

### **Financial results**

Group revenue has shown satisfactory growth for the six months ended 31 March 2015, increasing by 9%, primarily due to growth in three of our four divisions, led by an increase of 13% in the canned fish and fishmeal division and the positive effect of a weaker exchange rate.

Group earnings for the period have declined as a result of increased quota costs and adverse conditions in the horse mackerel division offsetting the positive performance of the remaining divisions. Basic earnings per share and basic headline earnings per share decreased by 11% over the same period.

Operating profit before abnormal items decreased by 9% over the same period.

An interim dividend of 106 cents per share has been declared (2014: 106 cents per share).

### **Review of operations**

### Canned fish and fishmeal

Revenue growth for canned fish has been achieved mainly through inflationary price adjustments, offset by a 4% reduction in volumes for the six month period. Volume relative to the prior year was negatively impacted by the implementation of a price increase in January (prior year price increase was implemented in March). This impact offset good volume growth in the first four months.

The initial 2015 South African Total Allowable Catch ("TAC") for pilchard decreased to 75 443 tons (2014: 90 000 tons). It is anticipated that this will return to prior year levels once the provisional TAC is reviewed later this year. Pilchard landings at the St Helena Bay cannery have been good. The Namibian pilchard TAC for 2015 is 25 000 tons (2014: 30 000 tons).

The 2015 initial South Africa anchovy A season TAC is 305 060 tons (final A season TAC for 2014: 450 000 tons). Current season landings of industrial fish to the group's fishmeal plants were higher than the previous season resulting in improved production efficiencies and lower cost of manufactured product. Profit from fishmeal operations was above that for the same period last year due to the combined effect of increased volumes, weaker exchange rate and strong global pricing.

### Horse mackerel and hake

The 2015 Namibian horse mackerel TAC remains unchanged for 2015 at 350 000 tons. The Ministry of Fisheries and Marine Resources continued to allocate further quota to the new rights holders which resulted in a reduction of owned quota held by the group. As a result the percentage of purchased quota has increased over the period in order to maintain appropriate overall quota requirements.

Catch rates in Namibia have improved over the period resulting in increased revenue. Margins in Namibia have been adversely impacted by the cost of additional purchased quota and the timing

of owned quota caught, when compared with the same period last year.

In South Africa the Precautionary Maximum Catch Limit for targeted catch of horse mackerel increased by 10% to 41 927 tons (2014: 38 115 tons). Catch rates in South Africa have been significantly reduced due to the continued scarcity of horse mackerel in our traditional fishing grounds. Profit from horse mackerel in South Africa decreased as a direct result of lower tonnage caught for the period.

Horse mackerel pricing is under pressure following an oversupply of fish in the market originating from Namibia, Angola and Mauritania

The 2015 hake TAC has decreased by 5% to 123 020 tons (2014: 129 658 tons). Hake operations showed an improvement as a consequence of stable prices, increased sales volumes and operating efficiencies which was offset by a weaker euro exchange rate.

### Lobster, squid and French fries

The 2015 TAC for West coast lobster decreased by 17% to 1 801 tons (2014: 2 167 tons), and quota available to Oceana for the current season amounts to 238 tons (2014: 288 tons). Improved sales volumes aided by higher sales prices and a favourable exchange rate resulted in an increase in profits in the current period.

Following the 2013 commercial fishing rights allocation process in the squid sector, the fishing rights allocated to Oceana remained unchanged. In the current period the squid business generated a profit due to improved landings and higher sales volumes.

The French fries operation has declined primarily due to a decrease in yield, driven by lower quality of raw material and a decrease in sales volumes due to power outages which affected production.

### Commercial cold storage (CCS)

The CCS Logistics business continues to show improvement. Revenue increased by 17% due to improved occupancy levels at most stores aided by the commissioning of the new Midrand store while cost efficiencies have further contributed to growth in operating profit margins.

# **Foodcorp acquisition**

On 19 December 2014, the Competition Appeal Court approved the acquisition of the fishing interests of Foodcorp Proprietary Limited. This became effective from 2 February 2015.

## **Further cautionary announcement**

Further to the cautionary announcement published on the Securities Exchange News Service on Monday, 11 May 2015, Oceana shareholders are advised that the company is still in advanced discussions with Daybrook Holdings Incorporated, a United States fishing and processing operation relating to a potential transaction which, if successfully concluded, may have a material effect on the price of the company's securities. Accordingly shareholders are

advised to continue exercising caution when dealing in the company's securities until a further announcement is made.

On behalf of the board

MA Brey Chairman FP Kuttel
Chief executive officer

14 May 2015

This short-form announcement is the responsibility of the directors of Oceana. It is a summary of the information contained in the full announcement published on the Securities Exchange News Service ("SENS") of the JSE Limited and on www.oceana.co.za. Any investment decision made by investors and/or Oceana shareholders should be based on the full announcement published on SENS and available on the Company's website. The full announcement is available for inspection at the registered office of the company and The Standard Bank of South Africa Limited at no charge to investors or Oceana shareholders, weekdays, excluding public holidays, during office house (8:30 to 17:00). Copies of the full announcement may be requested from the company secretary, Ms Jillian Marais, on telephone: (021) 410-1411 or e-mail: jillianm@oceana.co.za

### **CASH DIVIDEND DECLARATION**

Notice is hereby given of dividend number 143. A gross interim dividend amounting to 106 cents per share, for the six months ended 31 March 2015, was declared on Thursday, 14 May 2015, out of current earnings. Where applicable the deduction of dividends withholding tax at a rate of 15% will result in a net dividend amounting to 90,1 cents per share.

The number of ordinary shares in issue at the date of this declaration is 119 526 157. The company's tax reference number is 9675/139/71/2. Relevant dates are as follows:

Last day to trade cum dividend Commence trading ex dividend Record date Dividend payable Friday, 26 June 2015 Monday, 29 June 2015 Friday, 3 July 2015 Monday, 6 July 2015

Share certificates may not be dematerialised or re-materialised between Monday, 29 June 2015 and Friday, 3 July 2015, both dates inclusive.

By order of the board

JC Marais

Company secretary

14 May 2015

