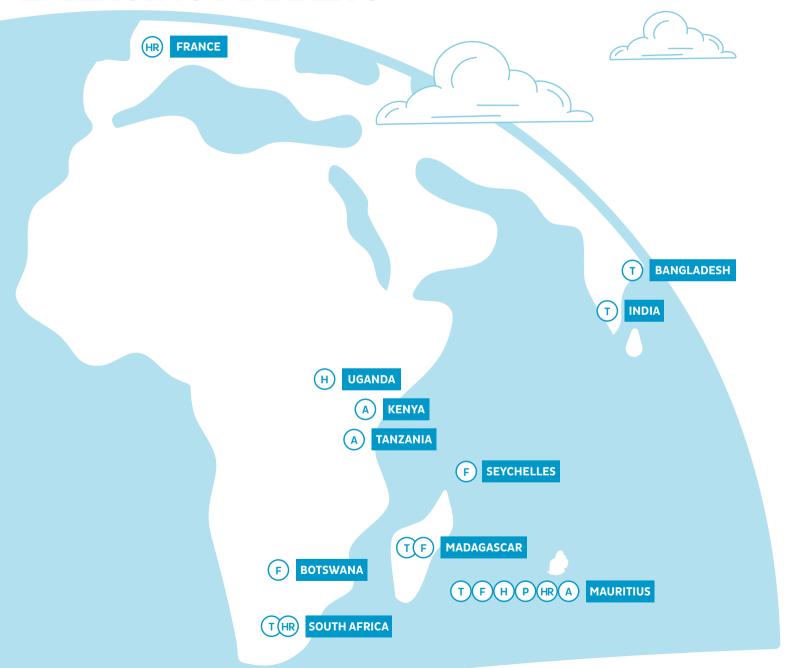


# STRATEGIC PRESENCE IN EMERGING MARKETS





- Woven
- Aquarelle
- Laguna
- Knits
- Tropic
- CDL
Knitwear
- Floreal
- FSM

F Ciel Finance

Bank One
BNI MADAGASCAR
MITCO
CIEL Corporate Services Ltd
Azur Financial Services
EM Insurance Brokers

H Ciel Healthcare

C-Care MauritiusC-Care UgandaC-Lab

### HR Ciel Hotels & Resorts

### **SUN Resorts**

### SUN Managed

- Sugar Beach
- La Pirogue
- Long Beach
- Ambre

#### - Branded

- Four Seasons Mauritius at Anahita
- Shangri-La Le Touessrok Resort & Spa

### **Tour Operators**

- Solea
- World Leisure Holiday

– Anahita Residences & Villas

P Ciel Properties

CIEL Properties DevelopmentEvolis PropertiesFerney

(A) Ciel Agro

### Alteo Group

- Alteo Limited (Mauritius)

MIWA Sugar Limited (East Africa)



FULL GROUP STRUCTURE HERE

### A UNIQUE PORTFOLIO OF BRANDS







**□ LAGUNA** 

回TROPIC

**⊠CDL** 

**ℬFLOREAL** 

围FSM





**BNI MADAGASCAR** 

**BANK ONE** 

MITCO

Insurance Brokers



Ciel Healthcare



Ciel Hotels & Resorts



Ciel Properties



Ciel Agro



















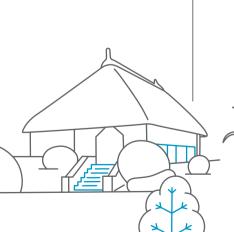


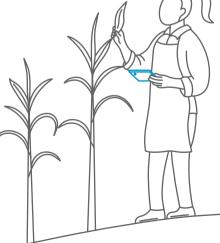


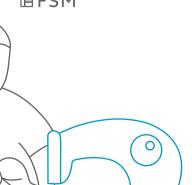












# A STRONG NETWORK OF GLOBAL PARTNERS





#### **DEVELOPMENT FINANCE INSTITUTIONS**





#### **FAMILY INVESTMENT HOLDING COMPANIES**







### **RECOGNISED INDUSTRY PLAYERS**

















### **PRIVATE EQUITY FUNDS**





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## OUR INVESTMENT APPROACH

### **Describes What We Do.**

We build sustainable businesses around our purpose: For A World We Can All Feel Proud Of.

Our key contribution is to invest and grow businesses in our key markets and sectors. By succeeding in this, we will create long-term value for our clients, employees, partners, shareholders and society.





### **RESOURCES GOING INTO BUSINESS MODEL** (INPUTS)

- Capital allocation
- Expertise
- Diverse talent
- Innovation
- ESG strategies

As pioneers in manufacturing to services, we make long-term investments in companies that can benefit from our capital allocation and expertise. We do this through controlling stakes or through partnerships and joint ventures.



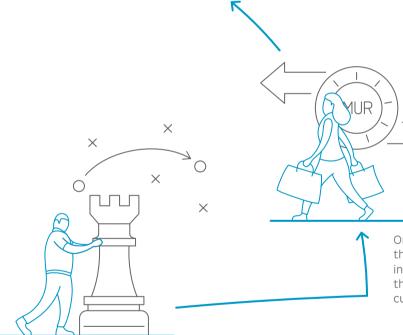
CIEL provides strategic direction to management teams on key issues, holds them accountable to their business models and ensures good governance in operations, whilst allowing space for entrepreneurial spirit. Entrepreneurship, incentivisation, decentralised management and communication are the keys to our success.



We then execute commercially through a marketfit approach to ensure the sustainable success of CIEL's portfolio by driving operational excellence, shared learnings, building scale and increasing profits that benefit all our stakeholders.

### **VALUE FOR STAKEHOLDERS** (OUTCOMES)

- Customer satisfaction
- Sustainable returns for shareholders
- Growth in services clusters
- Value creation in industrials and property
- Approx. 38.000 employment contracts /employee engagement
- Approx MUR 348M paid in taxes



We build and test new business models in Mauritius and Madagascar and perfect core capabilities of companies to become #1 in each of our sectors. We turn ordinary companies into extraordinary performers, delivering strong and consistent shareholder returns in the process.

Once we have developed core competencies and skills that are replicable, we take the model and expand into developing industries and growth countries. We then follow our strategic ambition by focusing on the customer satisfaction and experience.

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## OUR GROUP STRATEGY



Informs What We Do.



STRATEGIC PILLAR	ASSOCIATED KPI	PROGRESS THIS YEAR	KEY CAPITALS IMPACTED
Performance with Focus on EBITDA Generation	EBITDA Margin	<ul> <li>Increased revenue by 60%</li> <li>Delivered improved margins in all established investment clusters</li> <li>Contained costs across clusters notwithstanding headwinds created from Russia/Ukraine conflict and ongoing pandemic-related logistics issues</li> <li>EBITDA margin increased year-on-year to reach 17.8% from 13.5% in the prior year</li> </ul>	MUR
Asset Management Optimisation	ROCE	<ul> <li>All clusters back to profitability with Group Profit After Tax increasing by 4.8x</li> <li>Increased value of portfolio by 29%</li> <li>Investments in new factory in Madagascar for Textile cluster</li> <li>Additional rooms and upgrading of facilities at C-Care in Mauritius and Uganda</li> <li>Increase in lab collection points for C-Lab</li> <li>Creation of Evolis Properties Limited to focus on generating value from non-core industrial properties across the Group and turn into yielding assets</li> <li>CIEL Properties Development Ltd launched La Pirogue Residences</li> <li>Decreased debt by MUR 1 bn</li> </ul>	MUR



FINANCIAL CAPITAL



SOCIAL & RELATIONSHIP CAPITAL



HUMAN CAPITAL



MANUFACTURED CAPITAL



— INTELLECTUAL



NATURAL CAPITAL

SDGS TACKLED	ASSOCIATED RISKS	STAKEHOLDERS BENEFITTED	NEXT STEPS
8 DEESNT WORK AND ECONOMIC GROWTH	1 2 3 4 5	<ul> <li>Customers</li> <li>Employees</li> <li>Government</li> <li>Suppliers</li> <li>Shareholders</li> <li>Financial and strategic partners</li> </ul>	<ul> <li>Continued focus on optimising operations</li> <li>Increase focus on improving cash flow and EBITDA generation</li> <li>Focus on foreign currency positioning</li> </ul>
8 DECENT WORK AND ECONOMIC GROWTH	1 3 4 5	Customers Employees Government Shareholders Financial and strategic partners	<ul> <li>We continue to ensure profitability of existing assets</li> <li>We will continue to seek balance between efficiency and reliability</li> <li>Maintain suitable asset mix for long-term value creation</li> <li>Focus on Evolis Properties Limited and Ferney to unlock value</li> <li>Appropriate capital allocation strategies for growth sectors</li> </ul>

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# OUR GROUP STRATEGY



See Our Approach to Risk Management for details on the Group's associated risks

Informs What We Do.





STRATEGIC PILLAR	ASSOCIATED KPI	PROGRESS THIS YEAR	KEY CAPITALS IMPACTED
Presence in Selective Regional Markets	Share of Revenue & Profits from International Markets	<ul> <li>Strategic partnerships at heart of CIEL strategy</li> <li>The success of the consolidation of the portfolio is evident in the strong rebound across clusters</li> <li>New Indian operations had a record-breaking year</li> <li>Strategic partnership with SOCOTA to capitalise on regional presence. Foundations in place with machines transfer nearing completion for the creation of the largest woven fabric mill in the Indian Ocean</li> <li>BankOne - accelerated strategy to pivot focus from Mauritius to sub-Saharan Africa</li> <li>BNI Madagascar - largest bank by assets in Madagascar continued to deliver good returns</li> <li>Exit from International Medical Group (IMG) in Nigeria completed</li> </ul>	
Talent Development	Fostering a Vibrant Workforce Dashboard	<ul> <li>Group diagnostics on 'Gender Balance' was undertaken across all clusters and geographies</li> <li>Revamp and relaunch of CIEL HEC Leadership Programme</li> <li>Implementation of Talent Reviews and Talent Development programme</li> <li>Launch of new Human Capital Management system to enhance employee experience in Textile</li> </ul>	



FINANCIAL CAPITAL



SOCIAL & RELATIONSHIP CAPITAL







7	
)	NATURAI
	CAPITAL
-	CAFIIAL

SDGS TACKLED	ASSOCIATED RISKS	STAKEHOLDERS BENEFITTED	NEXT STEPS
8 DESCRIT WORK AND PARTNERSHIPS FOR THE GOLLS	1 3 4 5	Customers Employees Government Shareholders Financial and strategic partners	<ul> <li>Capture new opportunities in growth sectors</li> <li>Continue to consolidate our presence in regional markets by increasing efficiency and profitability of existing assets</li> <li>Maintain competitiveness in fast growing sectors and markets</li> </ul>
3 GOOD HEALTH AND WELL-BEING AND WELL-BEING AND WELL-BEING AND WELL-BEING BECONDING GROWTH AND INFRASTRICTURE  AND INFRASTRICTURE	3	Customers     Employees	<ul> <li>Develop action plan by cluster to deliver pay parity by 2025</li> <li>Enhance our Diversity &amp; Inclusion impact through onboarding differently-abled employees across all our operations</li> <li>Third edition of CIEL Innovation Awards</li> <li>Achieve top employer certification for selected business units</li> <li>Deliver improved employee experience though digital solutions</li> </ul>

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## OUR GROUP STRATEGY

1 2 3 4 5

See Our Approach to Risk Management for details on the Group's associated risks

Informs What We Do.

STRATEGIC PILLAR	ASSOCIATED KPI	PROGRESS THIS YEAR	KEY CAPITALS IMPACTED
Embrace Sustainability for Long Term Value Creation	Activate Climate Response and Champion Inclusive Growth Dashboards	<ul> <li>Implementing roadmap in alignment with the Group Sustainability Strategy 2020-2030</li> <li>Structuring of internal processes to better harness in-house knowledge and expertise from our Sustainability Champions and colleagues, notably by exploring thematic cross-cluster/cross-functional teams</li> <li>Completion of the Go Green Capex Campaign to assess the level of capital expenditure required to achieve climate related objectives of the CIEL Textile cluster</li> <li>Furthering partnerships with University of Mauritius at our La Pirogue Marine Conservation Centre and Long Beach Coral Nursery</li> <li>Launched the Katapult Mauritius Accelerator at Ferney Agri-Hub, which hosted seven start-ups from Mali, Ghana, Nigeria, India, and Tunisia in Ferney. The aim is to facilitate funding and leverage expertise from Katapult Norway to accelerate the</li> </ul>	

adoption of technology in agriculture and food

supply chains across Africa



FINANCIAL CAPITAL



SOCIAL & RELATIONSHIP CAPITAL



HUMAN CAPITAL



MANUFACTURED CAPITAL



— INTELLECTUAL CAPITAL



NATURAL CAPITAL

SDGS TACKLED	ASSOCIATED RISKS	STAKEHOLDERS BENEFITTED	NEXT STEPS
2 ZERO 3 GOOD HEALTH AND QUALITY EDUCATION  5 GENDER FOULLITY FOR THE FOLIA  9 MOUSTRY, INNOVATION FOLIAND FOL	1 3	Customers Employees Communities The environment	<ul> <li>Launch of solar roof project at Tropic Knits Limited</li> <li>Launch of a Group Sustainabilit management tool</li> <li>Update of CIEL Sustainability Strategy notably the Climate Strategy</li> <li>Evidence-based targets project</li> </ul>

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### OUR BUSINESS MODEL



### Describes How We Do It.

### **Key Group Inputs Activities**

### HUMAN CAPITAL

38.000+ Employees

MUR **219,156** 

78%

Workforce trained

### FINANCIAL CAPITAL

MUR **1.6** bn Free cash flow MUR 26.4 bn Total equity

MUR 98.2 bn Total assets

### **MANUFACTURED CAPITAL**

30+ Buildings,

Hospitals

20

Clinics

factories and hotels

### **SOCIAL & RELATIONSHIP CAPITAL**

MUR 19.8M Funds engaged in community empowerment

### NATURAL CAPITAL

156,142 MWh

Consumption of electricity



### **HUMAN CAPITAL** -

MUR 887,408 Average revenue per employee

(mobility)

1,146 Internal appointments 12%

Pay gap at management level



### FINANCIAL CAPITAL -

MUR 11.3 bn Market capitalisation

MUR **2.2** bn

MUR **0.21**/share Dividends declared



### MANUFACTURED CAPITAL -

MUR **1.8** bn In Evolis Properties Limited, a dedicated property vehicle

29% increase Value of the investment portfolio

**43.5**<sub>M</sub> Garments/year



### **SOCIAL & RELATIONSHIP CAPITAL** -

126.350

Number of beneficiaries for community empowerment projects



**Key Outputs** 

**Products and Services** 

62,366 tCO<sup>2</sup>eq Carbon emissions

30%-

Reduction of carbon emissions on prior year

NATURAL CAPITAL -