



## 70 YEARS OF INNOVATION

www.omnia.co.za

# SHORT FORM ANNOUNCEMENT

Audited results for the year ended 31 March 2023

"Omnia delivered a strong and resilient set of results against a challenging operating backdrop. We leveraged our competitive advantage and operating discipline, resulting in revenue and operating profit growth, solid cash generation and a robust financial position. Additionally, through focused initiatives aligned to our sustainability commitments, we enhanced safety within our business and reduced our environmental footprint. We are proud of the progress our teams have made and the milestones achieved. Looking ahead, as we celebrate seven decades of unwavering commitment to excellence and staying true to our core values, we are confident in our ability to remain resilient and committed to driving further growth and embracing innovation to enhance our performance and value creation."

**Seelan Gobalsamy (CEO)**

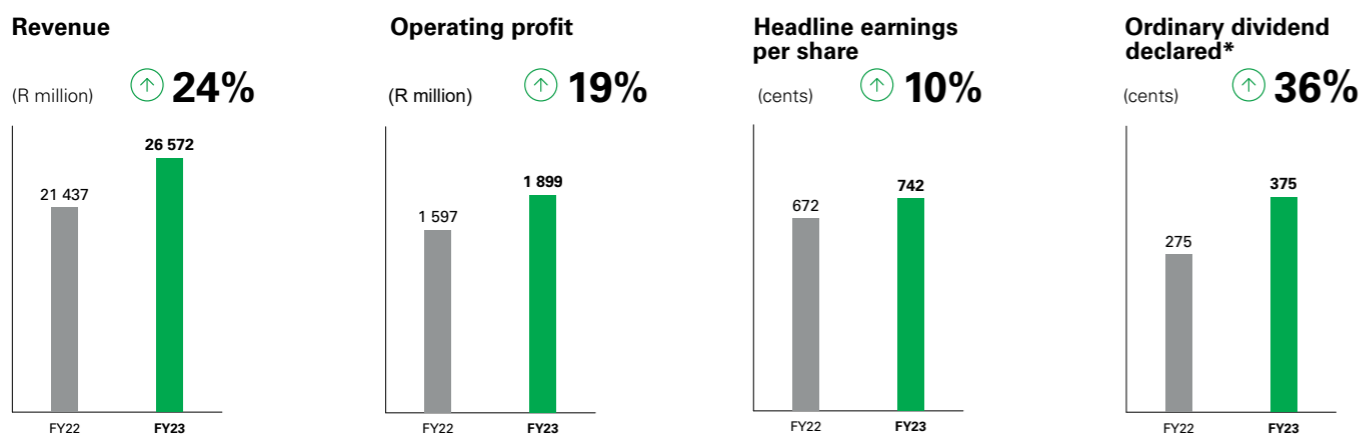
**Strong financial position and cash generation** underpinned by disciplined capital management

**Security of supply to customers maintained** in a challenging operating environment

**Disciplined strategy execution** delivers improved return on capital

**Progress achieved on international expansion**

### FINANCIAL HIGHLIGHTS (continuing operations including Zimbabwe)



**Earnings per share increased by 6%**

↑ **692 cents**  
(FY2022: 653 cents)

**Net cash decreased by 23%**

↓ **R1 818 million**  
(FY2022: R2 352 million)

**Net working capital to revenue ratio increased by 3%**

↑ **16.0%**  
(FY2022: 15.6%)

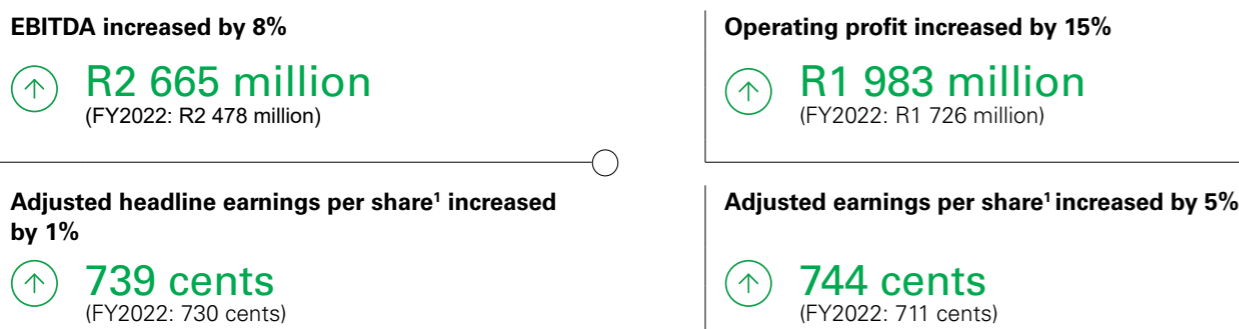
**Net asset value increased by 2%**

↑ **R10 255 million**  
(FY2022: R10 018 million)

### \* REPURCHASE OF SHARES

The board has approved a general repurchase of up to 10% of the shares in issue, which requires shareholder approval.

### FINANCIAL INDICATORS (continuing operations excluding Zimbabwe)

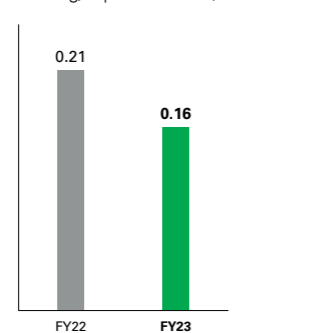


<sup>1</sup> The impact of hyperinflation on operations in Zimbabwe has necessitated the introduction of an adjusted earnings metric, which excludes the Zimbabwean operations from the current year (FY23) and FY22.

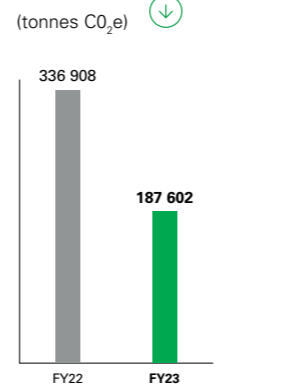
### ESG HIGHLIGHTS

Safety remains a key priority, with our Chemicals and Mining segments achieving Zero RCR. Our intent remains to move towards a green and sustainable portfolio of products, technologies and services, with progress made across key ESG metrics. Our measures for water use efficiency and carbon emissions continue to improve beyond our 2030 ESG goals. Our energy-use efficiency progress has been impacted by increased use of diesel fuel for generators due to load shedding and higher gas consumption in the granulation plants as a result of high humidity levels from higher rainfalls.

**Recordable Case Rate (RCR)**  
(number of recordable cases or injuries relative to 200 000 working/exposure hours)



**Greenhouse gas emissions**  
(tonnes CO<sub>2</sub>e)



**Renewable energy**  
Solar generation (output)

↑ **4 911 MWh**  
(FY2022: 183 MWh)

**Water recycled or reused**

↑ **140 megalitres**  
(FY2022: 66 megalitres)

**B-BBEE rating**

↔ **Level 2**  
(FY2022: Level 2)

**Water use efficiency**  
(kilolitres per tonne manufactured)

↓ **0.44**  
(FY2022: 0.48)

**Environmental incidents**

↔ **Zero**  
(FY2022: Zero)

**Energy use efficiency**  
(gigajoules per tonne manufactured)

↑ **0.30**  
(FY2022: 0.29)

### South African Revenue Service (SARS) international tax dispute update

On 30 September 2022, SARS partially allowed our objection to the additional tax assessments raised in respect of the Group's 2014 to 2016 years of assessment, resulting in a nominal reduction in the original tax assessments raised by SARS. The Group disagrees with SARS' findings and lodged an appeal against the revised assessments indicating our willingness to partake in Alternative Dispute Resolution (ADR) proceedings. On 17 February 2023, SARS confirmed the matter was appropriate for ADR which the parties are currently engaged in. We remain committed to expeditiously bringing this matter to a close.

**SHORT FORM ANNOUNCEMENT** – This announcement is a summarised version of the full announcement in respect of the audited financial results for the year ended 31 March 2023 of Omnia Holdings Limited and its subsidiaries and, as such, it does not contain full or complete details pertaining to the Group's financial statements. The results have been audited by the company's external auditor, Deloitte & Touche who expressed an unmodified opinion on the summarised and consolidated financial statements. Shareholders are advised that, in order to obtain a full understanding of the nature of the auditor's engagement and more specifically the nature of the information that has been audited, they should obtain a copy of the auditor's report (available through the following link): <https://www.omnia.co.za/downloads/send/90-2023/340-yearend-march2023-long-form>. The auditor's report on the consolidated financial statements sets out a key audit matter, being the accounting for uncertain tax positions, and the basis for the unmodified opinion together with the accompanying audited Group consolidated annual financial statements which are available on the following link: <https://www.omnia.co.za/downloads/send/90-2023/341-omnia-holdings-afs-31march2023>. Both documents are available for inspection at the company's registered office, Omnia House, Building H, Monte Circle Office Park, 178 Montecasino Boulevard, Fourways, Sandton, 2191 and the offices of Omnia's sponsor, Java Capital Trustees and Sponsors Proprietary Limited, 6th Floor, 1 Park Lane, Wierda Valley, Sandton, 2196, from 09:00 to 16:00 weekdays at no charge. Any investment decisions should be made based on the full announcement. This announcement is itself not audited, but is extracted from audited results. The full announcement is available through the following link: <https://senspdf.jse.co.za/documents/2023/JSE/ISSE/OMN/FY23.pdf> and can also be found on the Group's website [www.omnia.co.za](http://www.omnia.co.za) or requested from Investor Relations at [omniaIR@omnia.co.za](mailto:omniaIR@omnia.co.za). This announcement is the responsibility of the board of directors of Omnia and has been approved.

**Omnia Holdings Limited** (Incorporated in the Republic of South Africa) Registration number 1967/003680/06 JSE code: OMN LEI NUMBER: 529900T6L5CEOP1PNP91 ISIN: ZAE000005153 (Omnia or the Group) **Executive directors:** T Gobalsamy (chief executive officer), S Serfontein (finance director) **Non-executive directors:** T Eboka (chair), Prof N Binedell, R Bowen (British), G Cavaleros, S Mncwango, T Mkgosi-Mwantembe, W Plazier (Dutch), R van Dijk, Z Swanepoel (resigned 31 March 2023) **Company secretary:** M Nana **JSE sponsor:** Java Capital

19 June 2023

Bastion

### SEGMENTAL HIGHLIGHTS (from continuing operations excluding Zimbabwe)

Omnia operates in primary sectors and remains resilient in a volatile macro-economic environment. We have effectively leveraged the competitive advantage in our integrated manufacturing capability and supply chain practices by ensuring security of supply to our customers.

#### Agriculture

**Revenue**  
↑ **31%**  
R14 694 million

**Operating profit**  
↑ **2%**  
R1 248 million



The Agriculture segment demonstrated a resilient financial performance for the year, despite operating in a highly challenging environment. Initial favourable agronomic conditions in most key regions allowed us to capitalise on opportunities, thereafter adverse weather conditions in Australia, Zambia and South Africa had a negative impact on volumes.

Throughout the year, we encountered persistent supply chain challenges and experienced significant volatility in commodity prices. In the first half of the year, we witnessed elevated commodity prices, while the second half of the year saw a steady decline, with a particularly rapid drop in the last quarter. This acute drop in prices coincided with adverse weather conditions and reduced demand for fertilizer. In South Africa and other parts of Africa, these disruptions were further compounded by infrastructure challenges as well as ongoing power outages. Our optimised planning and diversified supply chain enabled by our integrated manufacturing capability allowed us to maintain security of supply to our customers in the African region.

Our solar energy plant at Sasolburg was commissioned in October 2022 to augment electricity supply at the facility. The first phase of the solar plant produces five megawatts of electricity at peak performance while another five megawatts is under construction. Together with our ability to generate electricity from excess process steam from the nitric acid plants, the site's own energy generation will likely average between 35% and 50% of its annual electricity requirement.

We will continue to focus on expanding our distribution on the African continent. We aim to grow brand awareness and reputation with a strong focus on risk management to limit investment exposure and leverage partnerships where possible. Agriculture International will continue to grow its wholesale distribution footprint and expand its customer proposition through the AgriBio product offerings backed by solid agronomic acumen and proven scientific solutions. The growth strategy will target our distribution in new geographical markets identified.

#### Mining

**Revenue**  
↑ **28%**  
R8 533 million

**Operating profit**  
↑ **54%**  
R790 million



The Mining segment saw revenue and operating profit increase due to higher average commodity prices, which were partially offset by lower volumes and above-inflationary input cost increases. The operating performance was constrained by several challenges, including volatile commodity prices, currency fluctuations and unprecedented levels of load shedding in South Africa, while geopolitical tensions created prolonged supply chain and logistic challenges, and unprecedented weather patterns created operational disruptions. Despite these challenges, the Mining segment ensured that continuous supply to customers was prioritised. This included implementing alternate power supplies to mitigate the risk of lost production and sourcing from alternate international suppliers.

Our Indonesian partnership was concluded in May 2023 with PT. Multi Nitrotama Kimia (MNK), the second largest explosives company in Indonesia with complete explosives business licences. MNK is an established ammonium nitrate manufacturer and has an existing services base to leverage a complementary technology fit to mining. We made good progress in infrastructure build and mobilisation in Canada.

Mining Chemicals achieved an improvement in operating profit and margins. This was due to an improved sales mix and increase in sales volume in the copper and precious metals sectors. Our agile supply chain and competitive manufacturing capabilities enabled us to secure new customers in constrained markets.

Our focus remains on strategic partnerships to enable the creation of a holistic value proposition to catalyse long-term growth. By becoming more embedded in the mining cycle and diversifying into technology solutions, mining will deliver greater value through enhanced efficiencies and operating margins.

#### Chemicals

**Revenue**  
↓ **8%**  
R2 746 million

**Operating profit**  
↓ **7%**  
R132 million



Protea Chemicals' net revenue and operating profit decrease was mainly due to headwinds in the manufacturing sector, as well as once-off cost adjustments relating to inventory management and accelerated amortisation of IT software, offset by a profit from the sale of the Jacobs site. The implementation of the Strategic Business Sector (SBS) model designed to drive expertise-based unique customer and principal relationships has progressed well. Emphasis has been placed on building a portfolio of high-performance specialty and environmentally friendly products and solutions to supplement traditional chemistries.

Focus on our strategic growth sectors enabled the business to shift towards an improved value proposition for customers. Although supply chains generally reverted to more normalised levels post-COVID19, structural market changes have been evident. Security of supply has become an essential aspect of customer procurement strategies with heightened emphasis on improved service delivery. General inflationary pressures also continued to be problematic during the year, compounded by the impact of increased load shedding which resulted in an overall decline in the manufacturing sector.

Ongoing engagements with new principals are yielding results with a number of new customers acquired. We continue to focus management actions on curbing costs and optimising business processes with the supply of green and environmentally friendly alternative chemistries and solutions being a key strategic focus area in the medium term.