



## HALF YEAR RESULTS

The directors announce the un-audited financial results for the six months ended 31 December 2023.

<b>Consolidated Statement of Income</b>			
<b>For the six months ended 31 December</b>			
	<b>2023</b>	<b>2022</b>	
	<b>Shs'000</b>	<b>Shs'000</b>	
Revenue	12,426,424	12,009,805	
Operating (loss)/ profit	(32,232)	(107,456)	
Finance Income	43,474	41,473	
Finance Costs	(492,995)	(112,321)	
<b>Loss before tax</b>	<b>(481,753)</b>	<b>(178,304)</b>	
Income tax credit	140,194	46,966	
<b>Loss/ (profit) for the period</b>	<b>(341,559)</b>	<b>(131,338)</b>	
<b>Other Comprehensive Income</b>	<b>56,875</b>	<b>9,249</b>	
<b>Total Comprehensive Income for the period</b>	<b>(284,684)</b>	<b>(122,089)</b>	
Due to owners of the parent	(188,642)	(85,168)	
Due to non-controlling interest	(96,042)	(36,921)	
	<b>(284,684)</b>	<b>(122,089)</b>	
<b>Basic and diluted earnings per share (Shs)</b>	<b>(2.49)</b>	<b>(1.12)</b>	
<b>Consolidated Statement of Financial Position</b>			
<b>As at 31 December</b>			
	<b>2023</b>	<b>2022</b>	
	<b>Shs'000</b>	<b>Shs'000</b>	
<b>Assets</b>			
Non-Current Assets	5,029,201	4,347,876	
Current Assets	5,870,808	8,495,646	
<b>Total Assets</b>	<b>10,900,009</b>	<b>12,843,522</b>	
<b>Equity and Liabilities</b>			
Share Capital	378,535	378,535	
Reserves	3,233,216	3,961,671	
Minority Interests	1,878,737	2,225,206	
Non-Current Liabilities	511,302	350,406	
Current Liabilities	4,898,219	5,927,704	
<b>Total Equity and Liabilities</b>	<b>10,900,009</b>	<b>12,843,522</b>	
<b>Consolidated Statement of Cash Flows</b>			
	<b>2023</b>	<b>2022</b>	
	<b>Shs'000</b>	<b>Shs'000</b>	
Cash generated from operations	(1,618,077)	298,157	
Tax Paid	(11,154)	(12,470)	
<b>Net cash (used)/from in operating activities</b>	<b>(1,629,231)</b>	<b>285,687</b>	
Net cash used in investing activities	(132,320)	(11,923)	
Net cash used in financing activities	1,080,253	(87,805)	
<b>Net (decrease)/increase in cash and &amp; cash equivalents</b>	<b>(681,298)</b>	<b>185,959</b>	
At the beginning of the period	493,684	734,719	
	<b>(187,614)</b>	<b>920,678</b>	
At the end of period			
<b>Consolidated Statement of Changes in Equity</b>			
	<b>Attributable to equity holders</b>	<b>Non-controlling interest</b>	<b>Total</b>
	<b>Shs'000</b>	<b>Shs'000</b>	<b>Sh'000</b>
<b>At 1 July 2023</b>	<b>3,800,493</b>	<b>1,974,779</b>	<b>5,775,272</b>
Loss for the year	(225,610)	(115,948)	(341,559)
Other comprehensive Income for the year	36,868	19,906	56,775
<b>Total comprehensive income for the year</b>	<b>(188,742)</b>	<b>(96,042)</b>	<b>(284,784)</b>
<b>At 31 December 2023</b>	<b>3,611,751</b>	<b>1,878,737</b>	<b>5,490,488</b>

### COMMENTARY

The 3% increase in revenue compared to the same period last year can be attributed to higher volumes, coupled with adjustments in prices aimed at partially offsetting the rise in raw material costs.

Profitability for this period has been negatively affected by the high costs of inputs. There has been a local supply deficit resulting in increased importation at increased raw material and shipping expenses.

The continued sharp depreciation of the Kenyan Shilling caused major foreign currency exchange losses, putting further pressure on working capital. Margins remained strained while borrowing costs remained elevated as interest rates increased.

Demand for finished products remained subdued as affordability by consumers continued to be affected by macro and micro economic factors.

The Company continues to work on cost management and efficiency initiatives. In line with our sustainability strategy, installation of solar is nearing completion, with three out of five sites now completed and commissioned.

### Looking ahead

The US dollar exchange rate and liquidity has shown improvement. However, should foreign currency exchange risk persist, it will potentially influence the costs of our imported raw materials and thus impact the overall cost of our products.

Despite the challenges, the Group will capitalize on its strengths to drive performance enhancements across all operations in response to the dynamic business landscape.

Additionally, we will maintain collaborative efforts with our key partners to foster efficiency and improved business performance.

The Directors do not recommend payment of an interim dividend.

### By order of the Board

W Jumba  
Company Secretary  
29 February 2024



## SUPPLIER PREQUALIFICATION NOTICE 2024-2026

Global Flux International Consultancy is a consulting firm, specializing in procurement advisory services to public and private sector clients. We have experienced senior professionals from a procurement backgrounds, enabling the firm delivers high quality procurement consulting services in all sectors. The firm also specializes in financial consulting, debt structuring, project management and capital raising for Public and private sector clients for various projects.

Global Flux International Consultancy seeks to conduct a supplier prequalification exercise for 2024-2026 in the following categories.

NO	CATEGORY DESCRIPTION
<b>SUPPLY OF GOODS</b>	
1	Supply of Toiletries and Detergents
2	Supply of Emergency Water (Bowsers)
3	Supply of LPG, Fuel Cards and Fuel (Petrol and Diesel)
4	Supply of Office Furniture, Furnishings and Fittings
5	Supply of Newspapers, Magazines and Periodicals
6	Supply of Non-Paper Branded Promotional Items and Merchandise (e.g. Banners, T-Shirts, Shirts)
7	Supply of Electrical Fittings and Related Services
8	Supply of Assorted Gift Items (e.g. Trophies, Phones, Cameras, Photo Frames, Artifacts)
9	Supply and Personalization of Staff Identification Cards, Metal Staff Badges and Lanyards
10	Supply of General office Stationery e.g. Printing Papers, Toners
11	Supply of Drinking Water and Dispensers
12	Supply of Plumbing Fittings
13	Supply of General Hardware Items
14	Supply of Assorted Paints
15	Supply of Staff Uniform (Custom-Made), Office Suits Supply (Ready-Made)
16	Supply of Personal Protective Equipment (PPEs)
17	Supply and Maintenance of General Office and Operation Storage Equipment (i.e. Metallic Cash Boxes, Cash Trolleys, Metallic Filling Cabinets, Among Other Office Equipment)
18	Supply, Installation and Maintenance of Office Window Blinds and Curtains
19	Supply of Computers, Laptops, Tablets and Accessories i.e. Servers, Pcs, Laptops, Routers, Cameras, Distos and Other Related ICT Hardware and Accessories
20	Supply and Maintenance of Office Equipment e.g. Printers, Photocopiers, Scanners, LCD Projectors, UPS, Fax Machines, Telephones and Telecommunication Equipment, Faxes and Related Accessories
21	Supply, Installation, Maintenance and Development of Computer Software and Licenses
22	Supply and Maintenance of ICT Security, Access Control, CCTV, Access Control Devices, Biometric Equipment, Alarm Systems
23	Supply, Installation and Maintenance of Generators
24	Supply and Maintenance of Air Conditioning, Refrigeration Services and Data Centre Cooling Services
25	Supply and Maintenance of Firefighting Equipment, Smoke Detectors and Fire Alarm System Maintenance Services
26	Supply and Maintenance of Kitchen Hood Fire Suppression Equipment
27	Supply, Installation and Maintenance of Kitchen and Household Equipment and Appliances
28	Supply and Maintenance of Lifts and Escalators
29	Supply and Maintenance of Pumps, e.g. Fire Pumps, Domestic and Sump Pumps
30	Supply of Printed Stationery e.g. Company Letterheads, Calendars, Diaries, Pens
31	Supply of Vending Machines (Coffee, Tea)
32	Supply and Maintenance of Cradles
33	Supply of Sanitary Bins and Sanitary Services
34	Supply of Swimming Pool Chemicals, Equipment and Accessories
<b>PROVISION OF SERVICES</b>	
35	Provision of Market Research Services
36	Provision of Cleaning Services
37	Provision of Fumigation and Pest Control Services
38	Provision of Garbage Collection and Disposal Services
39	Provision of Gardening and Landscaping Services
40	Provision of Professional Movers Transport and Relocation Services (Office Equipment, Safes, Servers, Generators)
41	Provision of Third-Party Marketing Agencies i.e. PR and Communications/Digital Marketing
42	Provision of Event Management Services
43	Provision of Security Printing Services
44	Provision of Bulk SMS Services, USSD, Short-Code and Mobile Application Services
45	Provision of Installation and Maintenance of Call Centre Management System
46	Provision of Childrens Entertainment Services
47	Provision of Professional Photography, Videography and Related Services
48	Provision of Entertainment Services, PA System, Audio- Visuals and Related Services
49	Provision of Motor Vehicle and Motorcycle Tracking Services
50	Provision of Courier and Mail Delivery Services
51	Provision of Air Travel and Ticketing Agency Services
52	Provision of Catering Services
53	Provision of Second-Hand Logbooks Transfer and Collection Services
54	Provision of First Aid and Emergency Response Services
55	Provision of Team Building and Capacity Development Services
56	Provision of Repair of Office Furniture and Fittings Services
57	Provision of HR Training and Consultancy Services (i.e. Employee Satisfaction, Recruitment, Teambuilding, Psychometric Testing, Various Training Services etc.)
58	Provision of Repair and Maintenance of ICT Hardware Equipment
59	Provision of Multi-Functional Network Printer Lease Services
60	Provision of ISPS, Hosting Back Up, Domains, WIFI Hotspots etc.
61	Provision of Website Developing, Web Domain Hosting and Maintenance Services
62	Provision of Asset Tagging Services
63	Provision, Servicing and Maintenance of Electrical Equipment and Appliances – Microwave, TV Installations and Repairs, Cabling, Channels Configurations, Installation and Adjustment of Brackets
64	Provision of Exhauster, Maintenance of Sewerage and Pits Clean-Up and Related Services
65	Provision and Maintenance of Access Control Systems
66	Provision and Maintenance of Parking Management Systems
67	Provision and Maintenance of Electric Fence
68	Provision of Repair and Maintenance of Swimming Pools
69	Provision of Architectural Services
70	Provision of Interior Design Services
71	Provision of NEMA (i.e. Audits, Assessment and Trainings)
72	Provision of Fire Advisory Services (i.e. Audits, Assessment and Trainings)
73	Provision of Occupational Safety and Health Advisory Services – DOSH (i.e. Audits, Assessment and Trainings)
74	Provision of Civil/Structural Consulting Engineers
75	Provision of Electrical and Mechanical Consulting Engineers
76	Provision of Renewable Energy Consultancy Services
77	Provision of Biological Assets Valuation Consultants
78	Provision of Land Surveyor Consultancy Services
79	Provision of Physical Planning
80	Provision of Auctioneering and Debt Collection Services
81	Provision of Legal Services
82	Provision of Quantity Surveying Consultancy Services
83	Provision of Lift Inspection Services
84	Provision and Maintenance of Security Guarding and Alarm Response and Other Related Accessories
85	Provision of External-Facade Glass Cleaning Service
86	Provision of Internal and External Branding and Signage Works
87	Provision of Network Infrastructure Services, Data Communication Services, Computer Networks and Structured Cabling, Wide Area Network
<b>PROVISION OF WORKS</b>	
88	Provision of Major and Minor Electrical Installation and Maintenance Services
89	Provision of Construction Services Including Renovations and Office Partitioning
90	Provision of Major Civil Works Contractors Services
91	Provision of Borehole Drilling Works
92	Provision of Borehole Equipping and Maintenance
93	Provision of Plumbing Installations and Repairs
94	Provision of Drainage Services (Major Waterproofing Repair, Leakages and Roof Repairs Services)
95	Provision of Interior Fit Out Specialists Works
96	Provision of Telephone/Intercom Installation and Repairs
97	Provision of Billboards/ Signage Fabrication and Installation Services
98	Provision of Painting Works
99	Provision of Tree Cutting Contractors Services
100	Provision of Hydrological Surveying Services

The supplier prequalification exercise will be conducted online via:



Tendersure™ platform is secure, transparent and provides an efficient prequalification process. Interested suppliers may access and register on [www.tendersure.africa](http://www.tendersure.africa) under the "Available Jobs" tab. Access to the prequalification will be granted upon payment of a nonrefundable fee of **KES 3,000.00** per category. All payments will be made online via M-PESA, Visa Card and MasterCard amongst others. The online prequalification exercise closes on **29<sup>th</sup> March 2024 at 10pm EAT**.

In case of any inquiry kindly contact us at [help@tendersure.africa](mailto:help@tendersure.africa) or +254 709 557 000.

**All existing suppliers are required to participate alongside prospective suppliers to be evaluated and considered. All participants who duly complete the prequalification process online will be notified of the outcome. Prequalification is not a guarantee for business opportunity, bidders will be invited to submit their quotations on need basis based on the opportunities available. Global Flux International Consultancy reserves the right to accept or reject any bid in whole or in part at its discretion.**