



### QUARTERLY TRADING UPDATE

	<u>Q1 2022/2023</u> <u>Oct 2022 to Dec 2022</u>	<u>Q1 2021/2022</u> <u>Oct 2021 to Dec 2021</u>
Conductor tonnes sold	559	634

Export volumes were 34 tonnes down in the current quarter versus the same quarter last year. Our customers in Malawi continue to experience difficulty in obtaining foreign currency so stock replacement there is slow. Mozambique in the comparative period had a large once off order which was not repeated in the current year yet there is a large order to be delivered in March which will close the shortfall to this region. Rwanda is steady and we are expecting an order in March to DRC. We have opened a consignment stock arrangement in Tanzania .

Local volumes for the quarter were 8 % down on the same quarter last year with the drop being mainly in the Utilities sector and Factory cash sales. Utilities will pick up in the next quarter with 2 of the 3 Utilities placing new orders and the barter deal hopefully improving as the focus reverts to harvesting and not faults. Factory cash sales was down as a result of an uncompetitive US \$ price which has since been resolved with the change in the retention rules.

CAFCA has 3 months sales cover in finished goods stock giving us the ability to meet the +/- 1400 stock lines the market requires in relation to our weekly production target of 16 line items.

We believe that the next 3 months volume will be higher than the current quarter's volume .

In reaction to the banks increasing interest rates we have repaid all the ZWL \$ borrowings.

Historical year to date turnover and profit against the same period last year increased by 375 % and 595 % respectively.

By order of the Board

**C. Kangara**  
**Company Secretary**

**MAKING QUALITY CABLES**

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**CAFCA**

**FOR RECOMMENDED TECHNICAL ADVICE BUY DIRECT**

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