

# The Road to a Billion

Dot Com Zambia PLC

IPO VALUATION

**ZMW 123M**

K12.30 per share



TARGET VALUATION

**ZMW 1B**

K100 per share

# What is the Road to a Billion?

A strategic framework anchored in fundamentals

## HOW VALUATION GROWTH WORKS

- 1 Grow Revenue**  
Execute on our core business and new products
- 2 Grow Profitability**  
Maintain discipline and expand our earnings base
- 3 Let the Market Respond**  
Dividends and P/E ratio drive market cap growth

## Why We Did a Retail IPO

Our 530 shareholders give us a foundation — for beta testing new products, for early revenue offtake, and for real-world validation. That foundation becomes a springboard for scaling. And because they are invested in our success, they push for it. This significantly reduces our operating risk compared to launching without a committed user base.

## THE FRAMEWORK

The Road to a Billion is a tangible vision that simplifies our strategy into a clear destination — anchored in real fundamentals.

Now that we are in the public domain, the market will judge us on evidence. We understand that the two levers in Zambia that truly drive market cap growth are:

### Dividends

Return value to shareholders

### P/E Ratio

Market confidence in earnings

If we consistently demonstrate profitability, maintain disciplined execution, and chart a path toward dividends — **the valuation will naturally respond.**

# The Road to a Billion- The Next Chapter

FROM IPO TO LONG-TERM TARGET



## PRICE BAND PSYCHOLOGY

→ **K12–20** feels extremely cheap

→ **K25–30** still feels cheap

→ **K30–50** requires conviction (AND PROOF)

→ Later reflects execution delivered (NEXT PHASE)

We allow the market to decide when it is comfortable entering.  
That is healthy price discovery driven by execution

# Three Pillars to a Billion

What we must deliver in 2026

## 1 CORE BUSINESS

### K1B Toll Revenue

We are already at K830-850M. With the coalition, we close the gap in 2026.

When we say "billion kwacha toll company" — it validates everything else.

2026 TARGET

**K1B Revenue**

## 2 RETAIL PRODUCT

### eFuel for Retail

A visible, consumer-facing product that keeps us market facing and in conversations

Our over 500 shareholders become users — and bring their friends, families, colleagues.

ADDRESSABLE MARKET

**K60B**

## 3 ENTERPRISE PRODUCT

### Flagship Enterprise System

Our flagship B2B product for fleet operators and businesses.

Coalition transporters pilot. Then we scale to the wider industry

ADDRESSABLE MARKET

**K300B**

# The Coalition and Shareholder Advantage

Two powerful groups that guarantee demand for everything we build

## TRANSPORTER COALITION

# 20+

Fleet operators now shareholders

Annual spend in billions (tolls, fuel, transport and more)

## RETAIL SHAREHOLDERS

# 530

Individual shareholders

250+ with vehicles = anchor for eFuel retail

## WHAT THIS MEANS

### → Immediate toll volume increase

Non-clients become clients. Accelerates K1B throughput.

### → Guaranteed users for eFuel retail

530 shareholders, their friends, families, colleagues — built-in adoption.

### → Enterprise product validation

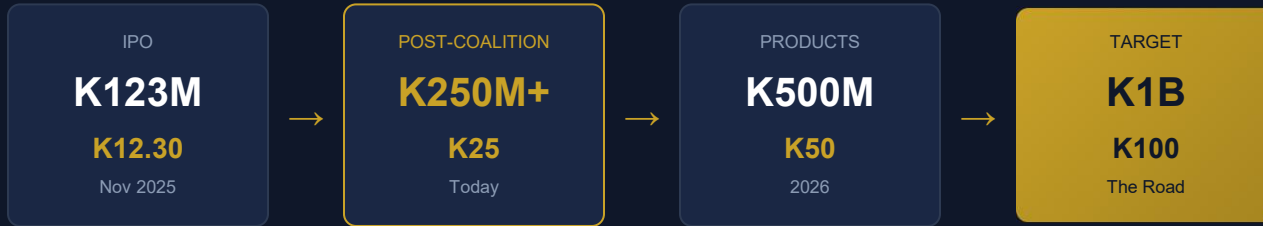
Coalition transporters pilot the flagship enterprise system.

## LONG-TERM HORIZON

Once we hit K1B valuation, we become **capital markets ready** — positioned for larger raises, bigger projects, and the next stage of growth.

THE QUESTION TO THE MARKET

**You had the opportunity to invest at K123M.**  
**When do you now step in, and at what price?**



**We are building a Billion-kwacha company. Every quarter we execute and deliver results, the price moves.**

**We are not slowing down.**

EXECUTION DRIVES GROWTH

# The Road to a Billion

**Starts Now**

**530**

Shareholders

**K123M**

IPO Valuation

**K1B**

Target

**DOT COM ZAMBIA PLC**

Lusaka Securities Exchange — Alternative Market

# Important Disclosures

## Forward-Looking Statements

This presentation contains forward-looking statements regarding the company's strategic plans, growth initiatives, revenue objectives, valuation aspirations, and overall business outlook. These statements are based on management's current expectations, assumptions, and information available as of the date of this presentation. Forward-looking statements are inherently subject to risks, uncertainties, and factors beyond the company's control, and actual outcomes may differ materially.

## No Guarantee of Performance

The valuation milestones, revenue targets, price references, and the "Road to a Billion" framework presented herein represent management's strategic objectives and illustrative scenarios. They are not guarantees, forecasts, or predictions of future financial performance or share price movements. Achievement of these targets is contingent upon successful execution, market conditions, regulatory environment, and other external factors.

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## Strategic Roadmap

This document outlines management's intended strategic direction and execution priorities. The roadmap illustrates how disciplined execution, revenue growth, and product expansion may support long-term value creation. Milestones and timelines are indicative and remain subject to operational execution, market adoption, and external conditions.

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