# SHORT FORM ANNOUNCEMENT Audited results for the year ended 31 March 2021

## STRATEGIC DELIVERY AND FINANCIAL HIGHLIGHTS

**Continued execution** against clear strategic objectives

**Resilient performance** and strong delivery in challenging environment

**Disciplined capital allocation** to create long-term stakeholder value

**Revenue[1] stable** at R17.8 billion (FY2020: R17.8 billion)

**Operating profit[1] increased** to R1.2 billion (FY2020: R744 million)

**Profit after tax[1] increased** to R658 million (FY2020: R79 million)

**EBITDA[1] increased** (excluding impairments) to R2.1 billion (FY2020: R1.7 billion)

**EPS[1] increased** to 394 cents (FY2020: 64 cents)

**HEPS[1] increased** to 391 cents (FY2020: 154 cents)

**Net cash increased** by R3.2 billion to R1.3 billion (FY2020: R1.9 billion net debt)

**Net working capital decreased** to R3.0 billion (FY2020: R3.9 billion)

**Net asset value stable** at R9.7 billion (FY2020: R9.7 billion)

**Shareholder distribution** of R1 billion (FY2020: Rnil)

[1] From continuing operations.

"These results reflect a resilient performance achieved through continued delivery against our Group strategy in a challenging and dynamic environment that required decisive management action and agility. Our proactive approach to managing our business, and the Group's balance sheet has placed Omnia in a strong financial position, allowing us to resume dividends and return over R1 billion to our shareholders. We are committed to increasing value to stakeholders through sustainable business practices, the pursuit of organic and inorganic growth opportunities, greener technologies and expansion into geographies that align with Omnia's purpose and enhance the Group's impact in the world."
– Seelan Gobalsamy (CEO)

## ESG HIGHLIGHTS

**B-BBEE rating improved** to Level 2 (FY2020: Level 3)

**Group RCR improved** to 0.35 (FY2020: 0.49)

**Water use efficiency improved** by 8% to 0.52[2, 3] (FY2020: 0.57)

**Energy efficiency improved** by 9% to 0.17[2, 3] (FY2020: 0.19)

**GHG emissions reduced** to 261 500 $CO_2e$ (FY2020: 624 590 $CO_2e$)

[2] Even though production volumes increased by 15%. [3] Per unit of utility consumed per volume produced.

### Financial results

Over the last two years, Omnia executed on its strategy to stabilise and fix the current businesses through changes to operational processes, synergies, and culture.

In the fast-changing environment over the past 12 months, Omnia proved its renewed agility by consistently delivering on critical strategic objectives while addressing COVID-19 disruptions across its operations. Omnia actively managed manufacturing excellence and supply chain optimisation to further reduce product costs and exceed customers' quality expectations. The focus on enhancing safety while promoting employee wellbeing also remained top of mind as the culture of safety and accountability was consistently reinforced across the Group.

The implementation of the new operating model, which aims to consolidate key businesses in southern Africa, and separate those which require additional investment, has been completed. This new operating model ensures that Omnia is positioned to deliver on commitments made to customers, business partners and regional stakeholders sustainably.

Consistent delivery against clear strategic objectives resulted in improved cash generation from the underlying businesses which, together with the proceeds from the disposal of Oro Agri, supported the ability to extinguish core term debt and contributed to Omnia's strong financial position. As a result, the decision was made to resume dividend distributions with a gross cash dividend of 200 cents per ordinary share being declared. After careful consideration of near term capital requirements across Omnia, the board has also declared a special dividend of 400 cents per ordinary share.

In parallel to the significant achievements of the past year, solid progress was made to initiate a reset and growth of the organisation to start pursuing responsible capital allocation towards organic and inorganic growth opportunities, greener technologies and expansion into geographies that enhance Omnia's impact in the world. As previously guided, future capital allocation decisions will ensure that they are value accretive, provide the right diversification that is complementary to Omnia's core businesses and skill set and strengthen the Group's overall positioning.

Notwithstanding the impact of COVID-19 and general economic and sector challenges, the Group operating profit (from continuing operations) increased by 62% to R1 205 million (FY2020: R744 million). The Group generated a net profit after tax (from continuing operations) of R658 million for the year ended 31 March 2021 (FY2020: R79 million).

The key factors driving operating profit in the three main divisions were as follows:

The **Agriculture** division experienced improved demand due to positive agronomic conditions, good crop harvest coupled with high agriculture commodity prices seen towards the latter part of the financial year. Disciplined control of expenditure, production efficiencies and the nitrophosphate plant benefit realisation also contributed to improved margins despite supply chain challenges. Sales during the peak of the summer planting season were maximised. The favourable agronomic conditions supported a positive demand outlook, however, early buying of raw material for the winter crops was tempered by the increase in commodity prices seen towards the end of January 2021. Sasolburg's scheduled plant maintenance shutdowns were planned to coincide with the traditionally quieter start to the financial year.

Internationally, Agriculture benefited from an increase in humate production and product demand in Australia, as well as higher export sales brought forward due to COVID-19-related supply concerns. In Zambia, contractual volumes for the summer planting season were secured and collections were well advanced by year-end. A supply contract was concluded, and production and stockpiling commenced prior to the period close. While commercial sales and retail sales during the summer planting season were generally strong, sales reduced during the winter wheat season as a result of a more stringent credit policy which decreased the overall sales volumes. The contraction of the Zimbabwean economy continues, with a rapid increase in the inflation rate combined with a weakening Zimbabwean Dollar resulting in hyperinflation and, as such, a deliberate decision was made to limit Omnia's exposure to currency and foreign exchange volatility given the liquidity challenges in country. In Mozambique, cyclone Eloise had a minimal effect on the Beira operations which had a strong year.

Operating profit for the division increased to R995 million (FY2020: R615 million) and increased to R565 million (FY2020: R291 million) excluding the impact of Zimbabwe and the discontinued operation.

The **Mining** division experienced a steady recovery in mining operations post the hard lockdown in South Africa. However, the December 2020 shutdowns, some mine closures as a result of COVID-19 and extreme wet weather in certain regions resulted in lower volumes sold. Despite these challenges, the transitioning of a large mining contract progressed well during the reporting period with two of the three mines being fully transitioned and the third mine in the final stages of transitioning at year-end. Margins continue to be under pressure in the contractual and non-contractual environment due to new entrants in the market. Costs relating to rental, salaries and wages, consumables and travelling were reduced in line with targeted ongoing cost-saving initiatives.

Internationally, Mining has been adversely affected by COVID-19-related shutdowns and quarantines, an increase in logistic costs in Australia as well as inclement weather in the SADC region. Canada has begun to positively contribute to revenue growth. The commercialisation of the latest electronic detonating system, AXXIS™ Titanium, is on track and expected to open new opportunities globally.

The combined effects of electricity supply disruptions and COVID-19 over the year resulted in lower demand for chemicals in mining across SADC, with a corresponding decrease in revenue and profits for Protea Mining Chemicals (PMC). The end of life of a large contract resulted in margin pressure, however, performance did benefit from increased sales of its solvent extraction solution into copper producers and is maintaining a strong position in the platinum industry.

Operating profit for the division decreased to R287 million (FY2020: R356 million).

The **Chemicals** division experienced an improvement in sales towards the latter part of the financial year as customer demand recovered from the lockdown measures implemented earlier in the year. New business opportunities arose as a consequence of the COVID-19 pandemic that were addressed by regular adjustments being made to the supply chain to enable the business and its customers to succeed. In addition, repositioning of the product range to better meet the needs of evolving markets ensured that Protea Chemicals delivered higher margins that, together with stringent cost management, offset lower profitability attributable to overall revenue declines.

Umongo Petroleum experienced an increase in demand as a result of a global shortage of base oils due to an imbalance in supply and demand, which resulted in improved margins. Selective new business, in response to the shortages, and a reduction in operating expenses contributed to improved margins. Despite supply chain constraints, a consistent strategic portfolio and market diversification supported the continued outperformance of general market and economic conditions.

Operating profit for the division increased to R209 million (FY2020: R173 million).

**Restatements for the year ended 31 March 2020**

The Group has restated its comparatives for the year ended 31 March 2020. It was noted that certain costs had been included in distribution expenses and not in cost of sales. It was also noted that the method used to translate foreign exchange gains and losses for the purposes of hyperinflation required correction. There was no impact on the consolidated profit before or after tax, total earnings per share (basic and diluted), total headline earnings per share (basic and diluted), net asset value of the Group, net asset value per share, or cash generated from operations.

The disposal of Oro Agri has been treated as a discontinued operation requiring certain changes to be made to the comparative statement of changes in comprehensive income.

The presentation of the statement of changes in comprehensive income was enhanced to better reflect the effects of hyperinflation and foreign exchange losses of the Group's Zimbabwean operations.

**Disposal of Oro Agri**

The effective date of the disposal is 7 January 2021. The Oro Agri group is consolidated into the Group's results until the effective date and is accounted for as a discontinued operation in the statement of comprehensive income. Oro Agri is excluded in the current year numbers presented and incorporated as a single line item. This also applies to the comparative numbers to keep the readers of the financial statements informed about those operations which the entity has discontinued and those operations which the entity is continuing with to generate future profits and cash flows.

### Movement in operating profit per segment

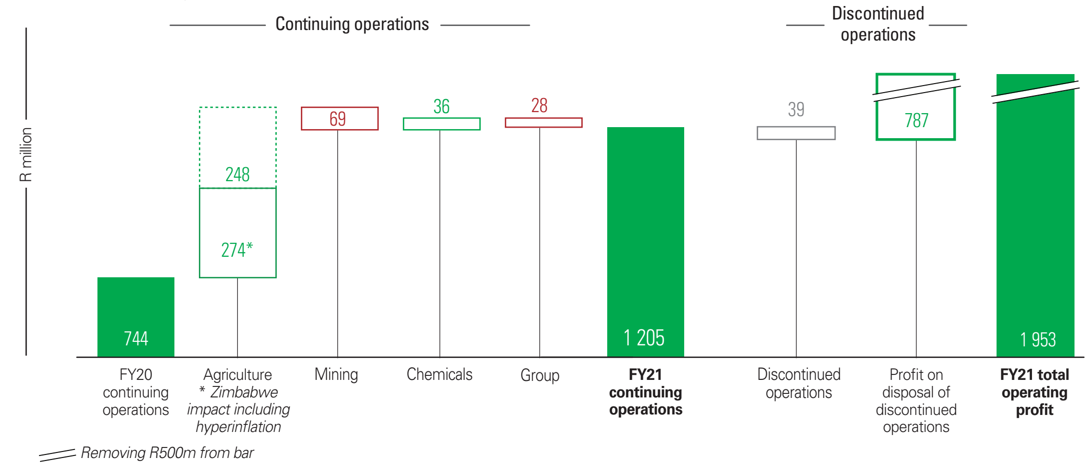
RSA: Increased demand due to positive agronomic conditions and high agriculture commodity prices. Realised additional benefits through supply chain optimisation and manufacturing excellence.
International: Continued growth for AgriBio and speciality products, resulted in increased sales internationally.

RSA: Increased volumes due to new mining contract, offset by hard lockdown resulting in decline of mining activities. Focused cost containment.
International: Adversely affected by COVID-19-related shutdowns. Social and political uncertainties in West Africa resulted in additional costs.

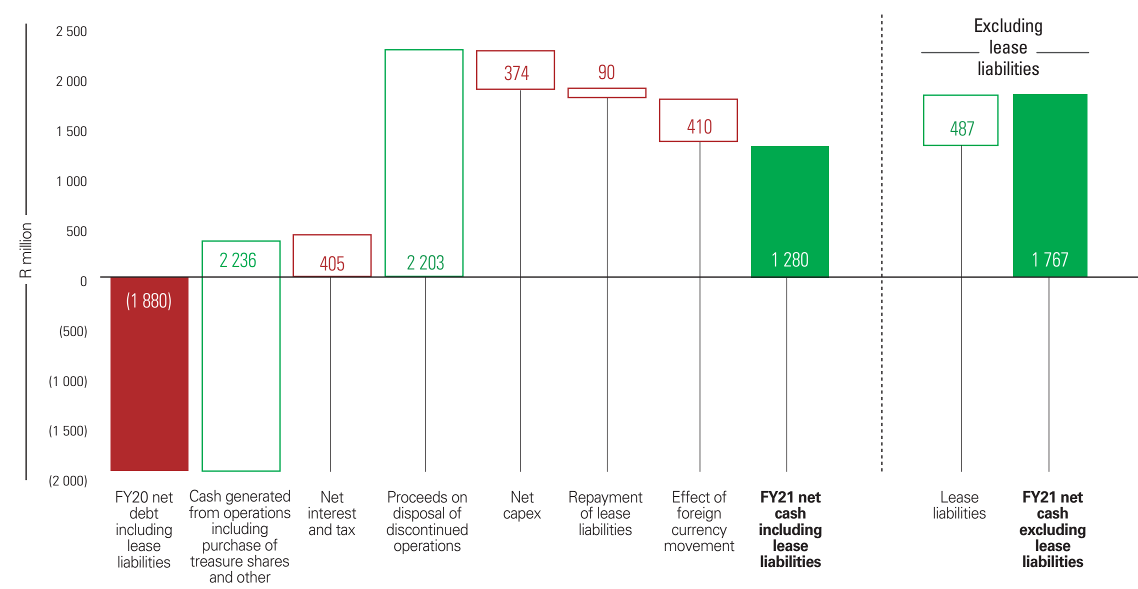
Protea: Repositioned product range delivered firmer margins. Stringent cost management offset lower profitability due to the decline in revenue as a result of COVID-19.
Umongo: Secured new business due to mastering supply challenges in market.

Group: Focused cost containment offset by IT security costs and release of indemnification asset.

Discontinued operations: Included for a period of nine months before disposal, effective 7 January 2021.




### Movement in net debt to cash

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