





Oceana Group Limited (Incorporated in the Republic of South Africa) (Registration number 1939/001730/06) ("Oceana" or "the company" or "the group")



UNAUDITED INTERIM RESULTS for the six months ended 31 March **2017** 

## CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

for the period ended 31 March 2017

	Note	Unaudited six months ended 31 Mar 2017 R'000	Restated* Unaudited six months ended 31 Mar 2016 R'000	Change %	Audited year ended 30 Sep 2016 R'000
<b>Revenue</b> Cost of sales		3 140 602 1 918 812	3 602 270 2 314 888	(13) (17)	8 243 988 5 051 014
Gross profit Sales and distribution expenditure Marketing expenditure Overhead expenditure Net foreign exchange loss/(gain)		1 221 790 243 750 15 373 405 100 44 677	1 287 382 263 187 33 319 472 861 (69 909)	(5) (7) (54) (14)	3 192 974 599 036 62 702 1 022 029 (72 723)
Operating profit before associate and joint venture (loss)/profit Associate and joint venture (loss)/profit		512 890 (8 629)	587 924 (1 013)	(13)	1 581 930 47 561
<b>Operating profit before other operating items</b> Other operating items	4	504 261 774	586 911 13 363	(14)	1 629 491 100 187
<b>Operating profit</b> Investment income Interest expense		505 035 14 927 (186 073)	600 274 12 886 (176 020)	(16)	1 729 678 22 089 (385 202)
Profit before taxation Taxation		333 889 104 856	437 140 150 184	(24) (30)	1 366 565 408 276
Profit after taxation		229 033	286 956	(20)	958 289
<b>Other comprehensive income</b> Items that may be reclassified subsequently to profit or loss: Movement on foreign currency translation reserve Movement on foreign currency translation reserve of		(136 394)	256 845		716
Associate and joint ventures Movement on cash flow hedging reserve Movement on fuel hedging reserve Income tax related to loss recognised in equity		(1 542) (20 907)	(1 744) (36 477) 1 757		(24 847) (49 517) 1 757 2 508
Other comprehensive (loss)/income, net of taxation		(158 843)	220 381		(69 383)
Total comprehensive income for the period		70 190	507 337	(86)	888 906
<b>Profit after taxation attributable to:</b> Shareholders of Oceana Group Limited Non-controlling interests		226 324 2 709	271 891 15 065	(17) (82)	916 446 41 843
Total comprehensive income for the period attributable to:		229 033	286 956	(20)	958 289
Shareholders of Oceana Group Limited Non-controlling interests		67 481 2 709	492 272 15 065	(86) (82)	847 063 41 843
		70 190	507 337	(86)	888 906
<b>Earnings per share (cents)</b> Basic Diluted		194.0 176.7	233.1 212.3	(17) (17)	785.8 715.5

\*Refer to note 2.

## CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION

at 31 March 2017

	Notes	Unaudited 31 Mar 2017 R'000	Restated* Unaudited 31 Mar 2016 R'000	Audited 30 Sep 2016 R'000
	NOLES	K 000	1,000	1,000
ASSETS Non-current assets		6 514 249	7 094 028	6 735 686
Property, plant and equipment Intangible assets Derivative assets Deferred taxation Investments and loans	5	1 616 962 4 448 917 4 197 15 724 428 449	1 736 284 4 859 371 18 225 32 486 447 662	1 669 373 4 605 275 7 636 27 714 425 688
Current assets		3 733 335	3 511 911	4 371 115
Inventories Accounts receivable Taxation Cash and cash equivalents		1 197 337 1 456 850 95 681 983 467	1 372 794 1 468 339 109 748 561 030	1 393 337 1 551 170 113 666 1 312 942
Non-current assets held for sale			89 358	
Total assets		10 247 584	10 695 297	11 106 801
EQUITY AND LIABILITIES Capital and reserves		3 608 689	3 751 721	4 007 699
Stated Capital Foreign currency translation reserve Capital redemption reserve Cash flow hedging reserve Share-based payment reserve Distributable reserves		1 184 684 281 973 130 (42 563) 93 491 2 000 821	1 187 569 699 141 130 (11 124) 86 833 1 709 370	1 188 680 419 909 130 (21 656) 102 083 2 215 919
Interest of own shareholders Non-controlling interests		3 518 536 90 153	3 671 919 79 802	3 905 065 102 634
Non-current liabilities		4 675 821	5 343 457	5 121 783
Liability for share-based payments Long-term loans Derivative liabilities Deferred taxation	6	32 321 3 962 558 1 723 679 219	88 670 4 364 695 224 550 665 542	100 126 4 145 142 176 301 700 214
Current liabilities		1 963 074	1 576 007	1 977 319
Accounts payable and provisions Current portion - Long-term loans Derivative liabilities Taxation Bank overdrafts	6	1 162 715 578 991 164 615 56 753	1 062 740 448 213 49 122 15 932	1 341 938 584 652 50 729
Non-current liabilities held for sale			24 112	
Total equity and liabilities		10 247 584	10 695 297	11 106 801

\*Refer to note 2.

## CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

for the period ended 31 March 2017

	Unaudited six months ended 31 Mar 2017 R'000	Restated* Unaudited six months ended 31 Mar 2016 R'000	Audited year ended 30 Sep 2016 R'000
Balance at the beginning of the period Total comprehensive income for the period	4 007 699 70 190	3 564 286 507 337	3 564 286 888 906
Profit after taxation Movement on foreign currency translation reserve Movement on foreign currency translation reserve of associate and	229 033 (136 394)	286 956 256 845	958 289 716
joint ventures Movement on cash flow hedging reserve Movement on fuel hedging reserve Income tax related to loss recognised in equity	(1 542) (20 907)	(1 744) (36 477) 1 757	(24 847) (49 517) 1 757 2 508
Share-based payment expense Share-based payment exercised Decrease in treasury shares held by share trusts	8 366 (21 447) 493	13 722 172	28 973 1 281
(Loss)/profit on sale of treasury shares Disposal of interest in subsidiary Non-controlling interest on disposal of business	(962)	504 102	1 136 (56)
Oceana Empowerment Trust dividend distribution Dividends paid	(23 829) (431 821)	(16 637) (317 765)	(24 632) (452 195)
Balance at the end of the period	3 608 689	3 751 721	4 007 699
Comprising: Stated capital** Foreign currency translation reserve Capital redemption reserve Cash flow hedging reserve Share-based payment reserve** Distributable reserves Non-controlling interests	1 184 684 281 973 130 (42 563) 93 491 2 000 821 90 153	1 187 569 699 141 130 (11 124) 86 833 1 709 370 79 802	1 188 680 419 909 130 (21 656) 102 083 2 215 919 102 634
Balance at the end of the period	3 608 689	3 751 721	4 007 699

\*Refer to note 2. \*\*R4.5 million was transferred from stated capital to share-based payment reserve during the period.

## CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS

for the period ended 31 March 2017

	Unaudited six months ended 31 Mar 2017 R'000	Unaudited six months ended 31 Mar 2016 R'000	Audited year ended 30 Sep 2016 R'000
<b>Cash flow from operating activities</b> Operating profit before associate and joint venture (loss)/profit Adjustment for non-cash and other items	512 890 33 632	587 924 153 012	1 581 930 144 647
Cash operating profit before working capital changes Working capital changes	546 522 39 529	740 936 (339 966)	1 726 577 (95 483)
Cash generated from operations Investment income received Interest paid Taxation paid Special distribution of profit to Oceana Empowerment Trust beneficiaries Dividends paid	586 051 24 203 (199 677) (67 361) (455 650)	400 970 70 913 (166 949) (531 298) (15 469) (334 402)	1 631 094 86 470 (337 497) (707 658) (15 469) (476 827)
Cash (outflow)/inflow from operating activities Cash outflow from investing activities	(112 434) (67 329)	(576 235) (98 239)	180 113 (56 352)
Capital expenditure Replacement of intangible assets Proceeds on disposal of property, plant and equipment Proceeds on disposal of non-current assets held for sale Proceeds on disposal of businesses Movement on loans and advances Increased contribution/acquisition of a joint venture Increase of investment	(83 347) (6 035) 2 636 19 417	(100 061) (4 361) 958 44 705 369 (30 570) (9 279)	(210 307) (31 281) 1 382 114 314 73 371 6 564 (10 078) (317)
Cash (outflow)/inflow from financing activities	(121 668)	(10 563)	1 954
Proceeds from issue of share capital Long-term borrowings (repaid)/raised Short-term borrowings raised/(repaid) Cost associated with debt raising	953 (122 621)	676 (142 670) 150 000 (18 569)	2 417 300 000 (281 438) (19 025)
Net (decrease)/increase in cash and cash equivalents Cash and cash equivalents at the beginning of the period Effect of exchange rate changes	(301 431) 1 312 942 (28 044)	(685 037) 1 181 273 48 862	125 715 1 181 273 5 954
Cash and cash equivalents at the end of the period	983 467	545 098	1 312 942

# NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

#### for the period ended 31 March 2017

#### 1. BASIS OF PREPARATION

The condensed consolidated interim financial information has been prepared in accordance with and containing the information required by IAS 34: Interim Financial Reporting as well as the SAICA Financial Reporting Guides as issued by the Accounting Practices Committee and Financial Reporting Pronouncements as issued by the Financial Reporting Standards Council, the JSE Listings Requirements and Companies Act of South Africa. The condensed consolidated interim financial statements have been prepared using accounting policies that comply with IFRS which are consistent with those applied in the financial statements for the year ended 30 September 2016, except for the adoption of revised standards that became effective during the current period. The adoption of these standards had no material impact on the group. The condensed financial information was prepared under the supervision of the group financial director, I Soomra CA(SA).

The results have not been audited or reviewed by the group's auditors, Deloitte & Touche.

#### 2. RESTATEMENT OF THE FINANCIAL RESULTS FOR THE PERIOD ENDED 31 MARCH 2016 The unreutited results for the period and at 21 March 2016 have been restated as to

The unaudited results for the period ended 31 March 2016 have been restated as to:

#### 2.1~ The finalisation of the purchase price allocation of the Daybrook business combination

During the financial year ended 30 September 2015, the group acquired a 100% beneficial shareholding in Daybrook Fisheries Incorporated. The initial accounting for the Daybrook business combination at 30 September 2015 and at the end of the prior period was prepared using provisional values as permitted in terms of IFRS 3 *Business Combinations* paragraph 45. The Daybrook purchase price allocation was finalised (within the measurement period, being a period not exceeding one year from the acquisition date) on 21 June 2016 and the provisional values adjusted in terms of IFRS 3 paragraph 49. The adjustments to the prior period statement of financial position are summarised as follows:

					R'000
	Estimated fair	Measurement	Revised fair	Exchange	Adjusted
Assets acquired and	value at time	period	value at time	rate	closing
liabilities assumed	of acquisition	adjustments	of acquisition	difference	balance
Property, plant and equipment	784 444	122 639	907 083	27 745	934 828
Intangible assets	503 976	525 435	1 029 411	118 870	1 148 281
Investment in associate	127 733		127 733		127 733
Goodwill	3 191 027	(403 268)	2 787 759	(91 232)	2 696 527
Accounts receivable	250 522	16 178	266 700	3 660	270 360
Inventories	322 678		322 678		322 678
Cash and cash equivalents	399 304		399 304		399 304
Taxation	(212 441)		(212 441)		(212 441)
Provisions	(160 344)		(160 344)		(160 344)
Deferred taxation	(216 482)	(260 984)	(477 466)	(59 043)	(536 509)
Derivative liability	(182 475)		(182 475)		(182 475)
Trade and other payables	(166 689)		(166 689)		(166 689)
Consideration paid in cash	4 641 253		4 641 253		4 641 253
Net cash flow on acquisition of business					
Consideration paid in cash <i>Less:</i> Cash and cash equivalents	4 641 253		4 641 253		4 641 253
balances acquired	(399 304)		(399 304)		(399 304)
	4 241 949		4 241 949		4 241 949
<b>Goodwill on acquisition</b> Consideration <i>Less:</i> Fair value of identifiable	4 641 253		4 641 253		4 641 253
assets acquired and liabilities assumed	(1 450 226)	(403 268)	(1 853 494)	(91 232)	(1 944 726)
	3 191 027	(403 268)	2 787 759	(91 232)	2 696 527

31 March 2016

## NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS continued

### for the period ended 31 March 2017

### 2. RESTATEMENT OF THE FINANCIAL RESULTS FOR THE PERIOD ENDED 31 MARCH 2016 (continued)

2.2 Other comprehensive income – movement on foreign currency translation reserve of associate and joint ventures

Movement in the foreign currency translation reserve in the statement of comprehensive income and statement of changes in equity arising from investments accounted for under the equity method have been presented in a separate line.

Movement on foreign currency translation reserve – restated	256 845
Movement on foreign currency translation reserve – previously reported Movement on foreign currency translation reserve of associate and joint ventures	255 101 1 744
	R'000

#### 2.3 Current portion of long-term loans

The current portion of long-term loans has been reclassified from accounts payable and provisions into a separate line on the face of the statement of financial position.

			R'000
Accounts payable and provisions – previously reported Current portion – long-term loans			1 510 953 (448 213)
Accounts payable and provisions – restated		_	1 062 740
	Unaudited six months ended 31 Mar 2017 R'000	Unaudited six months ended 31 Mar 2016 R'000	Audited year ended 30 Sep 2016 R'000
SEGMENTAL RESULTS			
<b>Revenue</b> Canned fish and fishmeal (Africa) Fishmeal and fish oil (USA) Horse mackerel and hake Lobster and squid Commercial cold storage and logistics Disposed operations <sup>4</sup>	1 671 436 704 733 490 519 73 875 200 039	1 899 793 705 682 562 302 81 286 214 671 138 536	4 275 576 1 930 923 1 227 310 136 622 434 780 238 777
Total	3 140 602	3 602 270	8 243 988
<b>Operating profit/(loss) before other operating items</b> Canned fish and fishmeal (Africa) Fishmeal and fish oil (USA) Horse mackerel and hake Lobster and squid Commercial cold storage and logistics Disposed operations <sup>4</sup>	119 843 216 299 101 361 19 732 47 026	193 525 190 801 109 522 22 561 78 989 (8 487)	528 464 668 152 269 384 21 145 132 430 9 916
Total	504 261	586 911	1 629 491
<b>Total assets</b> Canned fish and fishmeal (Africa) Fishmeal and fish oil (USA) Horse mackerel and hake Lobster and squid Commercial cold storage and logistics Disposed operations <sup>4</sup>	2 305 618 5 937 767 549 465 49 547 260 405	2 422 988 6 535 209 589 487 56 738 266 200 89 358	2 500 368 6 301 086 550 458 40 958 268 871
Deferred taxation Financing <sup>3</sup>	9 102 802 15 724 1 129 058	9 959 980 32 486 702 831	9 661 741 27 714 1 417 346
Total	10 247 584	10 695 297	11 106 801

	Unaudited six months ended 31 Mar 2017 R'000	Unaudited six months ended 31 Mar 2016 R'000	Audited year ended 30 Sep 2016 R'000
3. SEGMENTAL RESULTS (continued)			
<b>Total liabilities</b> Canned fish and fishmeal (Africa) Fishmeal and fish oil (USA) Horse mackerel and hake Lobster and squid Commercial cold storage and logistics	846 027 258 540 193 359 35 965 67 444	444 987 444 052 270 904 29 525 128 155	829 927 413 793 289 200 25 455 90 170
Disposed operations <sup>4</sup>		24 112	
Deferred taxation Financing <sup>3</sup>	1 401 335 679 219 4 558 341	1 341 735 665 542 4 936 299	1 648 545 700 214 4 750 343
Total	6 638 895	6 943 576	7 099 102
<b>Revenue per region</b> <sup>1</sup> South Africa and Namibia Other Africa North America Europe Far East Other	1 708 506 179 056 541 547 388 357 222 355 100 781	2 160 864 246 623 692 034 221 179 237 626 43 944	4 305 056 480 669 1 218 840 1 139 988 959 091 140 344
Total	3 140 602	3 602 270	8 243 988
<b>Non-current assets per region</b> <sup>2</sup> South Africa and Namibia North America <b>Total</b>	868 606 5 197 273 6 065 879	835 122 5 760 533 6 595 655	873 666 5 400 982 6 274 648

Revenue excludes the following inter-segmental revenues in South Africa and Namibia which are eliminated on consolidation: Canned fish and fishmeal R627.1 million (2016: R446.8 million), horse mackerel and hake R17.3 million (2016: R8.1 million) and Commercial cold storage and logistics R28.7 million (2016: R52.7 million).

Notes:

1 Revenue per region discloses the region in which product is sold.

2 Non-current assets per region discloses where the subsidiary is located, includes property, plant and equipment, and intangible assets.

3 Financing includes cash and cash equivalents and loans receivable and payable.

4 Disposed operations includes segmental information pertaining to the French fries operation (Lamberts Bay Foods Limited) and the CCS fruit operation disposed of in the prior year.

		Unaudited six months ended 31 Mar 2017 R'000	Unaudited six months ended 31 Mar 2016 R'000	Audited year ended 30 Sep 2016 R'000
4.	OTHER OPERATING ITEMS Transaction costs arising from business combination Profit/(loss) on disposal of fishing vessel Profit on the disposal of other assets Profit on disposal of non-current assets held for sale (Loss)/profit on disposal of business interests Impairment of equipment	796 (22)	(1 500) (3 536) 9 18 390	(2 040) (3 536) 74 836 31 521 (594)
		774	13 363	100 187

Exceptional transactions outside the ordinary course of business that are substantially capital or non-recurring in nature and are identified by management as warranting separate disclosure are disclosed under other operating items in the statement of comprehensive income. These comprise profits and losses on disposal and scrapping of property, plant and equipment, intangible assets and assets held for sale, impairments or reversal of impairments, profits or losses on disposal of investments, operations or subsidiaries and business combination related costs or gains.

### NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS continued

for the period ended 31 March 2017

		Unaudited six months ended 31 Mar 2017 R'000	Unaudited six months ended 31 Mar 2016 R'000	Audited year ended 30 Sep 2016 R'000
5.	DERIVATIVE ASSETS			
	Non-current			
	Interest rate caps held as hedging instruments			
	Opening balance	7 636		
	Additions		18 569	18 569
	Fair value adjustments recognised in profit or loss			
	(ineffective portion)	(562)	(344)	(2 732)
	Fair value adjustments recognised in other comprehensive income			
	(effective portion)	(2 877)		(8 201)
		4 197	18 225	7 636

Interest rate caps and swaps recorded in the cash flow hedging reserve, derivative assets and derivative liabilities (note 6) are regarded as level 2 financial instruments. Level 2 fair value measurements are those derived from inputs that are observable for the asset or liability, either directly (i.e. as prices) or indirectly (i.e. derived from prices).

The fair value of interest rate caps and swaps is calculated as the present value of the estimated future cash flows based on observable yield curves.

Interest rate caps were executed in the prior year, with a maturity date of 20 July 2018. Interest rate caps were designated as cash flow hedges and executed to hedge the interest that is payable under various debt facilities with principal values of R1 810 million. The amount of the principal value designated as a hedged item is R980 million.

		Unaudited six months ended 31 Mar 2017 R'000	Unaudited six months ended 31 Mar 2016 R'000	Audited year ended 30 Sep 2016 R'000
6.	<b>DERIVATIVE LIABILITIES</b> Opening balance (Gain)/loss recognised in other comprehensive income Loss/(gain) recognised in profit or loss Foreign currency translation adjustment	176 301 (6 749) 2 080 (5 294)	209 963 14 587	209 963 6 513 (42 623) 2 448
	Closing balance	166 338	224 550	176 301
	Put option Interest rate swap	164 615 1 723	224 500	170 053 6 248
		166 338	224 500	176 301

The put option recorded in derivative liabilities is regarded as a level 3 financial instrument for fair value measurement purposes. Level 3 financial instruments are those derived from inputs that are not based on observable market data (unobservable inputs). The fair value of the put option is determined using discounted cash flow analysis.

In terms of the Westbank operating agreement the remaining shareholders of Westbank Fishing Limited Liability Company ("Westbank") could put their 75% equity stake in Westbank to Daybrook Fisheries Incorporated ("Daybrook") or its nominee for a fixed price of USD31.5 million ("put option strike price"). Effective 1 November 2016, the Westbank Fishing Limited Liability Company exercised the put option in terms of the Westbank operating agreement. The exercise of the put option triggers the payment of the put option strike price plus the put option premium as well as any unpaid distributions on the put closing date, being 15 November 2017. The put option derivative liability amounting to R 164.6 million has been classified as a current liability at 31 March 2017 due to the expected settlement thereof within 12 months from the end of the reporting date.

The put option liability was remeasured to fair value in the prior year by measuring the put option strike price plus the put premium to the fair value of Westbank. Westbank was valued using a discounted cash flow model and unobservable inputs including forecast annual revenue growth rates of 1.8% to 2.0%, forecast EBITDA margin of 22.6% to 25.6% and a risk-adjusted discount rate of 8.2%. A change in the discount rate by 1% would increase or decrease the fair value by R70.0 million. During the period no fair value adjustment was recognised in operating profit.

#### 6. DERIVATIVE LIABILITIES (continued)

The notional principal amount of the interest rate swaps at 31 March 2017 amounts to R1 085 million (2016: R1 257 million). This comprises hedges on the term debt of R1 734 million (2016: R1 996 million). The swap is to hedge the interest that is payable under the debt facility. During the period a fair value gain of R6.7 million was recognised in other comprehensive income.

	Unaudited six months ended 31 Mar 2017 R'000	Unaudited six months ended 31 Mar 2016 R'000	Audited year ended 30 Sep 2016 R'000
<ol> <li>DETERMINATION OF HEADLINE EARNINGS         Profit after taxation attributable to shareholders of         Oceana Group Limited         Adjusted for:     </li> </ol>	226 324	271 891	916 446
Insurance proceeds Profit on disposal of non-current assets held for sale Headline earnings adjustments – joint ventures Net loss on disposal of property, plant and equipment and	(998)	(8 847)	(1 330) (74 836) (16 030)
intangible assets Loss/(profit) on disposal of business interests Impairment of equipment Total non-controlling interest in above	672 22 68	2 676	7 030 (31 521) 594 4 362
Total tax effect of adjustments	(69)	3 409	15 593
Headline earnings for the period	226 019	269 129	820 308
<b>Headline earnings per share (cents)</b> – Basic – Diluted	193.8 176.4	230.8 210.2	703.4 640.5
8. <b>DIVIDENDS</b> Estimated dividend declared after reporting date	105 035	130 622	416 519
Dividends per share (cents)	90.0	112.0	469.0
Number of shares in issue net of treasury shares	116 705	116 627	116 672
9. SUPPLEMENTARY INFORMATION Amortisation Depreciation Operating lease charges Share-based expenses	27 467 95 422 25 127 11 836	39 889 94 605 26 013 45 672	57 051 203 334 112 039 87 512
Cash-settled compensation Equity-settled compensation Oceana empowerment trust	3 470 7 771 595	31 950 12 456 1 266	58 539 26 600 2 373
Capital expenditure	89 382	104 422	241 588
Expansion Replacement	14 730 74 652	11 635 92 787	13 883 227 705
Budgeted capital commitments	223 351	162 191	226 708
Contracted Not contracted	36 020 187 331	68 612 93 579	25 386 201 322

# NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS continued

for the period ended 31 March 2017

	Number of shares '000	Number of shares '000	Number of shares '000
10. <b>ELIMINATION OF TREASURY SHARES</b> Weighted average number of shares in issue <i>Less</i> : Weighted average treasury shares held by share trusts <i>Less</i> : Weighted average treasury shares held by subsidiary company Weighted average number of shares on which basic earnings per share and basic headline earnings per share are based Weighted average number of shares on which diluted earnings per share and diluted headline earnings per share are based	135 526 (13 785) (5 094)	135 526 (13 815) (5 094)	135 526 (13 806) (5 094)
	116 647	116 617	116 626
	128 098	128 064	128 076

#### 11. RELATED-PARTY TRANSACTIONS

The group entered into various transactions with related parties in the ordinary course of business, on an arm's length basis. The nature of related-party transactions is consistent with those reported previously.

#### 12. CONTINGENT LIABILITIES AND GUARANTEES

The company and its subsidiaries have given cross suretyships in support of bank overdraft facilities of certain subsidiaries and the company. The company has given a letter of support to Calamari Fishing Proprietary Limited, Oceana Lobster Limited and Blue Continent Products Proprietary Limited. The company has guaranteed the long-term loan of R2 806.9 million (2016: R2 816.6 million). Furthermore, six (2016: six) of the subsidiaries in the group have guaranteed the loan.

#### 13. EVENTS AFTER THE REPORTING DATE

Subsequent to the reporting date and up to the date of this report, no events occurred that may have an impact on the group's reported financial position at 31 March 2017.

#### FINANCIAL RESULTS

Group revenue, after adjusting for businesses sold during 2016, decreased by 9% to R3 141 million (March 2016: R3 464 million from continuing operations). This decline was mainly due to lower canned fish volumes and the effect of a stronger Rand. US Dollar revenue for 2017 was converted at an average exchange rate of R13.60/USD compared to R15.10/USD for the comparable period. US Dollar revenue growth of 14% was achieved in our US operations and export businesses in South Africa, Namibia and Angola, which together contributed USD100.2 million compared to USD88.1 million during the same period in 2016.

The 14% decrease in group operating profit before other operating items to R504 million (March 2016: R587 million) reflected the adverse movement in net foreign exchange, from a gain of R69.9 million in 2016 to a loss of R44.7 million in this reporting period. These movements were primarily due to the effects of forward exchange contracts to cover the cost of imported frozen fish for our canned fish business. Despite the improvement in the average rate of forward cover to R14.05/USD from R14.75/USD in 2016, the volatility in the average spot rate over the period resulted in material movement in foreign exchange costs.

Net interest expense for the period of R171 million (March 2016: R163 million) related to finance costs on additional working capital facilities and long-term borrowings. The average interest rate for all debt is currently 7.21% (March 2016: 6.69%).

Headline earnings for the period decreased by 16% compared to the prior period. An interim dividend of 90 cents per share has been declared (March 2016: 112 cents per share).

#### FINANCIAL POSITION AND CASH FLOW

Group cash flow from operations improved by 46% to R586 million (March 2016: R401 million) with improved use of working capital offsetting decreased cash flows from canned fish sales. At the end of the period, the group has positive cash balances of R983 million (March 2016: R545 million) of which R827 million (March 2016: R542 million) is held in dollar denominated accounts.

At 31 March 2017, group net debt was R3 558 million (March 2016: R4 268 million) of which R908 million (March 2016: R1 454 million) was US Dollar denominated. The net debt to EBITDA ratio at 31 March 2017 was 1.9 times (March 2016: 2.8 times).

#### **REVIEW OF OPERATIONS**

#### Canned fish and fishmeal (Africa)

The initial 2017 South African Total Allowable Catch (TAC) for pilchard decreased to 23 964 tons from 64 928 tons in 2016, and the Namibian pilchard TAC was maintained at 14 000 tons. Our strategy of importing frozen raw material for local processing continued during the period.

The canned fish division experienced a challenging six months with sales volumes decreasing by 28% to 3.6 million cartons (March 2016: 5.0 million cartons). This was driven primarily by the timing of buy-in effects ahead of price increases taken in April 2016 and October 2016, respectively. Canned fish realisations were on average 9.9% higher over the period due to the sales mix and the price increase in October 2016.

Costs in the canned fish division were well managed. Procurement efficiencies and improved US Dollar pricing for imported product contributed to an increase in gross profit margin. This was materially offset by Rand strength against the US Dollar which resulted in foreign exchange losses for the division of R32.2 million compared to a gain of R67.6 million for the comparable period. As a result, the division's overall margin and profitability decreased for the six months.

The fishmeal and fish oil division delivered a solid performance despite headwinds from export earnings and fishmeal pricing. Overall sales volumes improved following positive landings in Angola and improved opening inventory in South Africa. This was partially offset by fishmeal and fish oil pricing which softened during the period, caused by increased global production following higher quotas in Europe and Peru and improved landings in Chile. As a result, both revenue and operating profit for the division showed material improvement.

#### Fishmeal and fish oil (USA)

The 2016 fishing season for the Menhaden fishery ended on 10 November 2016, and consequently our fishing and processing operations in Daybrook were inactive for a large portion of the period under review. During this period, we undertake annual maintenance on plants and vessels. The 2017 season opened on 17 April 2017 and will run to the end of October 2017.

Revenue was up on the prior period by 12% in US Dollars. The state of the Menhaden resource is healthier than originally anticipated. The increased landings in the 2016 fishing season contributed to elevated opening inventory levels for the period, resulting in improved sales volumes of fishmeal and oil to 31 507 tons (March 2016: 27 809 tons). Since a large portion of fishmeal sales are concluded in advance, this segment has not felt the effect of softer global fishmeal prices for the six months under review.

Strong improvement in operating profit to USD16 million for the six months compared to USD12.7 million for the comparable period was offset by the effects of a stronger Rand when consolidating earnings into the group's results. Operating profit in Rand terms improved by 13%.

#### Horse mackerel and hake

The 2017 Namibian horse mackerel TAC increased by 1.5% to 340 000 tons (2016: 335 000 tons). The Ministry of Fisheries and Marine Resources made an initial allocation of 140 000 tons for the 2017 fishing season with 34.8% (March 2016: 45.4%) allocated to existing rights holders.

The Desert Diamond fished in South African waters during the current period, having been deployed in Namibia during the first six months of the prior period. Catch rates in Namibia are back in line with historical averages following lower catch rates experienced in the first quarter, with the size mix having decreased marginally.

In South Africa, the Precautionary Maximum Catch Limit (PMCL) for targeted catch of horse mackerel decreased by 28.4% to 27 684 tons (2016: 38 656 tons). Consequently, quota available to Oceana through own and joint venture allocations, following the 2016 Fishing Rights Allocation Process (FRAP), dropped to 24.8% (2016: 34.7%) of the PMCL.

#### Catches in South Africa improved materially over the period.

Overall, horse mackerel revenue was lower due to decreased sales volumes, offset by an improvement in US Dollar sales prices due to improved size mix. The effect of improved pricing and procurement efficiencies served to improve overall trading margins for the horse mackerel business. As a result, operating profit was marginally lower than for the prior period.

The 2017 hake offshore TAC reduced by 4.7% to 117 194 tons (2016: 123 020 tons). Vessel utilisation in this division was affected by the planned factory upgrade of the Mfv Beatrice, and the unforeseen breakdown of two vessels, which resulted in decreased sales volumes for the period. Revenue and operating profit were consequently lower than the prior period, despite the positive effects of stronger European pricing which countered in part the effects of a stronger Rand.

#### Lobster and squid

The 2017 TAC for west coast lobster remained unchanged at 1 924 tons, although the offshore allocation dropped from 1 244 tons in 2016 to 1 204 tons. Quota available to Oceana for the current season was 256 tons (2016: 264 tons). The industry continues to operate under an exemption with a delay in the announcement of the 2016 FRAP allocations.

Revenue and operating profit in the lobster business declined following the combined effect of lower landings resulting from a delay in the TAC announcement and permit allocations at the start of the 2017 season, lower catch rates, and the effect of a stronger Rand.

Fishing rights allocated to the squid business remained unchanged over the period. Squid revenue and operating profit improved materially due to firm prices and increased landings compared to the prior period.

#### Commercial cold storage and logistics (CCS)

Difficult trading conditions in certain geographies resulted in occupancy levels in the CCS business declining from the high base set in 2016. This was primarily caused by lower poultry volumes and the loss of some customers in the Gauteng region due to increased competition resulting from lower market volumes. In addition, the timing of frozen fish imports in the canned fish segment improved, resulting in lower levels of stored frozen fish in our cold storage locations in Cape Town.

The effect of lower occupancy in Gauteng, particularly at our leased sites in Midrand, had a material impact on profitability for this segment which declined from R79 million for the period to 31 March 2016 to R47 million in the current period. The effect of lower frozen fish volumes, while material for this segment, has a negligible effect on group earnings.

#### PROSPECTS

Currency volatility is expected to persist in the medium term which will impact our performance for the full year. Export revenue for the period 1 April to 30 September 2016 was converted at approximately R14.60/USD.

Earnings from our canned fish division are expected to improve in the second half of the year through anticipated good sales volumes in South Africa driven by better pricing and marketing strategies.

Performance in our horse mackerel operations remains highly dependent on our ability to secure quota in Namibia at favourable prices.

In our cold storage business, we expect frozen fish volumes associated with our canned fish production to improve. Occupancies in our Gauteng stores will continue to be affected by reduced poultry volumes.

Fishmeal and fish oil prices are expected to remain under pressure in the short term following the recent announcement that the Peruvian first fishing season anchovy quota allocation has been set at 2.8 million tons (2016: 1.8 million tons). Based on early season catches in South Africa, Angola and the US (Daybrook) we are optimistic that improved total landings across our fishmeal and oil operations will partially mitigate the effect of softer prices.

The Department of Agriculture, Forestry and Fisheries (DAFF) is reviewing horse mackerel FRAP appeals and an announcement is expected within the next few months. We also await the judgement in the Viking Fishing court case which could provide strategic clarity on future fishing rights allocation processes.

The process of finding a suitable US-based partner for the 75% equity stake in Westbank Fishing is continuing. We expect to conclude this prior to the exit of the current partners.

The information and any forward-looking statements set out in this announcement have not been reviewed or reported on by the auditors.

On behalf of the board

MA Brey Chairman

Cape Town 18 May 2017 **FP Kuttel** *Chief executive officer* 

### **COMMENTS** continued

#### CASH DIVIDEND DECLARATION

Notice is hereby given of dividend number 147. A gross interim dividend amounting to 90 cents per share, for the six months ended 31 March 2017, was declared on Thursday, 18 May 2017, out of current earnings. Where applicable the deduction of dividends withholding tax at a rate of 20% will result in a net dividend amounting to 72 cents per share.

The number of ordinary shares in issue at the date of this declaration is 135 526 154. The company's tax reference number is 9675/139/71/2. Relevant dates are as follows:

Last day to trade <i>cum</i> dividend	Tuesday, 27 June 2017
Commence trading <i>ex</i> dividend	Wednesday, 28 June 2017
Record date	Friday, 30 June 2017
Dividend payable	Monday, 3 July 2017

Share certificates may not be dematerialised or rematerialised between Wednesday, 28 June 2017, and Friday, 30 June 2017, both dates inclusive.

By order of the board

JC Marais Company secretary

Cape Town 18 May 2017

## DIRECTORATE AND STATUTORY INFORMATION

Directors:	MA Brey (chairman), FP Kuttel* (chief executive officer), ZBM Bassa, PG de Beyer, NP Doyle, GG Fortuin, LL Mac Dougall, S Pather, NV Simamane, I Soomra* (* Executive)
Change to Directors:	PB Matlare resigned from the Board of Directors effective 16 February 2017
Registered Office:	9th Floor, Oceana House, 25 Jan Smuts Street, Foreshore, Cape Town, 8001
Transfer Secretaries:	Computershare Investor Services Proprietary Limited
	Rosebank Towers, 15 Biermann Avenue, Rosebank, Johannesburg, 2196 (PO Box 61051, Marshalltown, 2107)
Sponsor – South Africa:	The Standard Bank of South Africa Limited
Sponsor – Namibia:	Old Mutual Investment Services (Namibia) Proprietary Limited
Auditors:	Deloitte & Touche
Company Secretary:	JC Marais
JSE share code:	OCE
NSX share code:	OCG
ISIN:	ZAE000025284

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