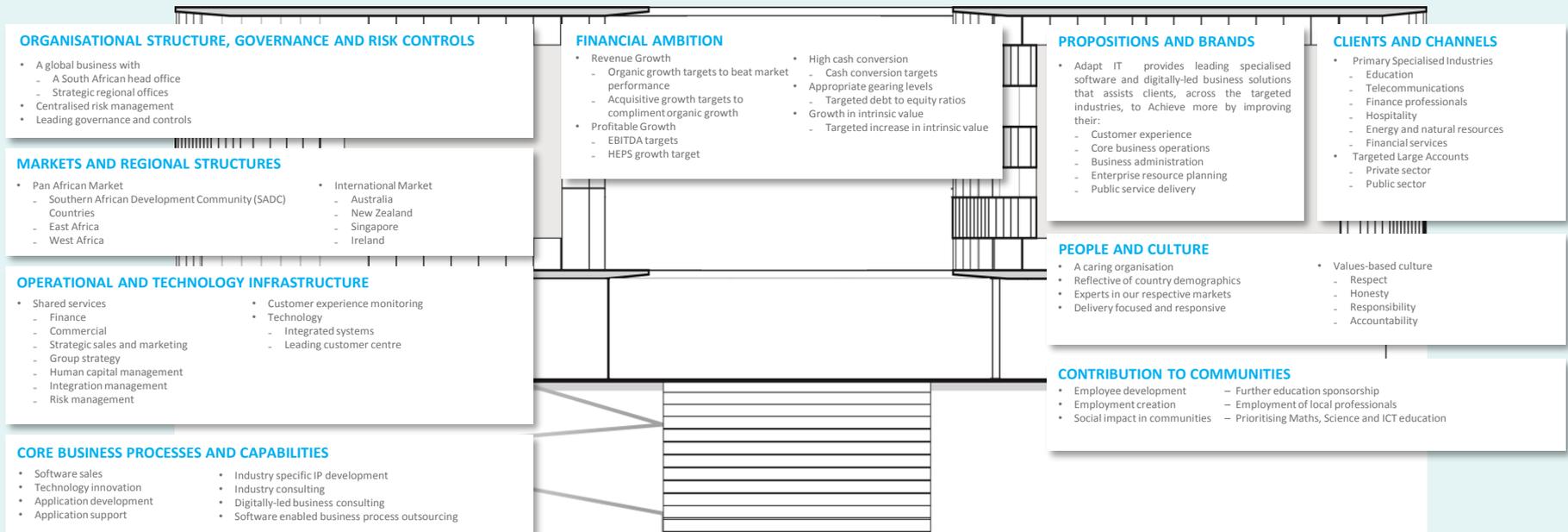


DRIVING THE STRATEGY



To be a leader in specialised software and digitally-led business solutions

BUILDING BLOCKS OF ADAPT IT'S VISION



STRATEGIC PRIORITIES



ADDRESSING OUR DEBT LEVELS



ENHANCE ORGANISATIONAL CULTURE



GENERATE ABOVE INDUSTRY GROWTH



STRATEGIC ACQUISITIONS (LONGER TERM)



DEVELOP STRATEGIC CONSULTING CAPABILITY



IMPROVED OPERATING STRUCTURE



PURSUE GEOGRAPHIC DIVERSIFICATION

STRATEGIC PROGRESS

-  **Revised application of capital** aimed at accelerating the improvement of the net debt position
-  The impact of **Covid-19** has been factored into the divisional strategies including a **restructuring** and **team right-sizing undertaken** across the Manufacturing and Hospitality divisions
-  New **strategic partnerships** enhancing offering and reach
-  Revised operating model and product strategy for the **Rest-of-Africa regions**
-  Additional **Governance improvements** implemented with **enhanced policies, contract management** and **third-party due diligence** procedures
-  Continuous focus on embedding Adapt IT's **values-based culture** and increased **employee engagement initiatives**

LOOKING AHEAD

-  The **Covid-19 landscape** will continue to require continuous monitoring and agility
-  **Delivering on our divisional strategies** as the core business has mostly been refocused and in some cases restructured
-  **Igniting organic growth** through focussed incubation of new lines of business and entrepreneurial programs
-  **Multipliers and growing the industry agnostic portfolio of solutions** will increase existing client base wallet share and strengthen business case for other African markets
-  **Innovation** continues to be a focus while broadening the group's value proposition
-  **Acquisitions** focused on further diversification and solution depth remain on hold
-  Continuous focus on driving down the **debt level**

Adapt IT's strategy is to create sustainable long-term shareholder value by providing specialised software and digitally-led business solutions.

POST-COVID STRATEGIC INITIATIVES

RESULTS AND EXPECTATIONS OF FUTURE MARKET TRENDS



EDUCATION

- **Virtual universities and blended learning** – more universities will be offering courses online
- **Cyber security** – universities will need to fortify themselves with strong cybersecurity networks
- **Increased demand** – to solve for new environment



MANUFACTURING

- **Reduced spending** – economic environment is forcing technology budgets down
- **Delay in capex** – projects are being delayed for new financial years
- **Safety remains a key priority** for the Mining and Manufacturing sectors. The division's solutions are core to operations



FINANCIAL SERVICES

- **Regtech** – new technological solutions that improve and streamline regulatory processes
- **Cloud** – more demand for cloud based solutions
- **Data analytics** – will become more part and parcel of accounting
- **Process automation** – increase in process automation
- **Continued demand** – finance professionals never sleep

ADAPT IT'S RESPONSE

- **Moodle Partnership** – deployment of e-Learning solutions
- **AWS strategic partnership** – AWS partnership with focus on education
- **Strategic support** - solutions that are able to support remote and online learning management
- **Enhanced cybersecurity features** embedded across the product portfolio
- Newly established **data and business analytics unit** has secured substantial opportunities
- Significant interest has been expressed in **Chatbot Technology and Asset verification**

- **Efficiency and cost measures** - deployed to safeguard margins with reduced revenue
- **Cloud based products** – Continuous conversion of products to cloud-based and SaaS

- **Cloud-based products** – continuous conversion of products to cloud-based and SaaS
- **Increased Regtech portfolio** – additional products and solutions
- **Data analytics** – new products and solutions being launched
- **Public sector and broader Africa** – continued growth
- The **new website** and fully **automated online shop** will facilitate easier purchases for customers

POST-COVID STRATEGIC INITIATIVES

RESULTS AND EXPECTATIONS OF FUTURE MARKET TRENDS

 ENERGY	 COMMUNICATIONS	 HOSPITALITY	 PUBLIC SECTOR
<ul style="list-style-type: none"> • Resource demand and price decline – the demand for resources and specifically liquid energy fuels is decreasing • Efficiencies – greater requirement for efficiencies across all areas of energy production • Challenging market – Energy sector finding it difficult and reducing spend wherever possible • SAP landscape – increased demand for new service providers 	<ul style="list-style-type: none"> • 5G – there will be greater network capacity and performance of numerous applications of IoT • Customer support digitisation – analytics-based digital support centres • Cloud Native – greater synergies and opportunities will exist between Telco industry entities and enterprises • Increased demand – for next gen solutions 	<ul style="list-style-type: none"> • Hotels – pressure on cost and delay in capex spend • Corporate food and Beverage market – largely take-aways weathered the storm better with limited closures • Independent restaurants – extreme difficulty. Closures less than expected however higher churn than in prior years • Reduced competition – competitor landscape has reduced due to the economy 	<ul style="list-style-type: none"> • Reduced demand – reduction in spending and project delays due to Covid-19 • Shift in expenditure – budgets have been reallocated to healthcare and education

ADAPT IT'S RESPONSE

- | | | | |
|---|---|---|---|
| <ul style="list-style-type: none"> • Product focus – driving products that drive greater efficiencies across energy supply chains • SAP investment – increased investment in capability | <ul style="list-style-type: none"> • Integration success – support to drive all opportunities arising from the acquisitions undertaken • Scaling up – additional capacity to the services capability • Product and solutions – increased sophistication of integrated solutions | <ul style="list-style-type: none"> • Efficiency and cost measures – deployed to safeguard margins with reduced revenue • Strategic and cost support – cost and payment support extended to small businesses • The company's software remains critical to the hospitality sector • The organisation is well entrenched at clients and will continue to provide critical support to clients going forward | <ul style="list-style-type: none"> • Focused Strategy – clearly defined go-to market strategy and cross team collaboration and alignment • BEE level 1 – improved competitive position • Strategic Partnerships – Increased partnerships and investment into the development of ESD's |
|---|---|---|---|

IN CONCLUSION



SOCIAL RESPONSIBILITY

2020 ADOPT-A-SCHOOL FOUNDATION



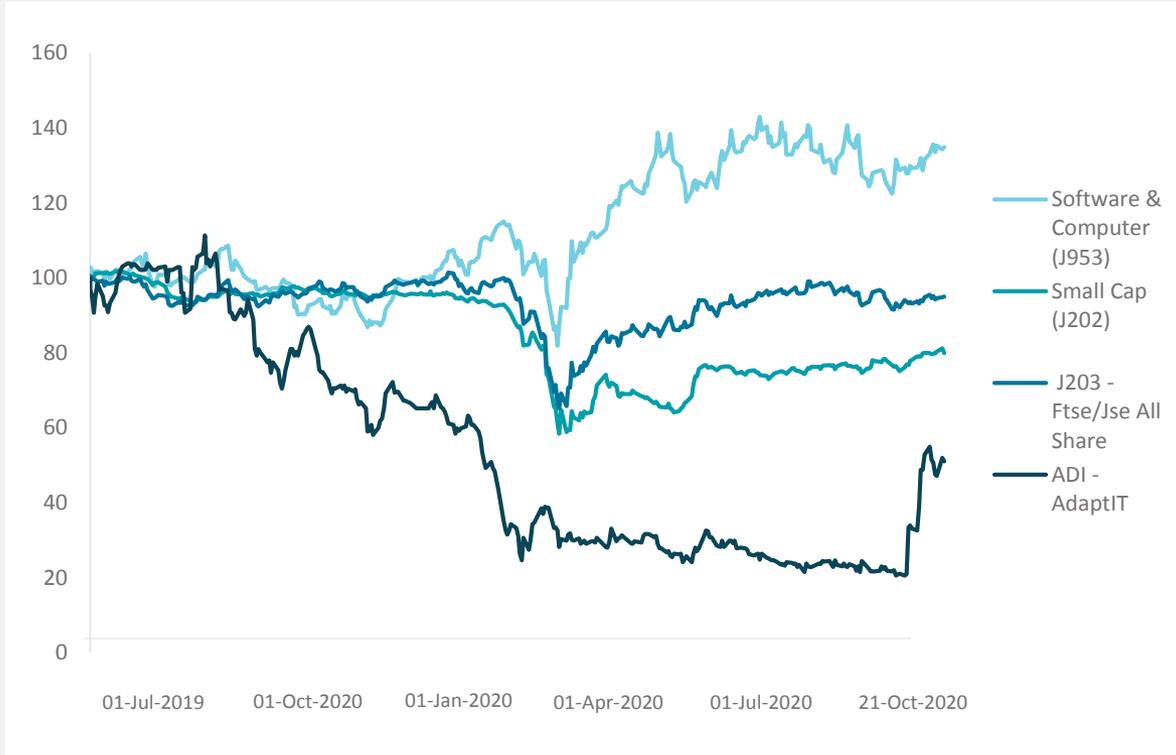
Adapt IT has a long track record of investing in the upliftment of disadvantaged South African communities and remains committed to continuing with this practice through its sustainable finance practices and policy of extending the impact of projects to embrace more beneficiaries.

The company continues to invest in larger longer-term initiatives that are sustainable and provide the most benefit for disadvantaged South African communities.

Supporting **616** schools | Benefitting **1 224 866** learners | Adapt IT donation R **6 579 500**

SHARE STATISTICS

SHARE MOVEMENT BASED TO 100



Shareholder distribution	30 JUNE 2020
Free Float	74%
Directors, Management and Staff	21%
Treasury Shares	5%
Share Liquidity	24%

WHERE TO NEXT

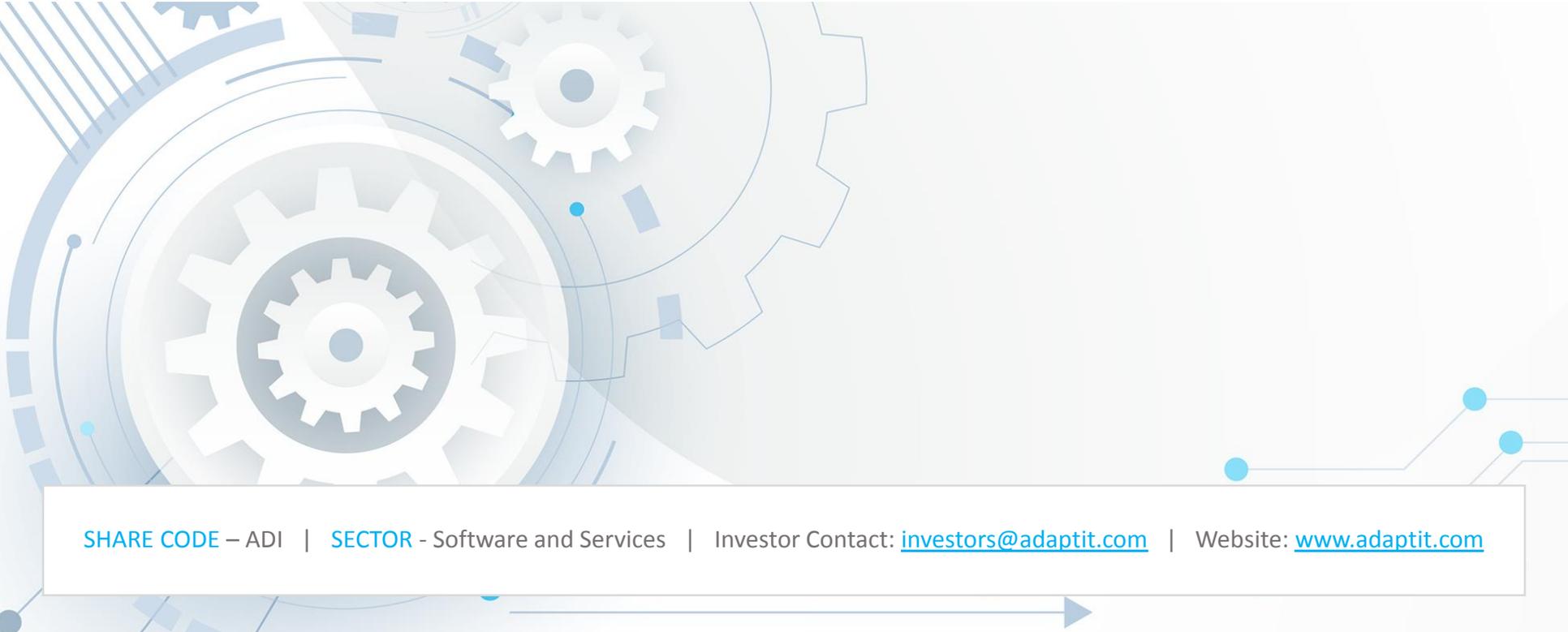
**ORGANIC
GROWTH
ENABLEMENT**
(new
opportunities)

**IMPROVE
PROFITABILITY**
(specialisation)

**INCREASE CASH
GENERATION**
(accelerated debt
reduction)

Achieve more.
(all stakeholders)

THANK YOU

A decorative background featuring a large gear on the left, several smaller gears, and circuit-like lines with blue dots on the right, all in shades of blue and white.

SHARE CODE – ADI | SECTOR - Software and Services | Investor Contact: investors@adaptit.com | Website: www.adaptit.com