

# RFSULTS

and dividend declaration for the year ended 30 September 2012



**DIVIDENDS PER SHARE INCREASED BY 37%** 

Incorporated in the Republic of South Africa (Registration number: 1939/001730/06)

CONDENSED	GROUP	STATEMENT	OF	COMPREHENSIVE	<b>E INCOME</b>

	Notes	Audited year ended 30 Sept 2012 R'000	Audited year ended 30 Sept 2011 R'000	Change %
Revenue		4 647 951	3 657 196	27
Cost of sales		2 875 765	2 299 778	_ 25
Gross profit		1 772 186	1 357 418	31
Sales and distribution expenditure		428 870	338 927	27
Marketing expenditure		51 323	44 389	16
Overhead expenditure		599 363	461 487	30
Net foreign exchange gain		(18 395)	(74)	
Operating profit before		(10 333)	(74)	-
abnormal items		711 025	512 689	39
	2		312 009	39
Abnormal items	3	(47 955)	=10.000	-
Operating profit		663 070	512 689	29
Investment income		36 279	25 826	40
Interest paid		(3 108)	(2 872)	8
Profit before taxation		696 241	535 643	30
Taxation		232 315	189 426	23
Profit after taxation		463 926	346 217	34
Other comprehensive income Movement on foreign currency translation				
reserve Movement on cash flow		1 826	3 512	
hedging reserve  Other comprehensive		(1 522)	9 853	-
income, net of taxation		304	13 365	_
Total comprehensive income for the year		464 230	359 582	_ 29
Profit after taxation attributable to:				
Shareholders of Oceana				
Group Limited		443 790	333 170	33
Non-controlling interests		20 136	13 047	54
		463 926	346 217	34
Total comprehensive income attributable to: Shareholders of Oceana Group Limited		444 094	346 535	28
Non-controlling interests		20 136	13 047	54
		464 230	359 582	_ 29
		107 200	333 332	- 23
Weighted average number of shares on which earnings per share is based (000's)	7	100 100	99 868	
Adjusted weighted average number of shares on which diluted earnings per share is		108 659	100 544	
based (000's)  Earnings per share (cents)		108 629	106 544	
Basic Diluted		443,3 408,4	333,6 312,7	33 31
Dividends per share		.50,4	512,7	51
(cents) Headline earnings per		301,0	220,0	37
share (cents)				
Basic		455,7	333,7	37
Diluted		419,8	312,7	34

CONDENSED GROUP STATEMENT OF FINANCIAL POSITION				
	Audited 30 Sept 2012 R'000	Audited 30 Sept 2011 R'000		
Assets				
Non-current assets	690 615	600 373		
Property, plant and equipment	435 850	415 623		
Goodwill	10 000			
Trademark	6 229	18 101		
Fishing rights	72 409			
Deferred taxation	23 187	13 204		
Investments and loans	142 940	153 445		
Current assets	1 878 113	1 422 623		
Inventories	777 979	489 850		
Accounts receivable	823 956	536 913		
Cash and cash equivalents	276 178	395 860		
Total assets	2 568 728	2 022 996		
Equity and liabilities Capital and reserves	20,002	25, 202		
Share capital and premium	30 692	26 293		
Foreign currency translation reserve	(721)	(2 547)		
Capital redemption reserve	130	130		
Cash flow hedging reserve	400	1 922		
Share-based payment reserve	57 144	49 599		
Distributable reserves	1 496 895	1 283 031		
Interest of own shareholders	1 584 540	1 358 428		
Non-controlling interests	48 702	40 923		
Total capital and reserves	1 633 242	1 399 351		
Non-current liabilities	139 270	95 363		
Liability for share-based payments	97 427	53 694		
Deferred taxation	41 843	41 669		
Current liabilities	796 216	528 282		
Accounts payable and provisions	751 642	516 966		
Bank overdrafts	44 574	11 316		
Total equity and liabilities	2 568 728	2 022 996		
Number of shares in issue net of treasury shares (000's) Net asset value per ordinary	100 219	99 939		
share (cents) Total liabilities excluding deferred	1 581	1 359		
taxation: Total equity (%)	55 3	42 1		
Total borrowings: Total equity (%)	3	1		

## CONDENSED GROUP STATEMENT OF CHANGES IN EQUITY

	Audited	Audited
	year ended	year ended
	30 Sept	30 Sept
	2012	2011
	R'000	R'000
Balance at the beginning of the year Total comprehensive income for	1 399 351	1 246 470
the year	464 230	359 582
Profit after taxation	463 926	346 217
Movement on foreign currency		
translation reserve	1 826	3 512
Movement on cash flow hedging		
reserve	(1 522)	9 853
Shares issued	3 524	2 524
Movement in treasury shares held by		
share trusts	875	640
Recognition of share-based payments	7 614 (130)	9 628 (52)
Loss on sale of treasury shares Additional non-controlling interest	(130)	, ,
arising on acquisition		552
Dividends declared	(242 222)	(219 993)
Balance at the end of the year	1 633 242	1 399 351
Comprising:		
Share capital and premium	30 692	26 293
Foreign currency translation reserve	(721)	(2 547)
Capital redemption reserve	130	130
Cash flow hedging reserve	400	1 922
Share-based payment reserve	57 144	49 599
Distributable reserves	1 496 895	1 283 031
Non-controlling interests	48 702 1 633 242	40 923 1 399 351
Balance at the end of the year		

#### CONDENSED GROUP STATEMENT OF CASH FLOWS

		Audited	Audited
		vear ended	year ended
		,	30 Sept
		30 Sept 2012	2011
	Note	R'000	R'000
Cash flows from operating activities			
Operating profit before abnormal			
items		711 025	512 689
Adjustment for non-cash and		711 010	012 003
other items		102 832	97 647
Cash operating profit before			
working capital changes		813 857	610 336
Working capital changes		(357 295)	118 875
Cash generated from operations		456 562 25 312	729 211
Investment income received Interest paid		(3 108)	14 320 (2 872)
Taxation paid		(242 588)	(169 132)
Dividends paid		(242 222)	(219 993)
Cash (outflow)/inflow from		(= := ===)	(213 330)
operating activities		(6 044)	351 534
Cash outflow from investing			
activities		(153 331)	(115 827)
Capital expenditure		(69 746)	(125 988)
Proceeds on disposal of property,			
plant and equipment		1 536	460
Acquisition of businesses	8	(105 296)	(258)
Acquisition of fishing rights		(1 296)	
Repayment received on		11 040	22 829
preference shares Net movement on loans and		11 949	22 829
advances		9 718	(12 870)
Acquisition of investment		(196)	(12 6/0)
Cash inflow from financing		(130)	
activities		7 987	4 902
Proceeds from issue of share			
capital		4 270	3 112
Short-term borrowings raised		3 717	1 790
Net (decrease)/increase in cash			
and cash equivalents		(151 388)	240 609
Cash and cash equivalents at the		(131 300)	240 003
beginning of the year		384 544	145 116
Effect of exchange rate changes		(1 552)	(1 181)
Cash and cash equivalents at the		\ <b>-</b> /	(= ===7
end of the year		231 604	384 544
-			

# **NOTES**

Deferred taxation

1. Basis of preparation

The condensed financial information has been prepared in accordance with the framework concepts and the measurement and recognition requirements of International Financial Reporting Standards (IFRS) of the International Accounting Standards Board, the AC 500 standards as issued by the Accounting Practices Board, the information as required by IAS 34: standards as issued by the Accounting Practices Board, the information as required by IAS 3- Interim Financial Reporting and the requirements of the Companies Act of South Africa. The report has been prepared using accounting policies that comply with IFRS which are consiste with those applied in the financial statements for the year ended 30 September 2011. The condensed financial information was prepared under the supervision of the group financial director, RG Nicol CA(SA), and has been audited in compliance with the Companies Act.

The auditors, Deloitte & Touche, have issued their opinion on the group financial statements for the year ended 30 September 2012. The audit was conducted in accordance with International Standards on Auditing. They have issued an unmodified audit opinion. These condensed financial statements have been derived from the group financial statements and are consistent, in all material respects, with the group financial statements. A copy of their audit report is available for inspection at the company's registered office. The audit report does not necessarily cover all the information contained in this announcement. Shareholders are therefore advised that in order to obtain a full understanding of the nature of the auditors' work they should obtain a copy of that report together with the accompanying financial information from the registered office of the company. Any reference to future financial performance included in this announcement, has not been reviewed or reported on by the company's auditors.

	Audited year ended 30 Sept 2012 R'000	Audited year ended 30 Sept 2011 R'000
Revenue Canned fish and fishmeal Lobster, squid and French fries Horse mackerel and hake Commercial cold storage Total	2 582 636 350 443 1 435 082 279 790 4 647 951	1 981 722 286 574 1 170 907 217 993 3 657 196
Operating profit before abnormal items Canned fish and fishmeal Lobster, squid and French fries Horse mackerel and hake Commercial cold storage Total	318 941 29 538 296 578 65 968 711 025	171 761 13 399 273 795 53 734 512 689
Total assets Canned fish and fishmeal Lobster, squid and French fries Horse mackerel and hake Commercial cold storage Financing Deferred taxation	1 362 685 95 680 427 057 241 002 419 117 2 545 541 23 187	789 994 136 782 319 370 214 342 549 304 2 009 792 13 204
Total  Total liabilities  Canned fish and fishmeal  Lobster, squid and French fries  Horse mackerel and hake  Commercial cold storage  Financing	2 568 728 515 752 44 808 220 055 60 456 52 572 893 643	2 022 996 250 063 60 169 212 653 43 493 15 598

41 843 935 486

### **HEADLINE EARNINGS PER SHARE INCREASED BY 37%**



	201	2						
	201							
	201							
	200							
	200							
0	0	50	100	150	200	250	300	350
				(	?ents			

Cen	ts		Cents		
	Audited year ended 30 Sept 2012	Audited year ended 30 Sept 2011	COMMENTS Financial results Headline earnings per share for the year ended 30 September 2012 increased by 37% compared to the previous year. Earnings per share increased by 33%.		
Abnormal items     Competition Commission     administrative penalty     Trademark impairment     Abnormal expense before taxation	(34 750) (13 205) (47 955)	R'000	Group operating profit before abnormal items increased by 39%. Improved results were achieved by each of the business segments on the back of 27% higher turnover. The canned fish business performed particularly well and, together with the turnaround in the fishmeal operation, was the main contributor to the rise in profit. Abnormal items consisted of the administrative penalty paid to the Competition Commission and impairment of the Glenryck trademark in the United Kingdom.		
Taxation Abnormal expense after taxation  4. Determination of headline earnings	(47 955)		A final dividend of 256 cents per share has been declared which, together with the interim dividend of 45 cents, brings the total dividend for the year to 301 cents per share, an increase of 37% on the 2011 total dividend of 220 cents.		
Profit after taxation attributable to own shareholders Adjusted for:	443 790	333 170	REVIEW OF OPERATIONS  Canned fish and fishmeal  Canned fish sales volumes on the domestic market were considerably higher		
Trademark impairment Net (surplus)/loss on disposal of property, plant and equipment Total tax effect of adjustments Headline earnings for the year  5. Dividends	13 205 (1 193) 356 456 158	57 (17) 333 210	than the previous year. The business continued to benefit from its market leading brand Lucky Star, which is well positioned as an affordable protein in the lower LSM segments of the market. Further progress was made in securing a reliable international supply chain which translated into substantially higher working capital requirements. This was necessary to ensure availability of product which is dependent on the vagaries of worldwide pilchard fisheries. Although additional suppliers were contracted locally and in Namibia, imports		
Estimated dividend declared after reporting date Dividend on shares issued prior to last day to trade Actual dividend declared after reporting date	256 560	182 906 213 183 119	increased as a proportion of total supplies.  The 2012 Total Allowable Catch (TAC) for pilchard in South Africa was 100 595 tons (2011: 90 000 tons). Pilchard landings and processing yields at the St Helena Bay cannery were good and the company's quota is expected to be landed in full by the close of the season. The Namibian pilchard TAC was 31 000 tons (2011: 25 000 tons) and all quotas contracted to the Etosha Fishing cannery were completed by the financial year-end.		
6. Supplementary information	953		Overall, profitability from canned fish operations was well above the prior year.		
Amortisation Depreciation Operating lease charges Capital expenditure Expansion Replacement Budgeted capital commitments Contracted	S53   86 339   77 209   39 615   28 763   120 000 tons (2011: A standard 75% of standard 75%		The anchovy A season TAC which ended on 31 August was 352 718 tons and B season 120 000 tons (2011: A season 270 291 tons; B season 120 000 tons). Oceana landed 75% of its A season quota and 30% of its B season quota which resulted in significantly higher fishmeal and fish oil volumes than the previous year when only 47% of the A season quota was landed. Selling prices in rand terms were slightly higher on average over the year and the business returned to profitability having made a substantial loss last year.		
Not contracted  7. Elimination of treasury shares	Number of shares	Number of shares	Lobster, squid and French fries  The TAC for west coast lobster increased to 2 425 tons (2011: 2 286 tons).  Quota available to Oceana for the season to 30 September 2012 amounted to 327 tons (2011: 325 tons) which was landed in full. Although the foreign selling prices were lower on average compared to the previous year, the weaker currency translated into improved selling prices in rand terms. The business also benefited from increased sales volumes from its high opening		
Weighted average number of shares in issue Less: treasury shares held by share trusts	119 332 (14 138)	119 157 (14 195)	stockholding and profits were accordingly higher.  Oceana's poor squid catches over the last summer season continued in the second half of the year with industry catches being the lowest experienced in		
Less: treasury shares held by subsidiary company Weighted average number of	(5 094)	(5 094)	the last decade. Selling prices increased in euro and rand terms, however, the business recorded a loss for the year.		
shares on which earnings per share and headline earnings per share are based	100 100	99 868	French fries performed well, driven mainly by strong volume growth in the quick service restaurant and value added segments. Higher volumes and improved production efficiencies reduced cost per unit. This resulted in a return to profitability for this business.		
	Audited year ended 30 Sept 2012 R'000	Audited year ended 30 Sept 2011 R'000	Horse mackerel and hake The Namibian horse mackerel TAC increased to 320 000 tons (2011: 310 000 tons). New rights holders were allocated 41% of the TAC directed to midwater trawl resulting in a reduced allocation to the existing rights holders. In South Africa the precautionary maximum catch limit for directed catch of horse mackerel remained at 31 500 tons.		
Acquisition of businesses     Property, plant and equipment     Goodwill     Fishing rights     Inventories     Accounts receivable	(37 400) (10 000) (68 860)	(2 817) (2 187) (2 232)	Catches in Namibia in the second half of the year were similar to the comparative period and overall for the full year they were higher due to the additional quota made available in the final quarter of calendar 2011. The benefit of increased volumes and the more favourable exchange rate was partially off-set by higher quota costs incurred as a consequence of the reallocation of rights.		
Accounts payable and provisions Contingent purchase consideration Taxation Deferred taxation	514 10 450	3 001 1 200 2 225	Fishing conditions off the South African coast were poor during the second half of the year. Catch volumes declined and fuel and employee costs were higher, increasing the cost per ton of fish caught. Selling prices were firmer particularly for large sized fish and effectively offset the higher fishing costs.		
Non-controlling interest Cash movement on acquisition of		552	Profit from horse mackerel showed a moderate increase.  The hake business showed an improvement on the previous year due to better		
businesses	(105 296)	(258)	catch rates, higher local and export selling prices and the favourable effect of the weaker rand.		

Transfer of the hake, horse mackerel and cold storage businesses acquired from the Lusitania group and associated companies took place on 18 September 2012. As a result of the group and associated companies took place on 16 september 2012. As a festin of the acquisition Oceana's percentage ownership in the deep-sea and inshore trawl hake TAC increased from 1,0% to 3,3% and in the horse mackerel TAC from 30,7% to 34,7%. Approval for transfer of an additional hake quota representing 0,8% of the TAC is still outstanding. Included in the acquisition were two trawlers and quayside premises with a 4 400 pallet cold store. A decision by the Department of Agriculture, Forestry and Fisheries for transfer of the south coast rock lobster fishing rights was not obtained and accordingly this element of the transaction has not been given effect.

The fair value of the acquired fishing rights and assets is provisional and may be adjusted upon transfer of an additional fishing right and catch agreements, which is represented by the contingent purchase consideration. Goodwill arose on the acquisition of the V&A Cold Store. As the business combination was primarily effected through the acquisition of assets, it is not practicable to determine and disclose pro forma revenue and profit or loss information for the combined entity as if the acquisitions occurred at the beginning of the year.

9. Events after the reporting date No events occurred after the reporting date that may have an impact on the group's reported financial position at 30 September 2012.

The company entered into an agreement regarding a call option for a potential specific repurchase of its shares, the details of which were announced on 7 November 2012.

# CASH DIVIDEND DECLARATION

Notice is hereby given of dividend number 138. A gross final dividend amounting to 256 cents per share, in respect of the year ended 30 September 2012, was declared on Thursday, 8 November 2012. Where applicable, the deduction of dividends withholding tax at a rate of 15% will result in a net dividend amounting to 217,6 cents per share.

The company has no credits available in respect of secondary tax on companies. The number of ordinary shares in issue at the date of this declaration is 119 429 157. The company's tax reference number is 9675/139/71/2. Relevant dates are as follows

Last day to trade cum dividend Friday, 4 January 2013 Monday, 7 January 2013 Commence trading ex dividend Record date Friday, 11 January 2013 Dividend payable Monday, 14 January 2013

Share certificates may not be dematerialised or rematerialised between Monday, 7 January 2013, and Friday, 11 January 2013, both dates inclusive.

JC Marais Company secretary 8 November 2012

41 669 623 645

#### COMMENTS

#### **REVIEW OF OPERATIONS**

# Horse mackerel and hake

# the weaker rand.

The cold storage business experienced very good occupancy rates and high volumes handled at most of the stores in the second half of the year, primarily driven by poultry and fish. The additional capacity at the City Deep store was well utilised and proved to be a timely expansion. However, the fruit handling side of the business in the port of Durban was again disappointing, and although volumes increased the activity made a loss.

Overall, profit for the business improved considerably over the previous year.

The group is well positioned to take advantage of opportunities for further

organic and acquisitive growth. On behalf of the board

**FP Kuttel** 

8 November 2012

Directors: MA Brey (chairman), FP Kuttel\* (chief executive officer) ZBM Bassa, PG de Beyer, ABA Conrad\*, PB Matlare, RG Nicol\*, S Pather,

PM Roux, NV Simamane, TJ Tapela (\*executive) Registered Office: 9th Floor, Oceana House, 25 Jan Smuts Street,

Transfer Secretaries: Computershare Investor Services (Proprietary) Limited, 70 Marshall Street, Johannesburg, 2001 (PO Box 61051, Marshalltown, 2107)

Sponsor - South Africa: The Standard Bank of South Africa Limited Sponsor - Namibia: Old Mutual Investment Services (Namibia) (Proprietary) Limited

Company Secretary: JC Marais

JSE Share Code: OCE NSX Share Code: OCG ISIN Number: ZAE000025284



Chief executive officer