



OMNIA



CONTENTS

01 Business update

02 Financial results

03 Conclusion

Additional Annexures: www.omnia.co.za

7 JULY 2020



OMNIA

BUSINESS UPDATE





The effects of COVID-19 on everyone's daily lives, global health and economic activity is overwhelming. Moments like these, remind us that we are all connected. We're called upon to be our best selves, with patience, understanding and compassion for all those who have had their lives and livelihoods impacted.

Despite the many difficulties we all face, I'd like to assure you that Omnia remains fully committed to doing everything in our power to keep our employees, partners, customers, families and communities safe and supported.



OMNIA

In support of COVID-19 victims



Business operations

- Omnia's businesses classified as essential services
- Demand in SA based mining and chemicals sectors slow for 1st quarter due to lockdown regulations
- Internationally some impact in Brazil only
- Safeguarding employees and partners globally

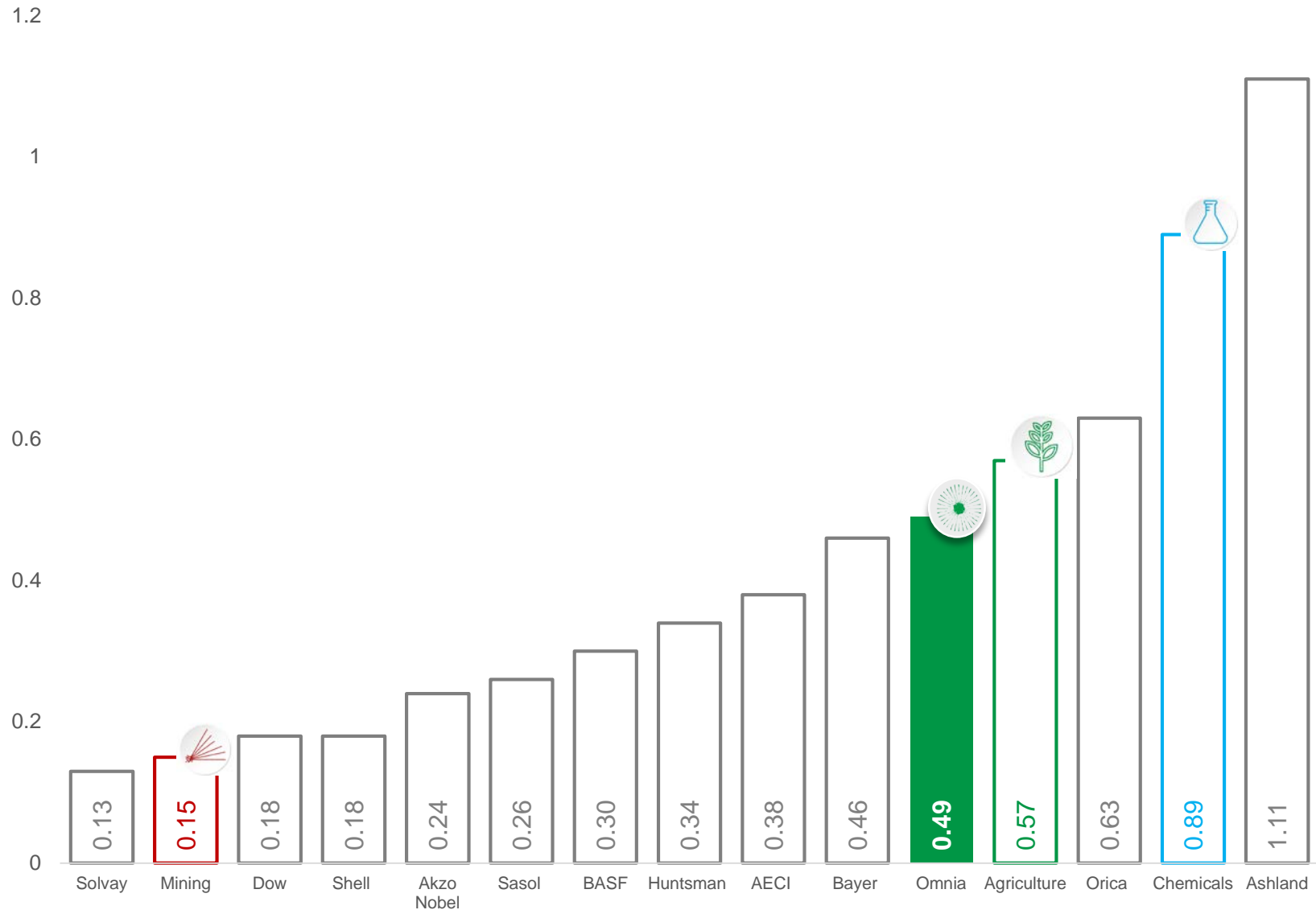
Financial response

- Safeguard balance sheet
- Disciplined cash management
- Supply chain security management
- Cost reductions, including restructuring in Agriculture underway
- Ensuring timeous delivery to customers


Addressing the crisis


- Food hampers delivered to families in need
- Drive for blood donations
- Donated bottles of hand rub to Dunoon community
- Seconded technical expertise to national projects where required
- Regular updates to stakeholders
- Collaboration with industry bodies


RCR – SAFETY PERFORMANCE




Comments

- 
Mining RECORD LOW RCR rate of **0.15** (FY19: 0.20) Continuous drive of various safety initiatives - fatigue management training, office safety awareness sessions, driver safety awareness as well as the ongoing Safety-for-Life campaign

- 
Agriculture RCR rate 0.57 (FY19: 0.28) increase in loading and offloading incidents and production related incidents

- 
Chemicals RCR rate 0.89 (FY19: 0.67) Related to truck loading activities (chemical loading or offloading). Significant reduction in man-hours due to finalisation of Section 189A processes in FY19 also played a role in increasing the RCR

- 
Key focus areas across the Group for FY2021
 - Continued emphasis on behaviour-based safety
 - Increased leadership visibility
 - Address aspects highlighted as critical areas of concern from incident analysis
 - Prioritised implementation of critical recommendations from incident investigations



South Africa

- Favourable ammonia/urea ratio for Agriculture
- Good rain fall driving excellent harvest
- Intense competition due to global oversupply of key raw materials
- Above inflationary increase in key utilities
- Extensive loadshedding periods forcing lower production in manufacturing and mining
- Supply chain disruptions since beginning of this year due to COVID-19



Southern Africa

- Low investor confidence due to uncertain economic outlook across SADC
- Good trading conditions in Zambia for both agriculture and mining
- Hyperinflation in Zimbabwe
- Extreme weather conditions continue
- Electricity outages impacting production



International

- US / China trade war impacted mineral prices and supply chains
- Strong agriculture season across the world
- Global mining profitability growth
- Challenging mining operating conditions with increasing environmental regulations

Tough external environment mitigated by Omnia's diversified portfolio

DELIVERED ON STABILISATION AND PROGRESSED WITH TURNAROUND PLAN



1. Stabilised

- Bridge loan executed
- Prudent cash management
- Equity raise of R2bn in Sep 2019
- Debt structure by end Dec 2019
- Develop turnaround plan



- Reduce cost base
- Develop new business model and structures
- Reduce NWC and capex requirements
- Fix operational issues

2. Fix

3. Renewal Strategy

- Execute on new business model under new market conditions
- Focus on manufacturing excellence
- Winning in customer markets
- Challenged current beliefs on competitive advantage
- Seek group synergies
- Create high performance culture



- Stabilise new operating cost base & operating model
- Capital light expansion strategy going forward to balance heavy assets in RSA
- International, product and technology expansion

4. Execute and Grow

Operating leverage:

- Cost saving

Financial leverage:

- Reduce net working capital
- Capital investment

Margins:

- Cost saving
- Nitrophos

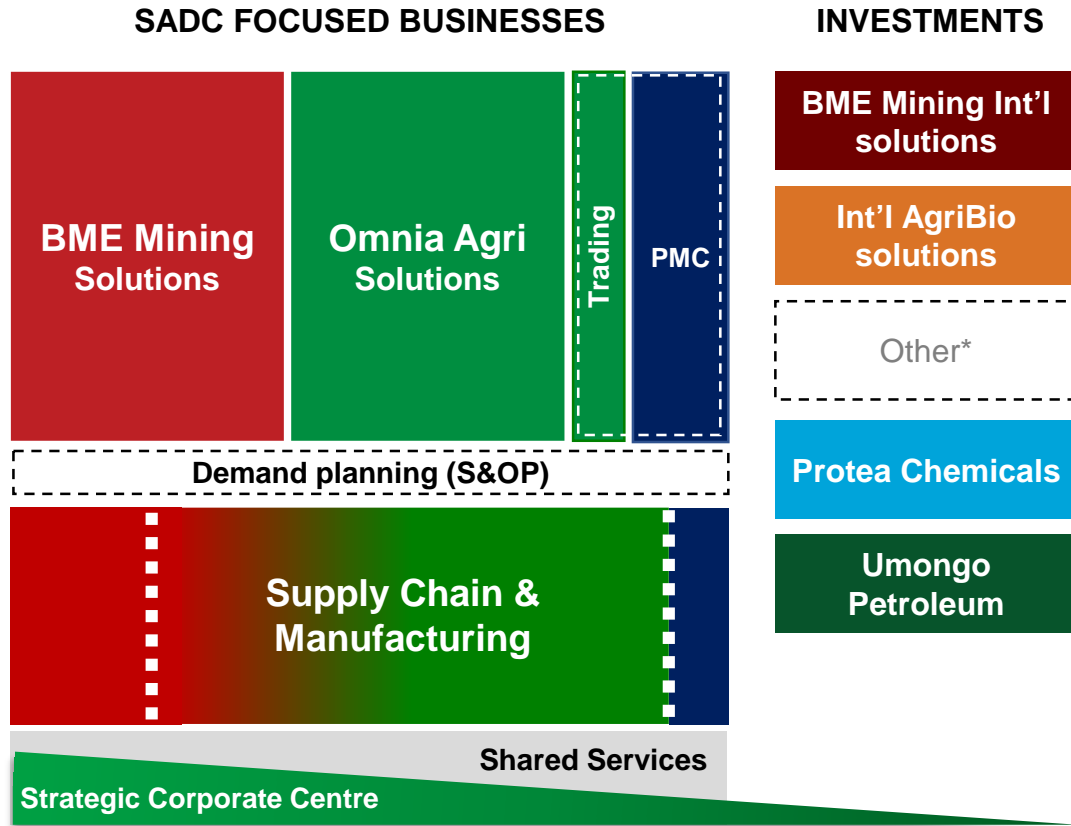
Robust execution plan resulting in:

- Cash generated from operations of R2 226m
- Net working capital reduction by R357m
- Lower capex spend than budgeted by c. R80m
- Net interest-bearing borrowings incl. IFRS 16 reduced to R 1 880m
- New nitrophosphate plant at 82% instantaneous design capacity in June 2020

FOCUSED OPERATING MODEL LEVERAGING A COMMON VALUE CHAIN IN SADC



9



Key changes

- SADC: market driven divisions leveraging a common value chain
- Manufacturing focused on production excellence, increasing gross profit
- Implementation of shared services and centers of excellence across SADC business aligning processes & increasing cost control
- Investments divisions creating strategic optionality
- Focused international growth opportunities
- Small, non-operational, strategic corporate centre
- *Other** - potential new businesses / investments

Maximise return on invested capital and growth

FINANCIAL HIGHLIGHTS



10

✓ **REVENUE STABLE**
AT R18.7 BILLION
FROM R18.6 BILLION

✓ **OPERATING PROFIT**
INCREASED
TO R789 MILLION
FROM R24 MILLION

✓ **PROFIT AFTER TAX**
INCREASED
TO R129 MILLION
FROM R407 MILLION LOSS

✓ **EBITDA INCREASED**
TO R1.8 BILLION
FROM R979 MILLION
(excluding impairments)

✓ **NET WORKING CAPITAL**
DECREASED
TO R3.9 BILLION
FROM R4.2 BILLION

✓ **NET DEBT REDUCED**
TO R1.88 BILLION
FROM R4.40 BILLION

✓ **EARNINGS PER SHARE**
OF 99 CENTS
FY2019: 530 CENTS LOSS

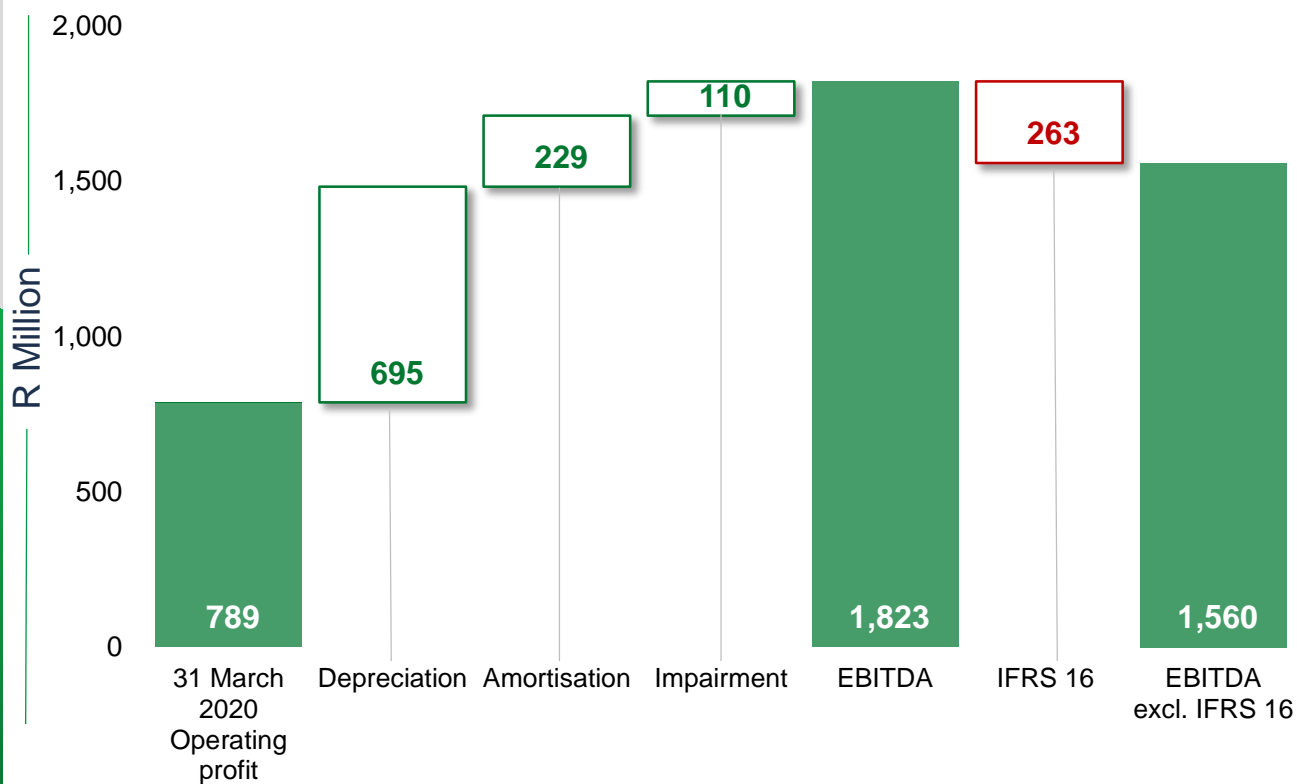
✓ **HEADLINE EARNINGS**
PER SHARE
OF 189 CENTS
FY2019: 97 CENTS LOSS

✓ **NET DEBT TO EBITDA**
RATIO DOWN
TO 1.0 (excluding impairments)
FROM 4.5

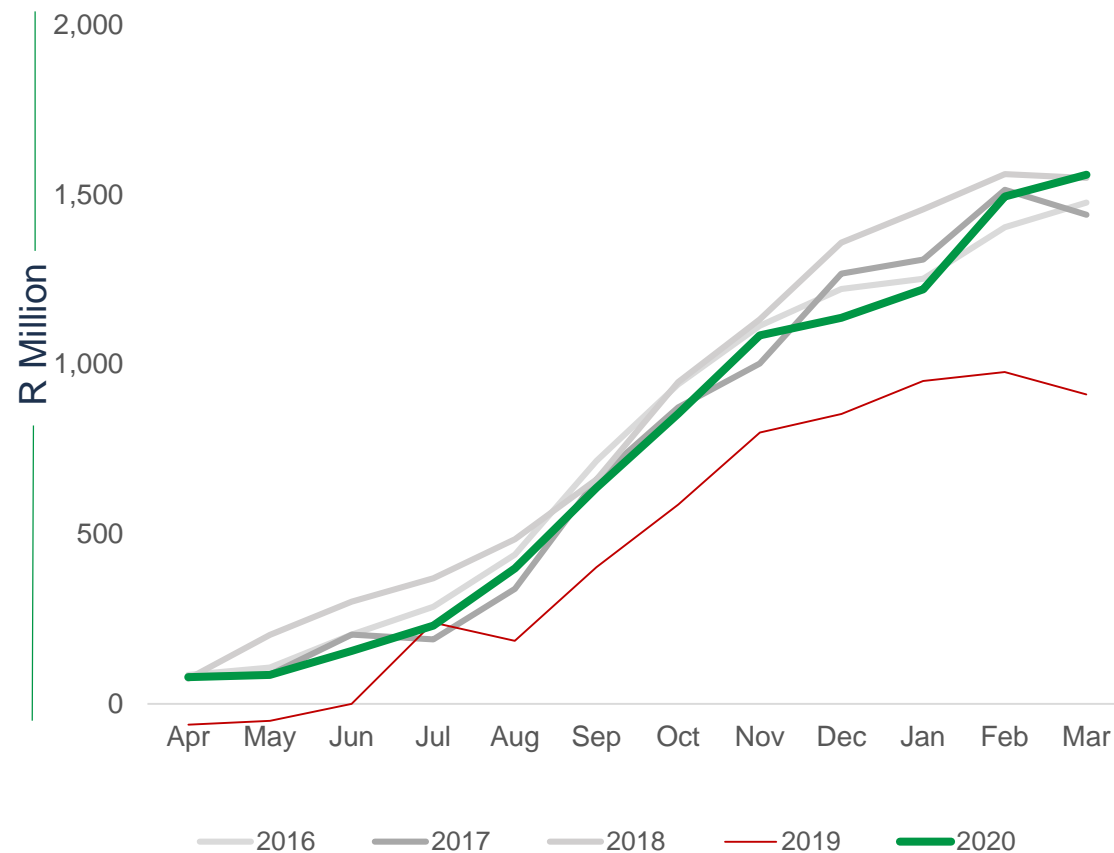
EBITDA GREATLY IMPROVED FROM PRIOR YEAR AND IN LINE WITH HISTORICAL EXPERIENCE



EBITDA FY2020



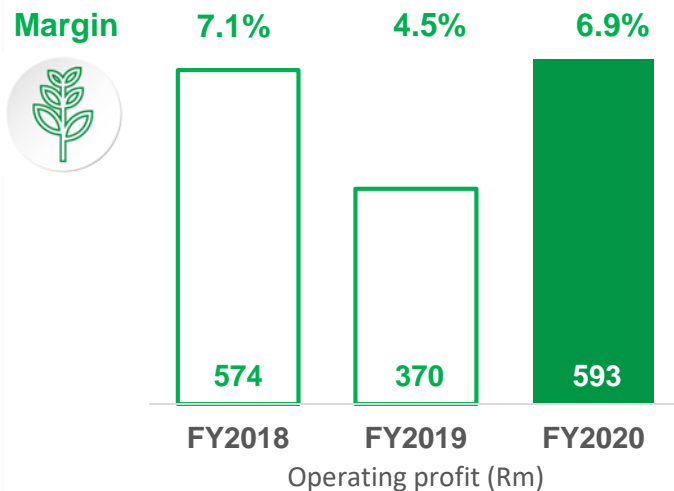
EBITDA – 5 YEAR COMPARISON



RECOVERY OF OPERATING PROFIT PER DIVISION

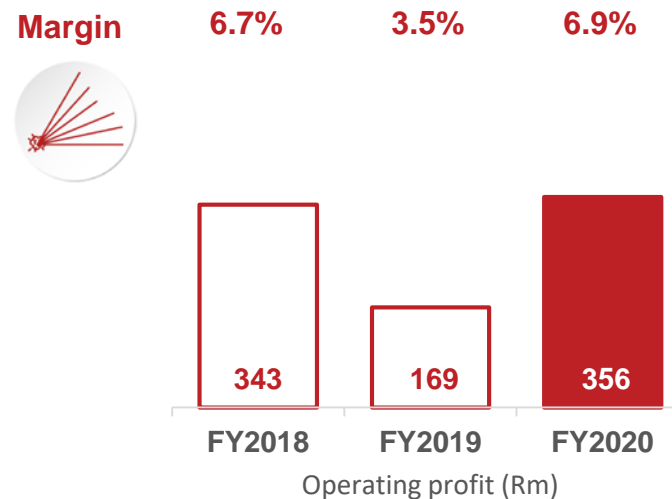


Agriculture



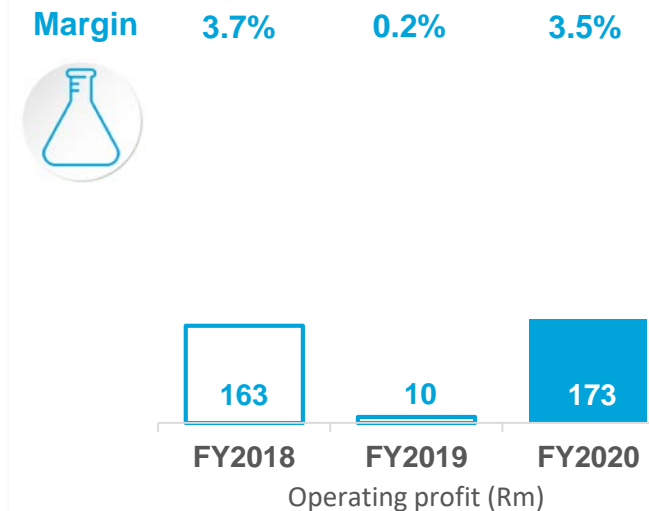
- Focus on cost savings and NWC reductions
- Good volumes in SADC
- Humates business exceeded expectations
- Oro Agri had higher sales volumes in Brazil, USA & RSA

Mining



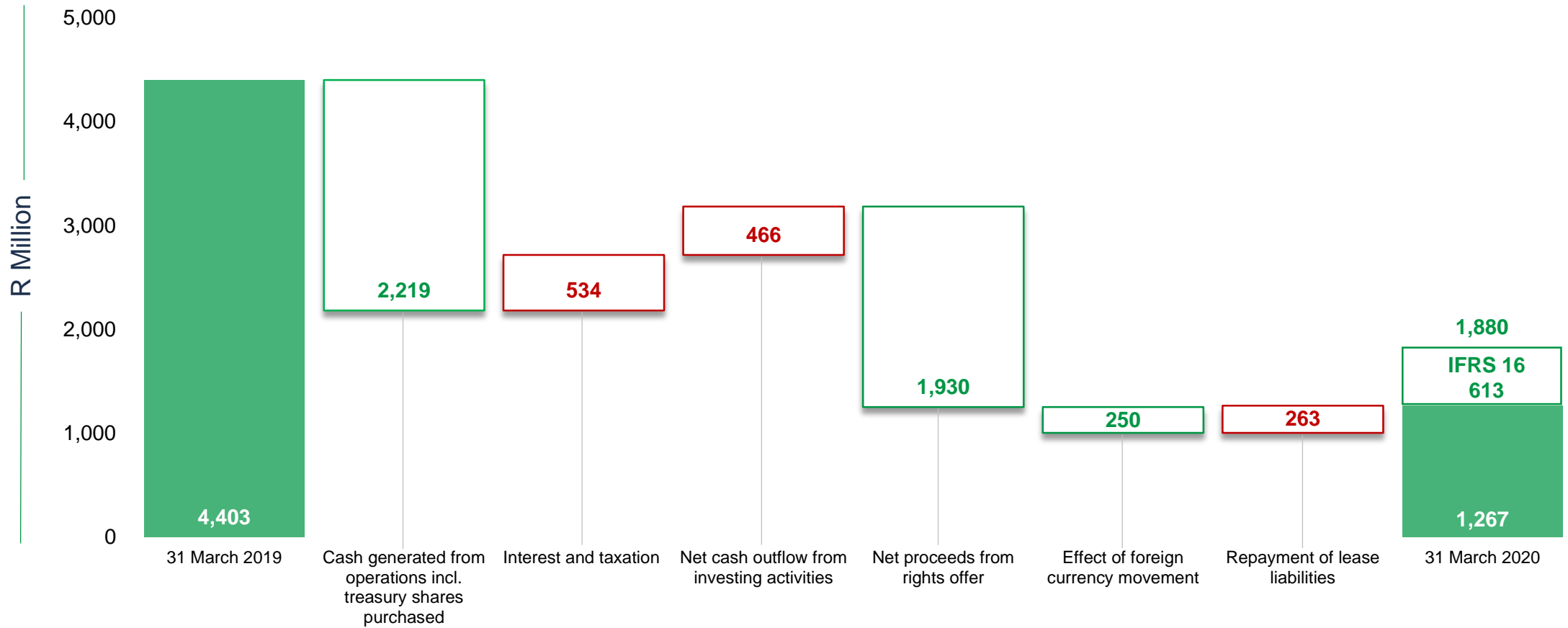
- Restructure and increased volumes in Africa
- Several new contracts awarded
- Successful ramp-ups in international markets
- PMC increased services into copper & precious metals market

Chemicals



- Higher margin product mix and costs reductions at Protea Chemicals
- Umongo Petroleum increased revenue by 10% due to specialities sales and base oil exports, however forex losses impacted operating profit

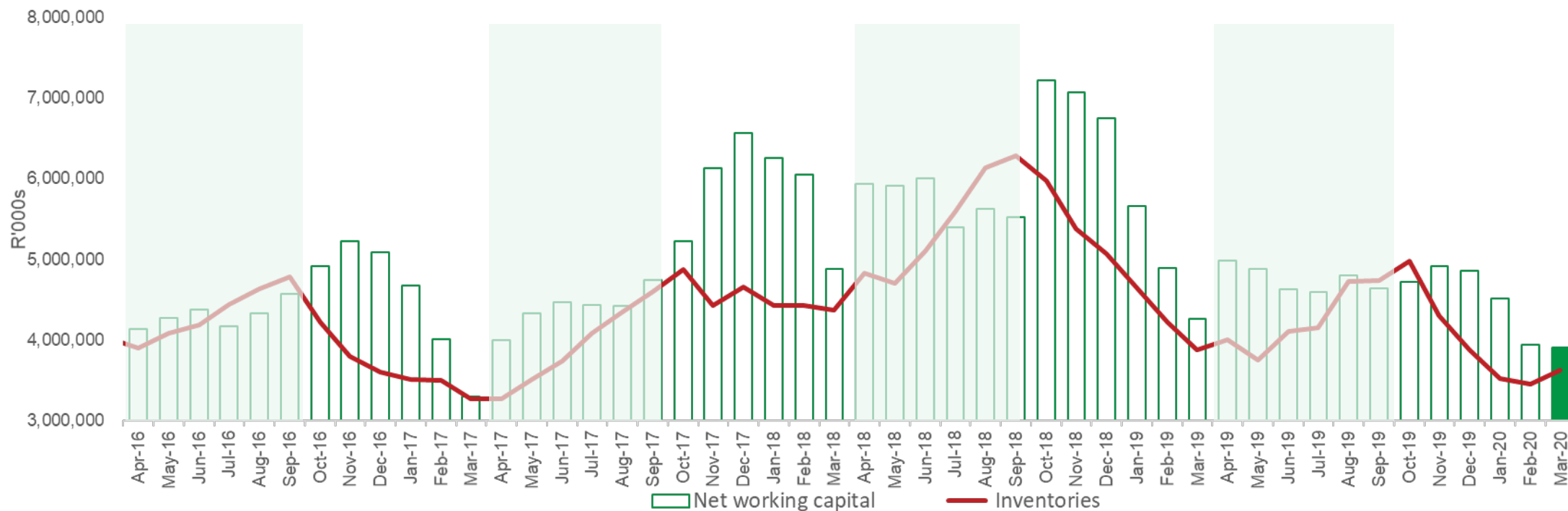
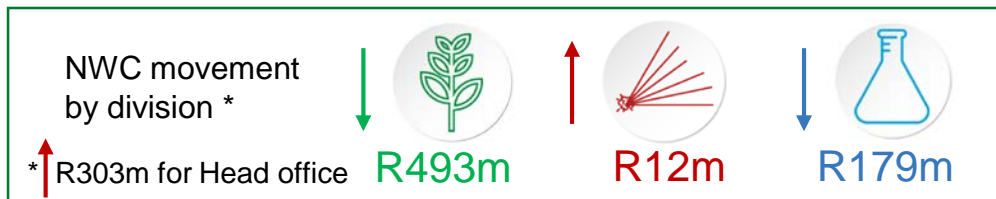
MOVEMENT IN NET DEBT



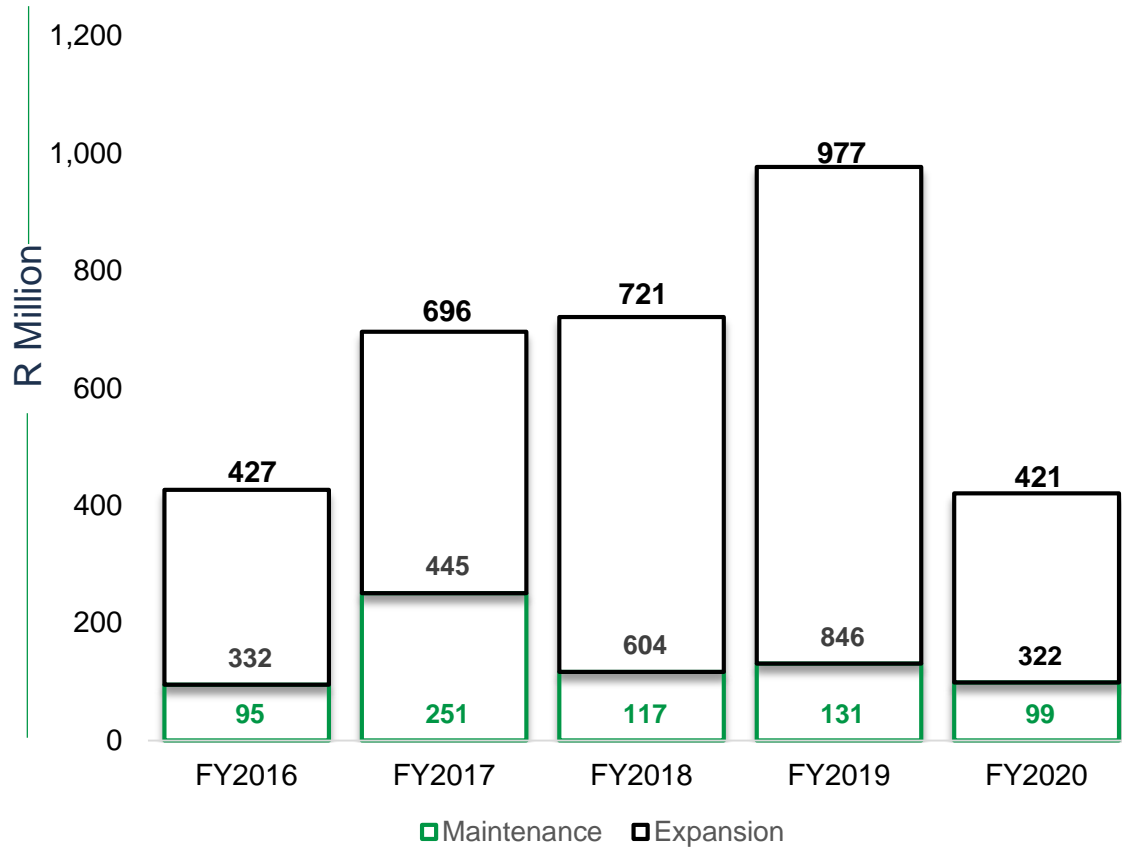
NET WORKING CAPITAL



Rm	FY2020	%	FY2019	FY2018	FY2017
Net working capital	3,907	(8)	4,264	4,498	3,001
Inventory	3,647	(6)	3,883	4,190	3,229
Receivables & net derivatives	4,288	9	3,944	3,686	3,096
Payables & other	(4,028)	13	(3,563)	(3,378)	(3,324)
NWC as a % of revenue	21%		23%	26%	18%



CAPITAL EXPENDITURE



Commentary FY2020

- Omnia has reached the end of its capital investment cycle
- Capex has reduced in line with plan
- Expansion spend in FY2020 of R322m includes:
 - Nitrophosphate plant – R80m
 - EnviNox catalyst –R79m
- Maintenance capex reduced to R99m (FY2019: R131m)
- FY2021 approximate capital expenditure of R550m depending on new contracts

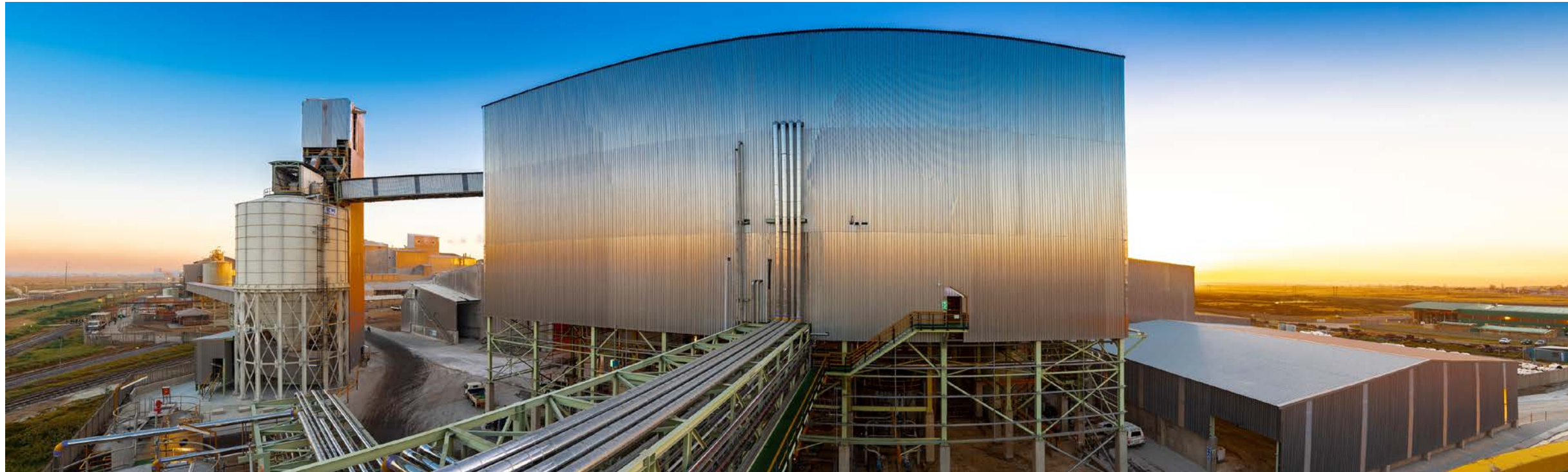


Slower ramp-up than anticipated due to technical difficulties

- At start up, instantaneous capacity of 50% achieved, but plant only achieved 25% of annual capacity in FY2020, hence benefits expected did not realise
- Start-up difficulties and design error on crystallizers restricted production capacity
- Modifications to crystallizers was completed by end February 2020

Capacity and benefit FY2021

- Achieved 75% of instantaneous capacity by end of FY2020; 82% in June
- Expect to achieve an annual design capacity of above 60%
- Associated EBITDA benefit of approximately R90m





OMNIA

FINANCIAL RESULTS

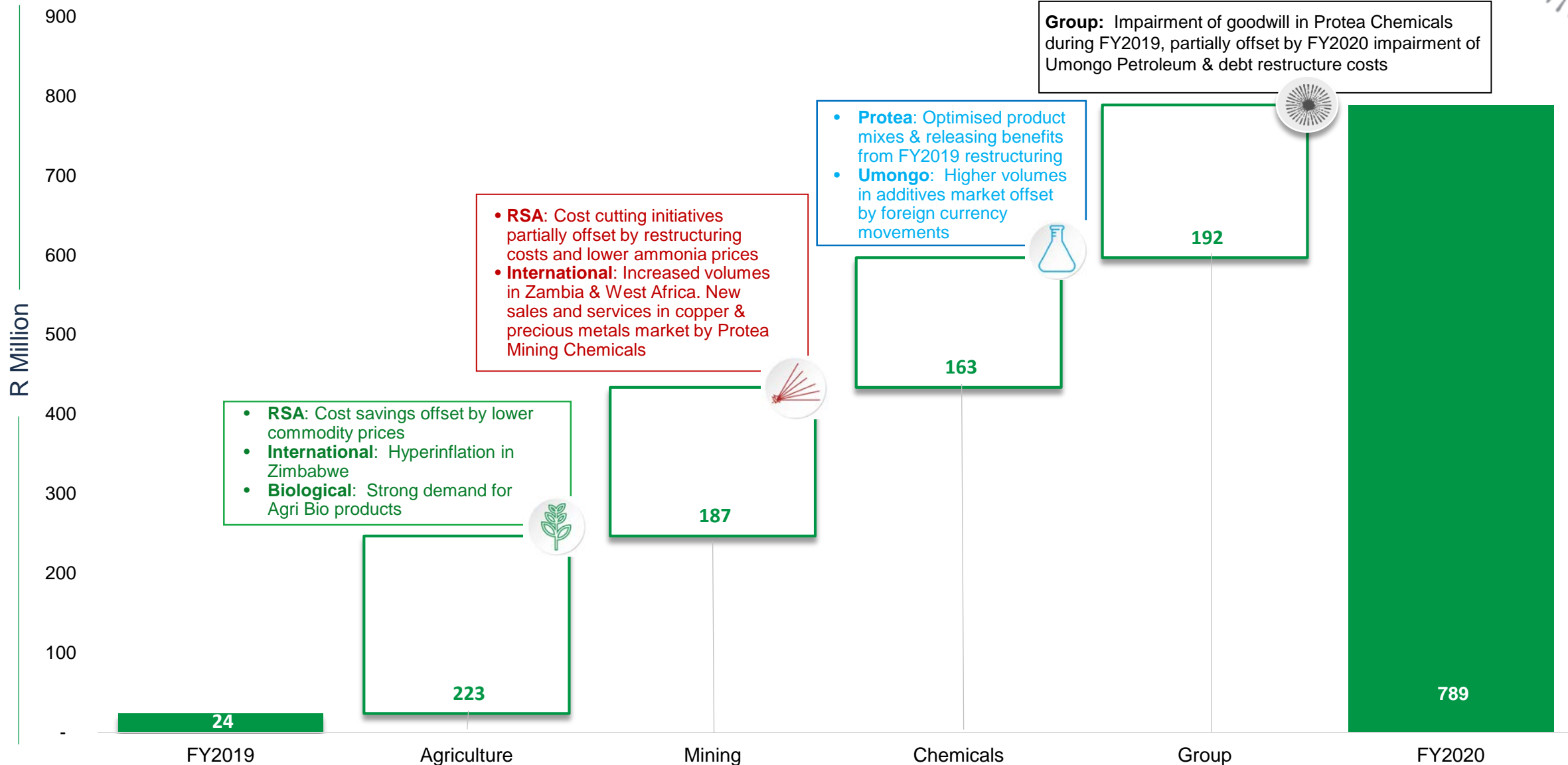
STATEMENT OF COMPREHENSIVE INCOME

Rm	31-Mar-20	%	31-Mar-19
Revenue	18,737	1	18,628
Cost of sales	(13,968)	4	(14,495)
Gross profit	4,769	15	4,133
<i>Gross profit margin</i>	<i>25.5%</i>		<i>22.2%</i>
Distribution expenses	(2,214)	(3)	(2,140)
Administrative expenses	(1,309)	13	(1,500)
Other operating income	179	(45)	325
Other operating expenses	(402)	(5)	(384)
Impairment losses on non-financial assets	(110)	68	(340)
Impairment losses on financial assets	(116)	(20)	(97)
Share of net (loss)/profit of investments: equity method	(8)	>(100)	27
Operating profit	789	>100	24
<i>Operating margin</i>	<i>4.2%</i>		<i>0.1%</i>
Monetary gain on hyperinflation	22	>100	-
Finance income	93	>100	43
Finance expense	(572)	(19)	(481)
Profit/(loss) before taxation	332	>100	(414)
Income tax	(203)	>(100)	7
Profit/(loss) for the year	129	>100	(407)

Commentary FY2020 vs FY2019

- **Gross profit margins** improved due to strong demand for AgriBio products, deterioration of Zimbabwean dollar, Protea/PMC product & services mixes
- **Distribution expenses** increased in Protea Mining Chemicals, West Africa and Agriculture Biological
- **Administrative expenses** firmly managed with significant savings in consulting and contractor fees, staff costs & general overheads
- **Other operating income** reduced by FY2019 income not repeated
 - R97m release of Umongo earn out
 - R96m insurance claim received due to Cyclone Idai
- **Other operating expenses** increase relates to a foreign exchange loss which offsets the higher gross profit in Zimbabwe, as well as the amortisation of foreign intangibles as a result of a weakening ZAR:USD exchange rate
- **Impairment losses** decreased caused by goodwill impairment of R105m Umongo Petroleum (FY2019: R324m for Protea Chemicals)
- **Finance costs** increased due to the bridge loan facility secured in June 2019
- **Effective tax rate** of 61.1% due to adoption of IFRIC 23, non-deductible expenses across the Group and assessed losses not accounted for as deferred tax assets in West Africa

MOVEMENT IN OPERATING PROFIT PER SEGMENT





AGRICULTURE: REVENUE AND OPERATING PROFIT

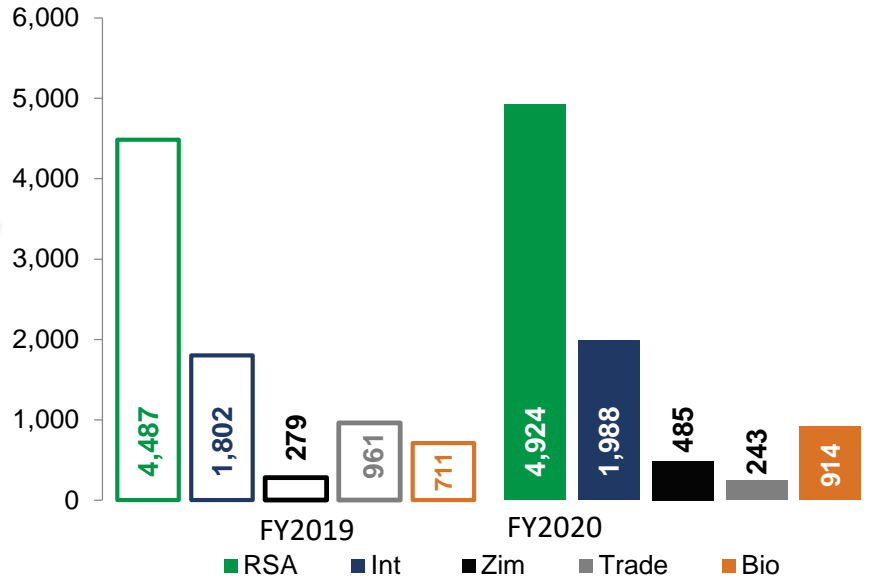


Commentary FY2020 vs FY2019

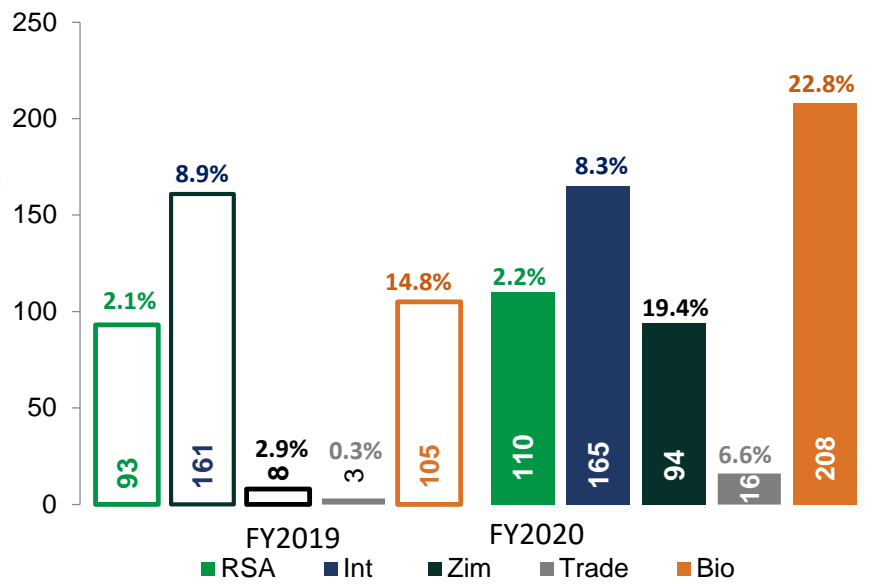
20

FINANCIAL RESULTS FY2020

NET REVENUE Rm



OPERATING PROFIT (Rm) & MARGIN %



SOUTH AFRICA:

Revenue ↑ 10%, Operating profit ↑ 18%

- Focused cost reductions offset by lower commodity prices



INTERNATIONAL:

Revenue ↑ 10%, Operating profit ↑ 2% (excl. Zim)

- Demand for K-humate™ remained strong and resulted in an improved performance in Brazil & Australia
- Solid sales performance in Zambia
- Reduced retail store footprint in Africa

Revenue ↑ 74%, Operating profit ↑ >100% (Zim)

- Zimbabwe performed in line with strategy; focus on foreign currency allocations



TRADING:

Revenue ↓ 75%, Operating profit ↑ >100%

- Wind down of business to be concluded



BIOLOGICAL: Revenue ↑ 29%, Operating profit ↑ 98%*

- Higher sales volumes in Brazil, USA & RSA
- Increased sales from new products
- Benefit of weakening Rand/US dollar exchange rate
- Oro Agri 12 month included in FY20 vs 11 month FY19

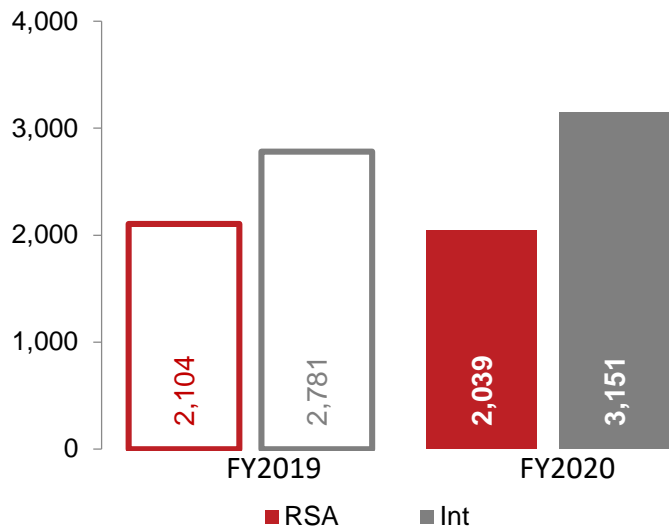
* Financial results reported in FY2019 for 11 months only



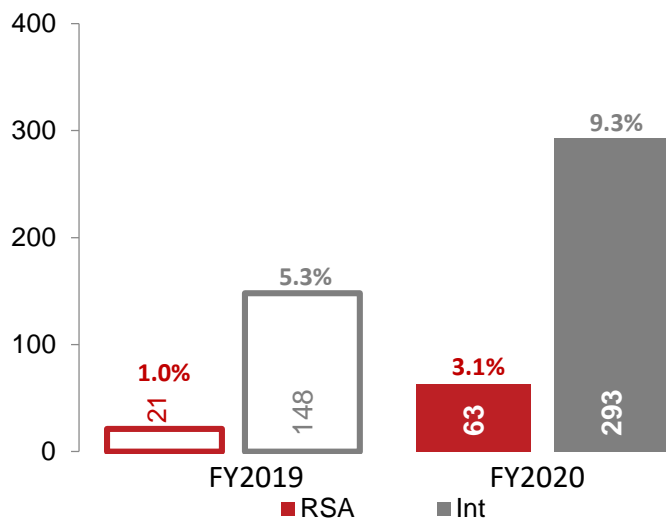
MINING: REVENUE AND OPERATING PROFIT



NET REVENUE Rm



OPERATING PROFIT (Rm) & MARGIN %



Commentary FY2020 vs FY2019



SOUTH AFRICA:

Revenue ↓ 3%, Operating profit ↑ >100%

- Lower ammonia prices offset by weakening ZAR:USD exchange rate
- Reduced volumes sold to coal mines that supply Eskom due to electricity supply interruptions
- Delays in commissioning of the nitrophosphate plant reduced raw material benefits
- FY2019 once-off costs not repeated



INTERNATIONAL:

Revenue ↑ 13%, Operating profit ↑ 98%

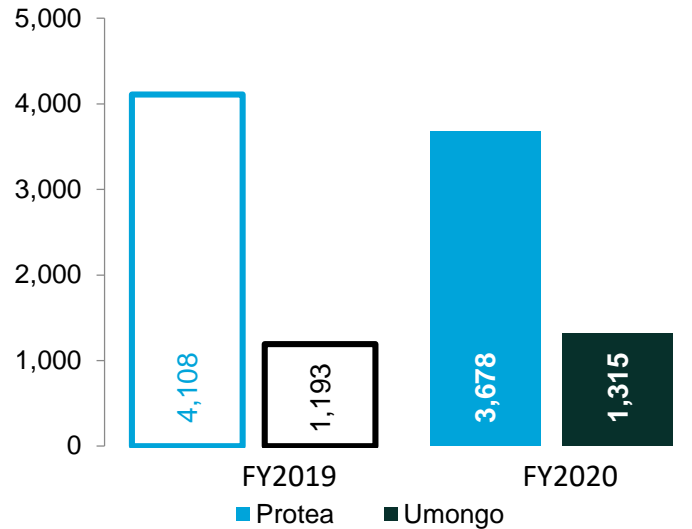
- Increased bulk volumes in Zambia & West Africa
- Lower ammonia prices create margin pressure
- Operating expense reduction
- Protea Mining Chemicals sales of products and services into the copper & precious metals markets
- Benefit of weakening Rand/US dollar exchange rate



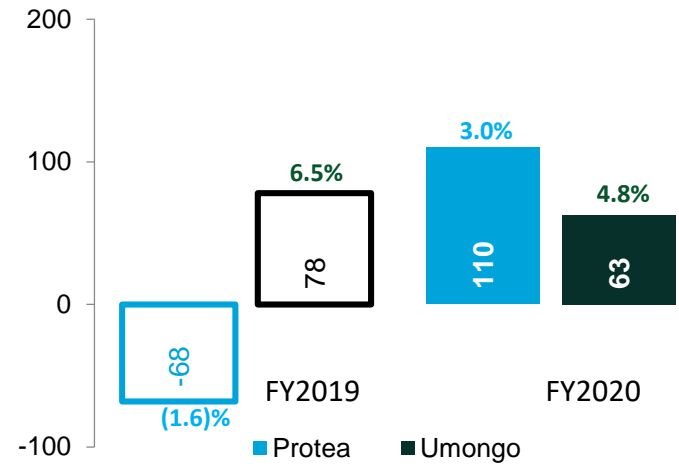
CHEMICALS – REVENUE AND OPERATING PROFIT



NET REVENUE (Rm)



OPERATING PROFIT (Rm) & MARGIN %



Commentary FY2020 vs FY2019



PROTEA CHEMICALS:

Revenue ↓ 10%, Operating profit ↑ >100%

- Manufacturing sector remains under pressure
- Strategic withdrawal of selected products
- Weakening of global commodity prices
- Strategy to improve product mix
- Operating costs saving



UMONGO PETROLEUM:

Revenue ↑ 10%, Operating profit ↓ 19%

- Growth in the additives market
- Sharp decline in the ZAR:USD exchange rate resulted in unrealised market-to-market adjustment
 - FY2020 R8m loss (FY2019: R16m gain)

STATEMENT OF FINANCIAL POSITION



23

FINANCIAL RESULTS FY2020

Rm	31-Mar-20	%	31-Mar-19
Property, plant & equipment	5,328	(2)	5,425
Right-of-use assets	572	100	-
Goodwill and intangible assets	2,579	4	2,488
Inventories	3,647	(6)	3,883
Trade and other receivables	4,255	8	3,944
Other assets	347	32	263
Cash and cash equivalents	1,360	>100	644
Total assets	18,088	9	16,647
Total equity	9,735	35	7,225
Deferred income tax liabilities	674	(8)	733
Trade payables & contract liabilities	4,028	12	3,593
Lease liabilities	613	>(100)	-
Other liabilities	411	>(100)	49
Interest bearing borrowings & overdraft	2,627	48	5,047
Total equity and liabilities	18,088	9	16,647
Net debt (incl. lease liabilities)	1,880	57	4,403
Net debt (excl. lease liabilities)	1,267	71	4,403
Net working capital	3,907	8	4,264

Commentary FY2020 vs FY2019

- Increase in **right of use assets** of R572m relating to the first-time adoption of IFRS 16
- **Cash** increased due to prudent cash management strategy and an overall improvement in the management of net working capital
- Increase in **lease liabilities** relating to the first-time adoption of IFRS 16
- **Net debt** decrease due to free cash flow generated, net proceeds received from the rights issue and weakening of ZAR:USD exchange rate
- **Net Working Capital**
 - **Inventory** decreased due to a change in the inventory purchasing profile in Agriculture RSA and a lower average inventory holding across the Group
 - **Receivables** increased due to a strong performance by Oro Agri and an increase in foreign debtors due to the weakening in the ZAR:USD exchange rate
 - **Payables** increased due to extended terms with creditors



Debt restructure

Sustainable **debt package concluded** in December 2019:

- Core term facilities of R2 billion (2 to 4 year maturities)
- Committed, five-year revolving credit facility of R1 billion
- Committed, general banking facilities of R800 million
- Committed, structured working capital facility of R1 billion
- R1.2 billion indirect facilities

Interest on loans are linked to **3-month JIBAR**, payable quarterly, except for the general **short-term banking facilities** that are **linked to the SA prime** rate

The loan is **secured by the assets of the South African entity obligors** as well as certain foreign subsidiary obligors

Debt profile as at 31 March 2020

Rm	Drawn	Available
Term loan facility	2 000	-
Revolving credit & structured working capital	500	2 300
Cash & cash equivalents	-	1 400
Total	2 500	3 700

Capital restructure

Management monitors capital on the basis of net interest-bearing borrowings over EBITDA, excluding impairments.

The aim is to keep this ratio at **2-3 times in the medium term** and **below 2 times in the long term**

Capital profile as at 31 March

Rm	2020	2019
Net interest-bearing borrowings	1 880	4 403
EBITDA, excluding impairments	1 823	979
Ratio	1.0	4.5

Covenant

	Actual	Covenant
Net debt (excluding lease liabilities) to adjusted EBITDA*	0.8	<2.5
Interest cover (adjusted EBITDA*/net finance cost)	5.6	>3.5

* Adjusted EBITDA is calculated as EBITDA excl. impairment, unrealised gains or losses on exchange rate movements and other financial instruments, revaluations of assets and any extraordinary and exceptional items, as disclosed in the loan facility agreement. These extraordinary and exceptional items are adjusted for following consultation and approval from the lenders

CASHFLOW



Rm	31-Mar-20	31-Mar-19
Net cash inflow from operating activities	1,692	311
Cash generated from operations	2,226	998
Interest paid	(482)	(561)
Interest received	93	43
Income taxes paid	(145)	(169)
Net cash outflow from investing activities	(466)	(2,059)
Purchase of PP&E	(421)	(977)
Proceeds on disposal of PP&E	48	2
Additions to intangible assets	(93)	(143)
Acquisition of a business	-	(941)
Net cash inflow from financing activities	1,404	1,463
Proceeds from rights offer	2,000	-
Cash paid for rights offer costs	(70)	-
Proceeds from treasury shares	(7)	-
Proceeds from interest-bearing borrowings raised	1,648	1,727
Repayment of interest-bearing borrowings	(1,904)	(111)
Repayment of lease liabilities	(263)	-
Dividends paid	-	(153)
Net increase/(decrease) in cash & cash equivalents	2,630	(285)
Net cash & cash equivalents at beginning of the year	(1,613)	(1,459)
Effect of foreign currency movement	250	131
Net cash & cash equivalents at end of the year	1,267	(1,613)
Net debt (incl. lease liabilities)	(1,880)	(4,403)
Net debt (excl. lease liabilities)	(1,267)	(4,403)

Commentary FY2020 vs FY2019

- **Cash generated from operations** increased due to increased operating margins, lower NWC and the effect of the first-time adoption of IFRS 16
- **Net finance charges paid** decreased as a result of approximately R70m excluded from the cash flow statement for the first-time adoption of IFRS 16
- **Net cash outflow from investing activities** decreased, the comparative period included cash outflows from the construction of the nitrophosphate plant and the acquisition of Oro Agri
- **Net cash inflow from financing activities** decreased as a result of the paydown of the bridge loan facility offset by the proceeds from the R2bn rights issue. Lease payments are now recognised as part of financing activities (previously recognised as part of cash generated from operations)
- **Free cash flow** increased to R963m (FY2019: R1 748m cash outflow)



OMNIA

CONCLUSION





Omnia Group supplies differentiated products and customer-focused solutions for the agriculture, mining and chemical application industries for more than 6 decades

In response to the rapidly changing operating environment, the Group's aim is to:



Be a world class manufacturer of high-quality products



Continuous improvement operational practices for increased returns



Create innovative customer focused solutions to grow above industry norm



Grow in existing markets and through geographic diversification



The Group's priority is to ensure a safe and sustainable environment in all aspects contributing towards a Better World

Trusted Performance – Innovative Solutions – Better World

PROGRESSING WITH TURNAROUND PLAN AND OPERATING MODEL



Fix

- Reduce cost base
- Develop new business model and structures
- Reduce NWC and capex requirements
- Fix operational issues

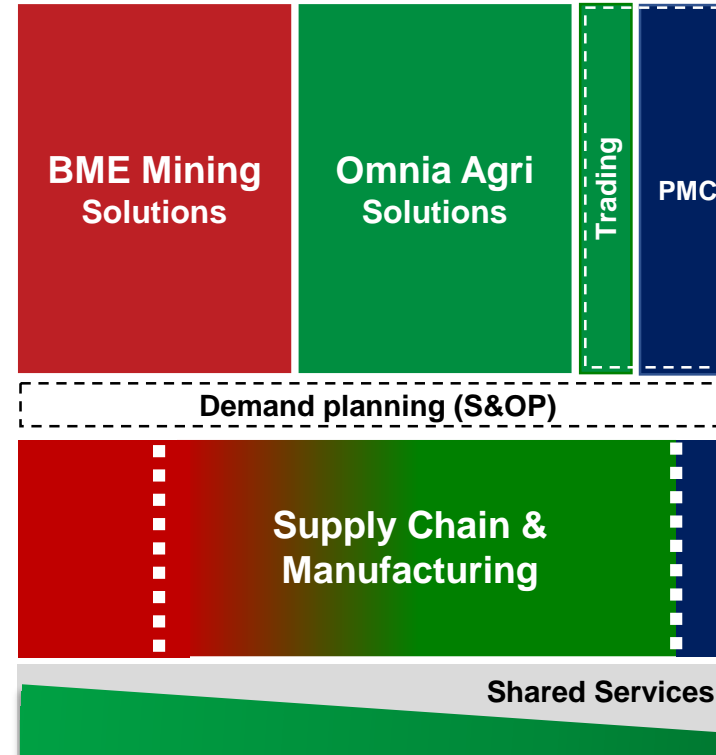
Renew

- Execute on new business model under new market conditions
- Focus on manufacturing excellence
- Winning in customer markets
- Challenged current beliefs on competitive advantage
- Seek group synergies
- Create high performance culture

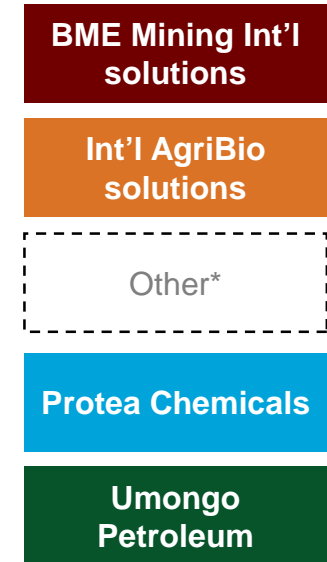
Grow

- Stabilise new operating cost base & operating model
- Capital light expansion strategy going forward to balance heavy assets in RSA
- International, product and technology expansion

SADC FOCUSED BUSINESSES



INVESTMENTS





Winning in customer markets

- Operationalise new BME contracts
- Quality products and service excellence cementing our brand leadership
- Unlocking new customer markets – locally and internationally
- Commercialise customer focused digital services and product innovations
- Create partnerships along core value chains
- Realise capital-light expansion opportunities

Operational

- Embed new operating model
- Implementation of shared services (cost reduction)
- Manufacturing & supply chain excellence
- Embed high performance culture

Safety and sustainability

- Contain COVID-19 in our operations and communities
- Continuously enhance safety environment
- Sustainability drive reducing carbon emissions contributing to climate action
- Enhancing diversity and corporate citizenship



We are committed to create medium-term sustainable returns on invested capital

This is achieved by:

- 1 Focusing on exceeding customer expectations, operational optimisation & financial position strength**
- 2 Pro-actively engaging in expansion opportunities aligned to our core competencies**
- 3 Managing risks appropriately**
 - Environment & Safety risks being a leadership priority targeting zero harm and positive impact
 - External macro risks mitigated through diversification and sustainability focus
 - Market competitiveness risks lowered by leveraging brand strength, innovation & manufacturing excellence
 - Capital risks addressed through hedging and strengthening of financial position



Our hearts break with the knowledge of people close to us and around the world that have succumbed to COVID-19. This pandemic has brought death to the doors of our staff, partners, customers, and communities, even to children.

Please continue to support those who are impacted by this pandemic.



OMNIA

In support of COVID-19 victims



Throughout this report there are certain statements made that are 'forward-looking statements'. Any statements preceded or followed by, or that include the words 'forecasts', 'believes', 'expects', 'intends', 'plans', 'predictions', 'will', 'may', 'should', 'could', 'anticipates', 'estimates', 'seeks', 'continues', or similar expression or the negative thereof, are forward-looking statements. By their nature, forward-looking statements are speculative and allude to known and unknown risks, opportunities, macroeconomic issues and any factors that could cause the actual results, performance or achievements of the Group to be materially different from the future results, performance or achievements expressed or implied by such forward-looking statements. Forward-looking statements are not guarantees of future performance and reflect the Group's view at the date of publication of this report. The Group is not obliged to publicly update or revise these forward-looking statements for events or circumstances occurring after the date of publication of this report. Any forward-looking statement contained herein based on current trends and/or activities of the Group should not be taken as a representation that such trends or activities will continue in the future. No statement in this document is intended to be a profit forecast or to imply that the earnings of the Group for the current year or future years will necessarily match or exceed the historical or published earnings of the Group. Forward-looking statements should not be relied on because they involve uncertainties and known and unknown risks which risk factors are described throughout the commentary in this report, and include economic, business and political conditions in South Africa and elsewhere.



Comprehensive additional information is available on our website: www.omnia.co.za
Or email queries: omniaIR@omnia.co.za



OMNIA

THANK YOU





OMNIA

ANNEXURES





EXECUTIVES



Ralph Havenstein

Independent Chairman of the Board
Appointed in 2007 with over 22 years executive leadership experience



Thoko Mokgosi-Mwantembe

Appointed in 2017 with extensive experience as a director of various multinationals



Prof. Nick Binedell

Appointed in 2017 with over 30 years' business leadership and strategy experience



George Cavaleros

Appointed in 2019
30 years' experience in financial services



Seelan Gobalsamy

Chief Executive Officer
Appointed in 2019 with close to 20 years' executive leadership experience



Sizwe Mncwango

Appointed in 2010 with 17 years' executive management experience



Wim Plaizier

Appointed in 2019 with 35 years' global and senior management experience



Tina Eboka

Appointed in 2016 with over 27 years' board level strategy consulting experience



Bernard Swanepoel

Appointed in 2019 with 30 years' experience in mining industry



Stephan Serfontein

Finance Director
Appointed in 2020
17 years' international corporate finance experience



Linda de Beer

Appointed in 2017 with over 10 years' corporate governance experience



Frank Butler

Appointed in 2002 with close to 30 years' business strategy experience



Ronnie Bowen

Appointed in 2011 with over 35 years' senior executive experience

GROUP MANAGEMENT TEAM



Seelan Gobalsamy
CEO
 Appointed in 2019 with close to 20 years' executive leadership experience



Stephan Serfontein
Finance Director
 Appointed in 2011 and 2020 to board, with 17 years' international corporate finance experience



Liesel Dentinger
HR Director
 Appointed in 2020 Over 20 years of Human Capital experience



Jan Vermaak
MD Agriculture
 Appointed in 2001 Over 20 years' industry experience



Michelle Nana
Company Secretary
 Appointed in 2018 25 years' experience in JSE-listed + unlisted companies



Mike Smith
MD Protea Mining Chemicals
 Appointed in 2006 Over 25 years' in petrochemical & mining experience



Lennon Phillip
General counsel
 Appointed in 2018 Admitted attorney with 19 years' experience



Joe Keenan
MD BME
 Appointed in 2015 30 years' experience in mining industry



Jacques de Villiers
MD Manufacturing
 Appointed in 2001 Over 20 years' industry experience



Francois Visagie
Business Initiatives
 Appointed in 2007 20 years' industry experience



Pieter Swart
Acting MD Chemicals
 Appointed in 2012 Over 20 years' senior & executive business experience



Kavita Pema
Safety Sustainability Risk
 Appointed in 2013 20 years' industry experience



With its vision of leaving a **better world** as a footprint, the Group's solutions promote the responsible use of chemicals for health, safety and a lower environmental impact → shift towards cleaner technologies



Main Portfolio

Omnia Nutriology: Ammonia nitrate-based fertilizer (granular, liquid, direct application ammonia), specialty fertilizers, AgriBio products, Farming R&D and retail

Oro Agri: Biostimulants, adjuvants, crop protection products, liquid foliar

Axioteq: Consulting, analytics services

BME: Bulk emulsion, packaged explosive, initiating systems, blasting accessories, detonators. Provides technology and services to the mining industry

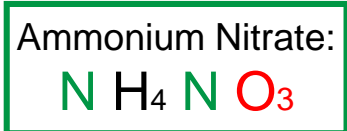
Protea Mining Chemicals: Chemicals for Mining industry, value added services


Protea Chemicals:

- Chemicals supply chain management (representing global companies in South Africa and Africa); Specialty chemicals

Umongo Petroleum:

- Lubricants, additives, base and process oils
- Distribution partner to global oil companies
- Advanced technology through Chevron



 Fertilizer requires the Nitrate

 Explosives requires the Oxidiser



Environment

Total energy usage declined 1.4%	GHG emission increased by 398% ^ (Oro Agri & end-of-life catalyst)
97 926 MWh electricity consumed	1 266 tonnes of waste and 15ML water recycled

Employees

4 426 employees and 21% female representation worldwide	72.9% black representation in South Africa
R19.7 million total training spend	No fatalities RCR of 0.49

Sound governance

2 new independent non-executive directors appointed	85% of directors are now independent non-executive
23% female and 31% black directors	5 years average tenure of non-executive directors

Sustainable societies

Level 3 B-BBEE maintained	R39m Sakhile 1 payment to shareholders	46% exercisable voting rights in the hands of black people in Omnia	R6.9bn qualified B-BBEE recognised procurement spend	R20m on CSI spend	COVID-19 relief efforts: provided 3 000 food hampers & 6 000 bottles of hand rub
---------------------------	--	---	--	-------------------	--

^ (5-year period figure increase). 107% increase compared to FY19

VOLUMES



39

FINANCIAL RESULTS FY2020



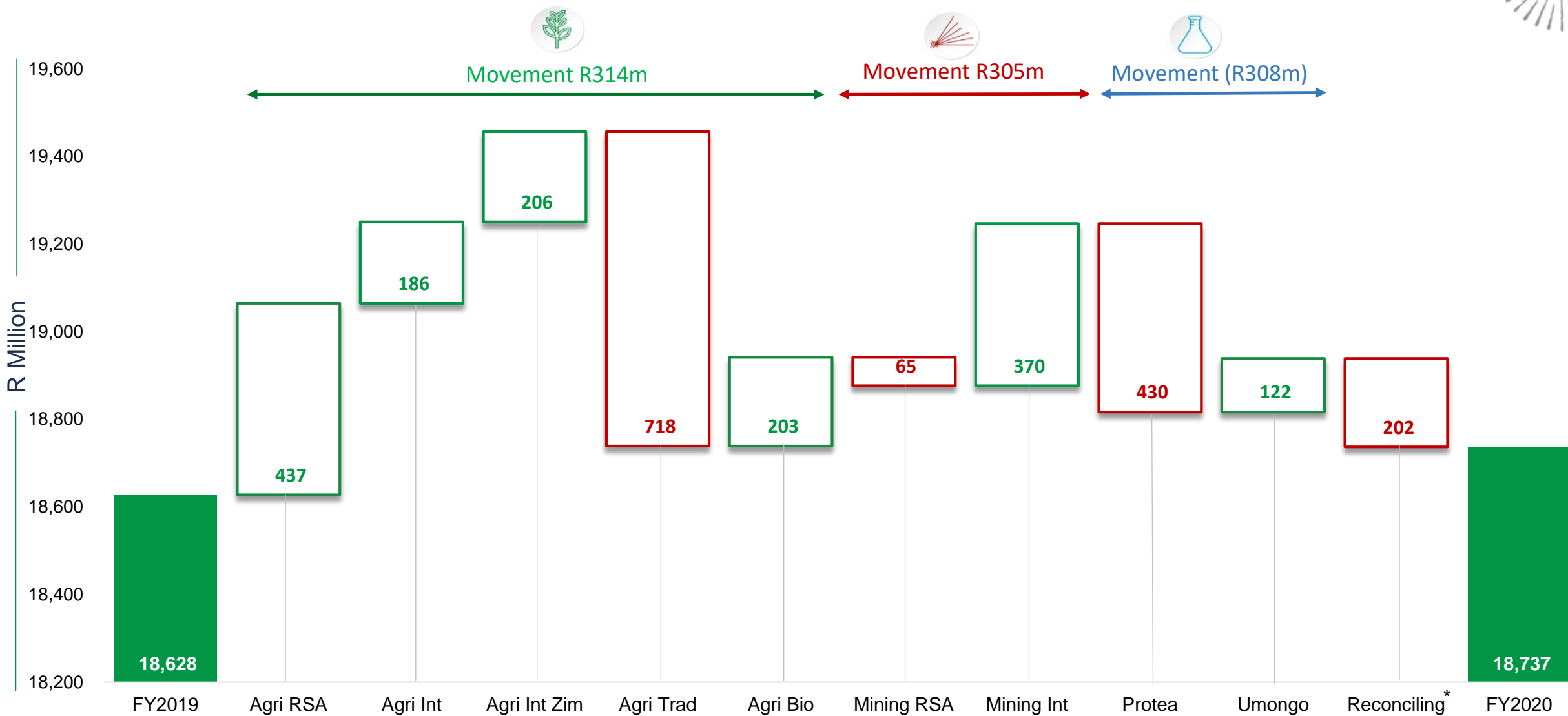
%	Revenue	Volumes	Average price	Comments
Agriculture RSA	10	8	2	Increased volumes sold due to a good rainfall season & favourable planting conditions
Agriculture International (excl. Zim)	10	6	4	Zambia, sales exceeded expectations driven by early contract deliveries
Agriculture Zimbabwe	74	(10)	84	Impact of hyperinflation. Restructuring of the business is currently well underway, and performance was in line with expectations, despite the economic challenges
Agriculture Trading	(75)	(68)	(7)	Model realignment with revised strategy with winding down the business
Agriculture Biological	29	19	10	FY19 included 11 months. Increase in volumes sold, mainly in Brazil, USA & RSA. Weakening of Rand/US dollar exchange rate impacted average price
Total Agriculture	4	8	(4)	
Mining RSA (Bulk and AXXIS)	(3)	(2)	(1)	Reduced volumes sold to coal mines that supply product to Eskom as well as lower production in the broader mining sector. Lower ammonia prices impacting selling prices
Mining International (excl. PMC)	20	2	18	Increase in volumes sold in Zambia, Mali and Burkina Faso, as well as the weakening of the Rand/US dollar exchange rate.
Protea Mining Chemicals	(6)	(14)	20	New sales in services of copper & precious metal market, which created change in product mix
Total Mining	6	2	4	
Protea Chemicals	(10)	(8)	(2)	Change in sales product mix
Umongo Petroleum	10	13	(3)	Change in sales product mix
Total Chemicals	(6)	(3)	(3)	



MOVEMENT IN REVENUE



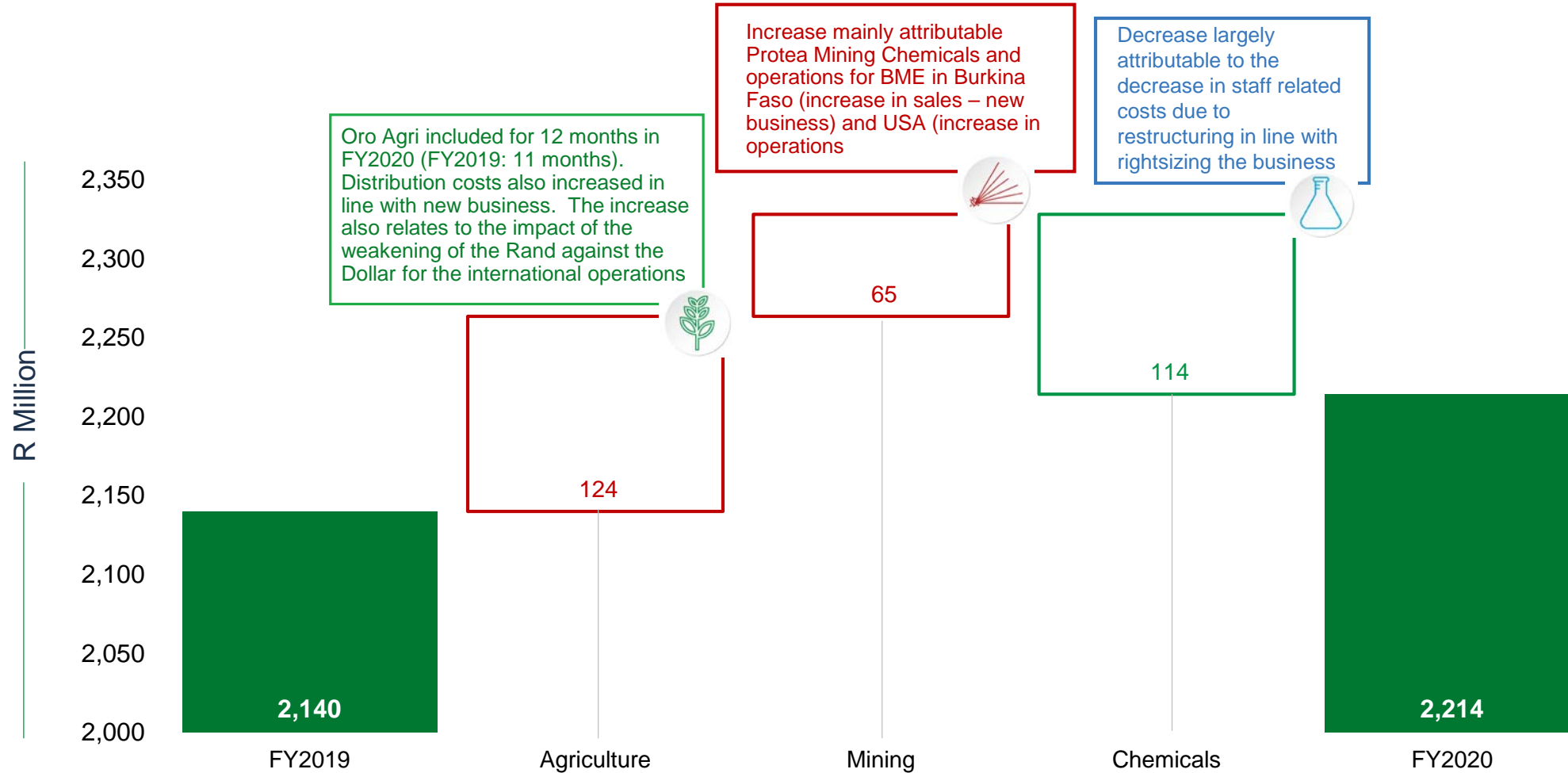
FINANCIAL RESULTS FY2020



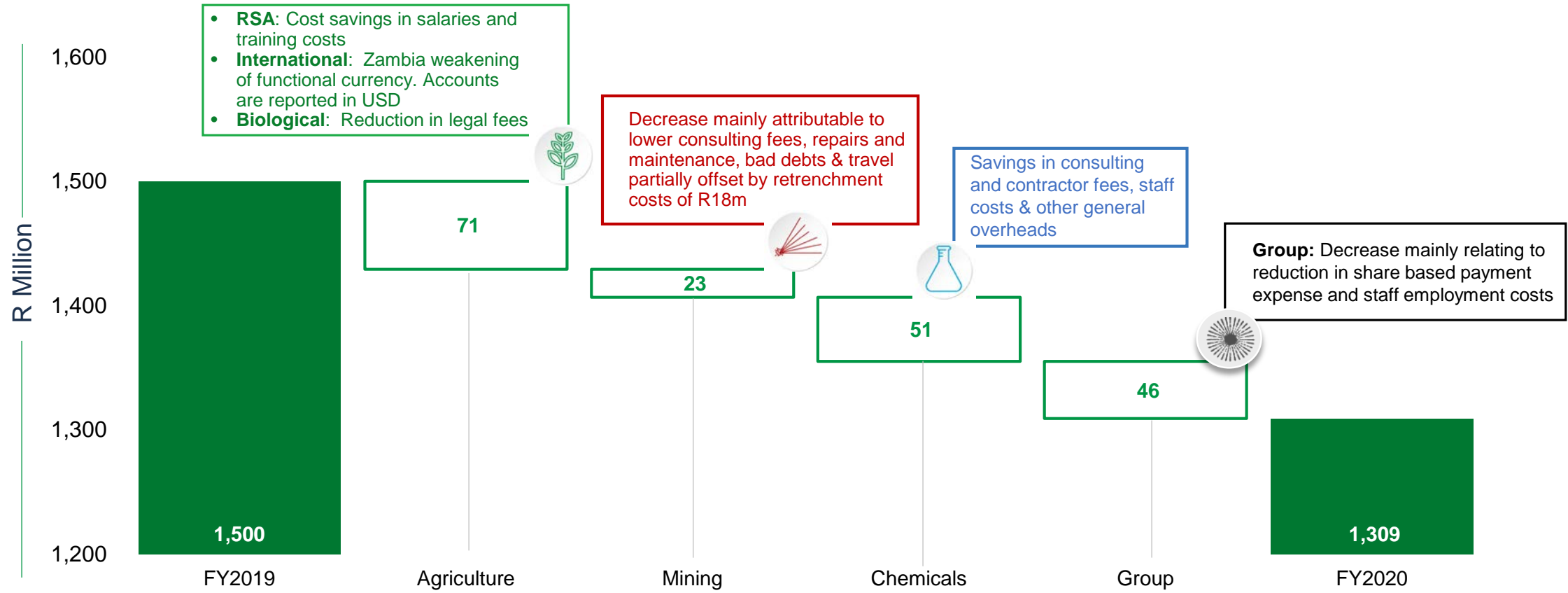
YOY growth	10%	10%	74%	-75%	29%	-3%	13%	-10%	10%
% contribution	26%	11%	3%	1%	5%	11%	17%	20%	7%

* Reconciling items arise from the difference between the way in which executive management analyses the financial information and IFRS requirements

MOVEMENT IN DISTRIBUTION EXPENSE

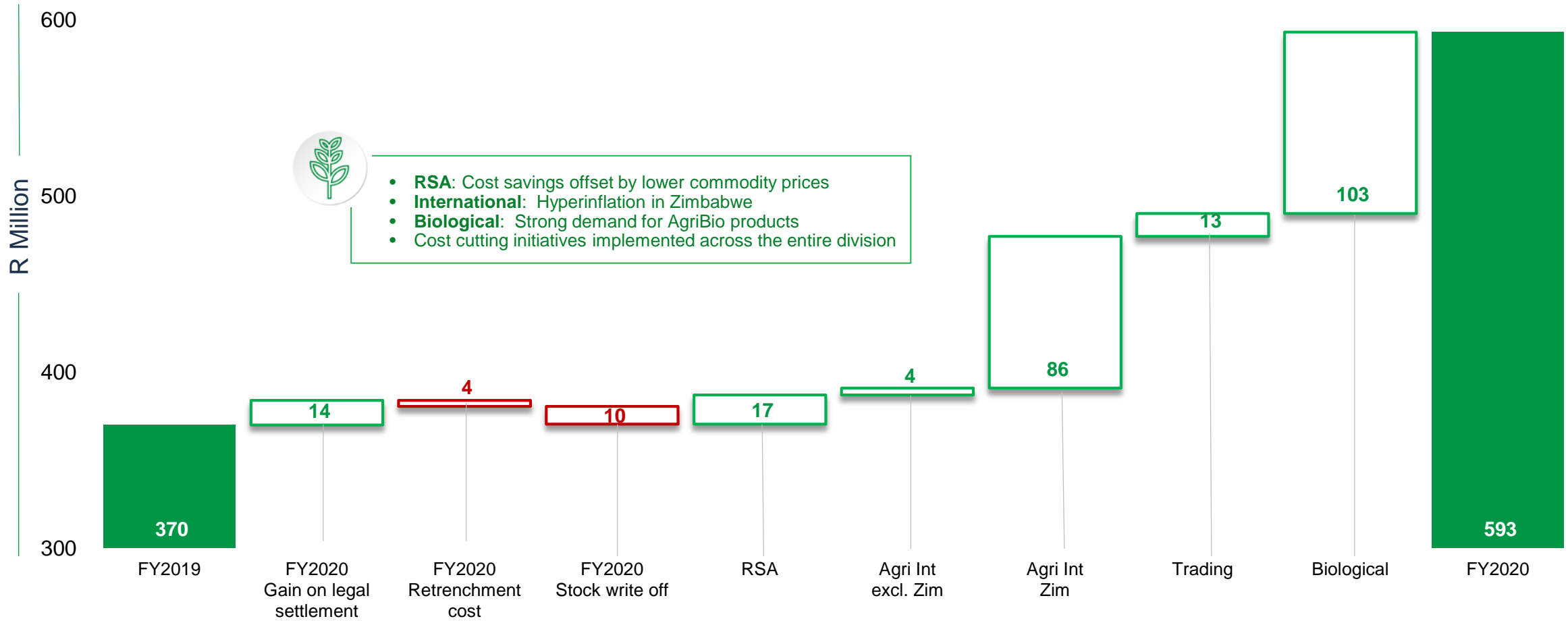


MOVEMENT IN ADMINISTRATIVE EXPENSE





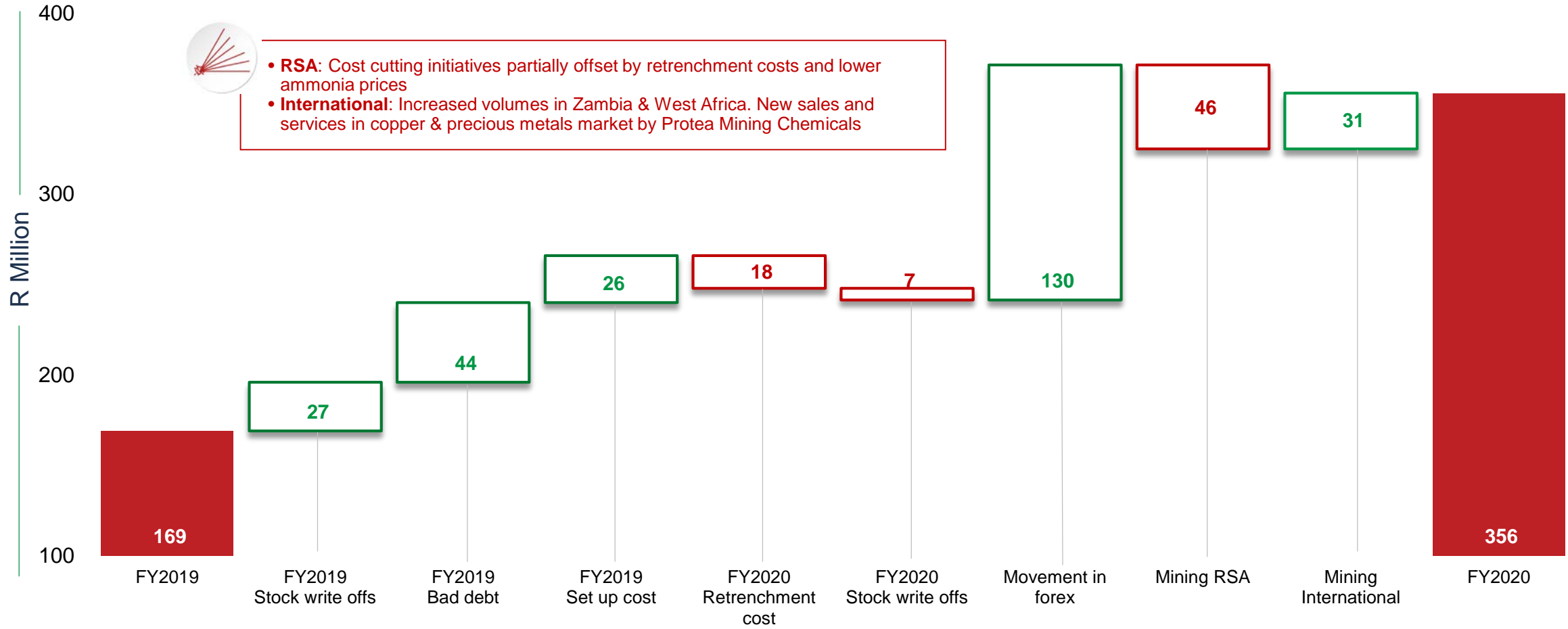
AGRICULTURE: MOVEMENT IN OPERATING PROFIT



- **RSA:** Cost savings offset by lower commodity prices
- **International:** Hyperinflation in Zimbabwe
- **Biological:** Strong demand for AgriBio products
- Cost cutting initiatives implemented across the entire division



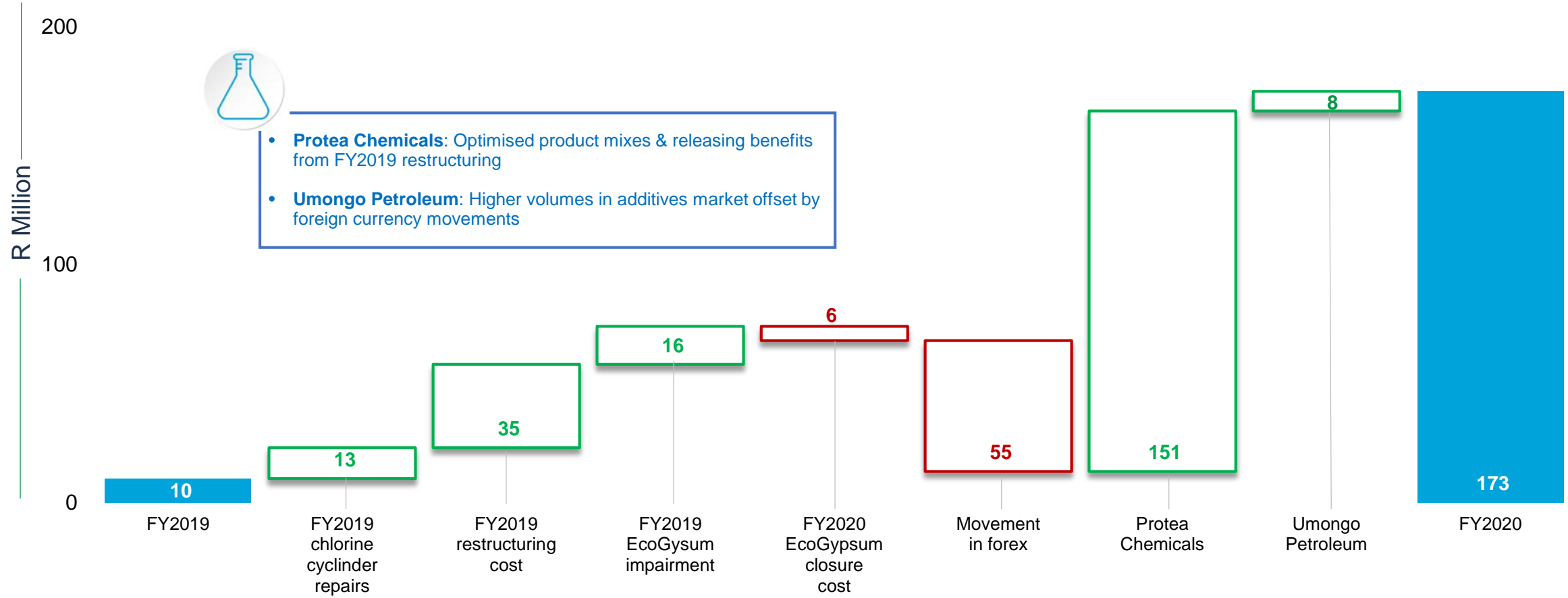
MINING: MOVEMENT IN OPERATING PROFIT



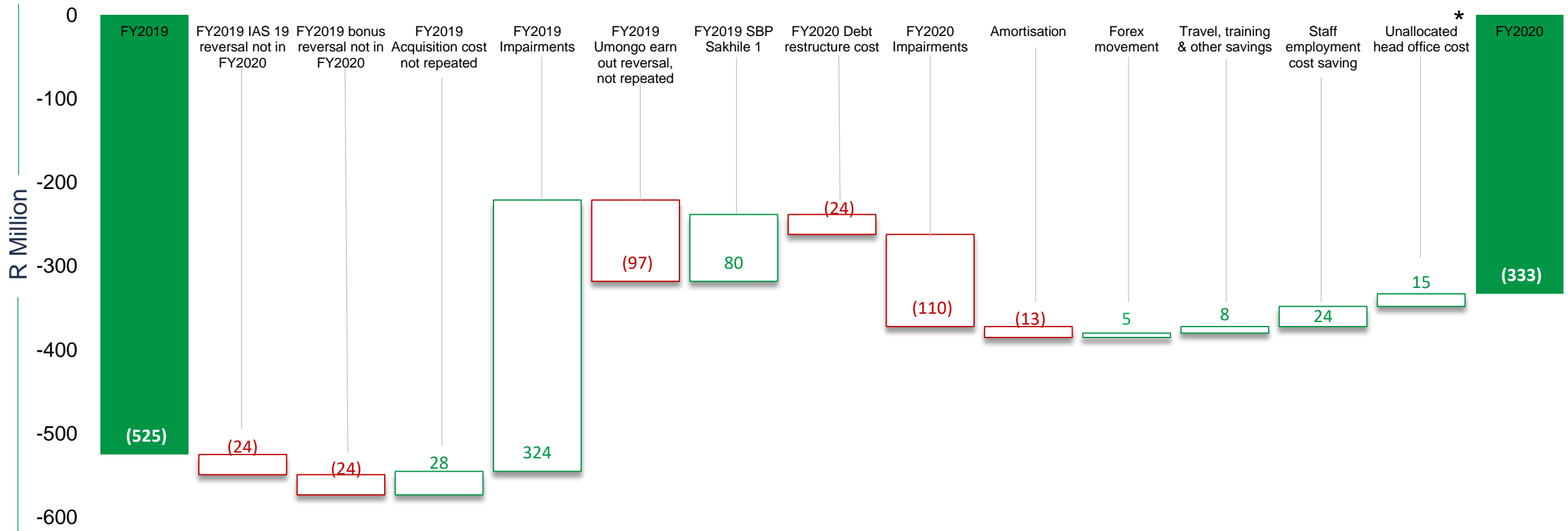
• **RSA:** Cost cutting initiatives partially offset by retrenchment costs and lower ammonia prices
 • **International:** Increased volumes in Zambia & West Africa. New sales and services in copper & precious metals market by Protea Mining Chemicals



CHEMICALS: MOVEMENT IN OPERATING PROFIT



HEAD OFFICE: MOVEMENT IN OPERATING PROFIT



* This relates to costs that were over recovered from the divisions in terms of a management fee

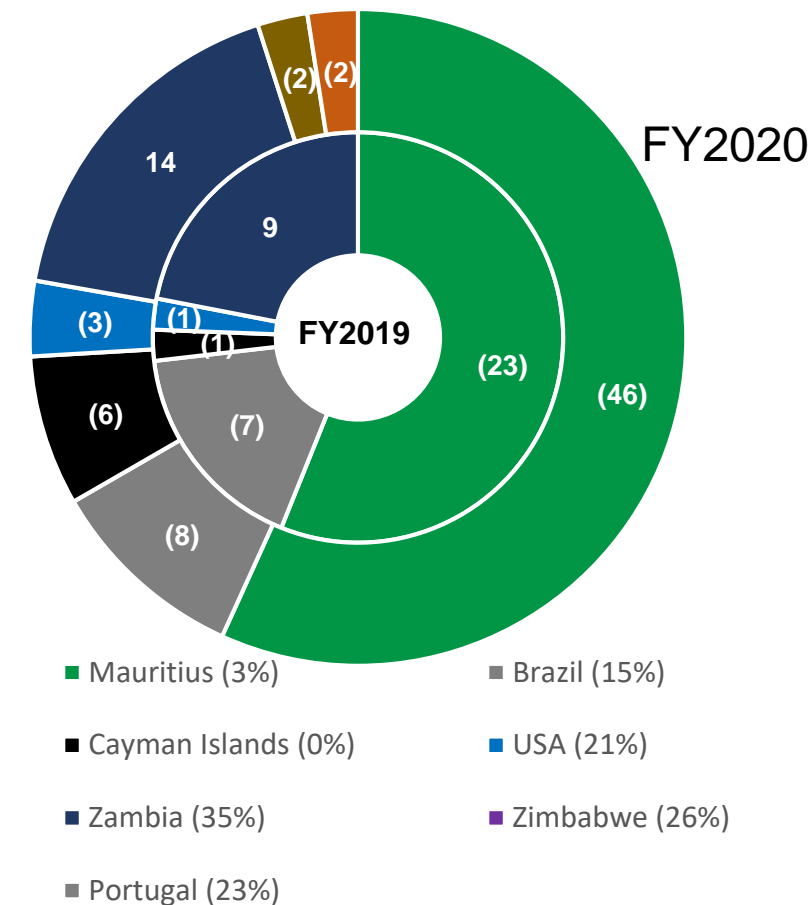
TAX RATE RECON



47

Rm	31-Mar-20	31-Mar-19
Profit/(loss) before taxation	332	(414)
Tax calculated at 28% (2019: 28%)	93	(116)
Adjusted for:		
Non-deductible expenses	144	166
Impairment of goodwill	29	91
Amortisation of intangible assets	15	15
Expenses of a capital nature	15	11
Provisions under <i>IFRIC 23 – Uncertainty over Income Tax Treatments</i>	29	-
Share-based payment	-	35
Foreign expenses not deductible per in-country legislation	49	-
Other	7	14
Different tax rates in countries in which the Group operates	(53)	(23)
Assessed losses not accounted for as deferred tax assets	28	33
Assessed losses utilised	(17)	(3)
Exempt income*	(10)	(30)
Special allowances	(4)	(58)
Over/(under) provision of prior year tax and additional provisions	7	24
Hyperinflation	15	-
Tax charge	203	(7)
Weighted average applicable tax rate	61.1%	1.7%

Omnia operates in 45 countries across the world which have statutory rates of tax from 0% to 35%. The difference in tax rates of other countries reconciling line can be attributed to the following countries:



* Exempt income includes income from carbon credit sales and interest income taxed as a separate source

IFRIC 23 – UNCERTAINTY OVER INCOME TAX TREATMENTS SUMMARY



FINANCIAL POSITION (Rm)	Retained earnings	Income tax liability
At 31 March 2019	4 594	20
Adoption of <i>IFRIC 23 – Uncertainty over income tax treatments</i>	(144)	144
Reclassification from trade payables & other liabilities	-	93
At 1 April 2019	4 450	257

Commentary

Background

- Tax positions taken are included in normal & deferred tax calculations as per *IAS 12 – Income taxes*
- Group previously recognised tax liabilities on most likely outcome in accordance with *IAS 12 – Income taxes* and recognised as other liabilities.
- *IFRIC 23 – Uncertainty over income tax treatments* provides additional guidance on *IAS 12 – Income taxes* requirements and requires recognition as income tax expense and income/deferred tax liability.

Application

- Retrospective implementation, cumulative adjustment for prior years in opening retained earnings of R144m
- Current year charge in profit or loss



Commentary

Impact of adopting IFRS 16 - Leases

- All operating leases now capitalised to the statement of financial position as right-of-use assets with corresponding lease liabilities
- Right of use assets are depreciated over the lease term
- Finance costs accrued on lease liabilities at the incremental borrowing rate and lease liability reduced by lease payments

On initial application (1 April 2019)

- Lease liabilities were measured at the PV of remaining lease payments, discounted using lessee's incremental borrowing rate as at 1 Apr 2019
- Right of use assets was measured at an amount equal to the remaining lease liabilities
 - ✓ **No impact on opening retained earnings at 1 Apr 2019**
- Leases previously classified as finance leases
 - Lease asset was transferred to right of use assets
 - Lease liability treated as before
- Impact at 1 April 2019:

FINANCIAL POSITION (Rm)	Lease liability	Right of use assets
Operating leases capitalised	470	470
Finance leases transferred	42	50
IFRS 16 impact at 1 April 2019	512	520

Impact

COMPREHENSIVE INCOME (Rm)	Impact as at 31 Mar 2020
Lease expenses no longer recognised	263
Depreciation of right of use assets	(231)
Operating profit	32
Finance expenses	(74)
Profit before tax	(42)

FINANCIAL POSITION (Rm)	Impact as at 31 Mar 2020
Right of use assets	
At 1 April 2019	520
Additions	324
Disposals	(6)
Depreciation	(231)
Foreign exchange movement	35
At 31 March 2020	572

Lease liability	
At 1 April 2019	512
Additions	314
Finance expenses	74
Other	(24)
Lease payments	(263)
At 31 March 2020	613



Commentary

- In a hyperinflationary economy, reporting of operating results & financial position in local currency without restatement is not useful
- Decrease in purchasing power at such a rate that comparison of amounts from transactions and other events that have occurred at different times, even within same accounting period, is misleading
- In a hyperinflationary economy, financial statements are useful, only if they are expressed in terms of the measuring unit current at the end of the reporting period
- Any gains or losses on the net monetary position are included in profit & loss and separately disclosed
- Omnia Zimbabwe with an excess of monetary liabilities over monetary assets, gains purchasing power

Hyperinflation – Indices:

	CPI	CPI Index	ZWL:USD	ZWL:USD Index
Mar 20	810.40	1.0000	62.29	1.0000
Feb 20	640.16	1.2659	46.35	1.3438
Jan 20	563.90	1.4371	36.61	1.7014
Dec 19	551.63	1.4691	25.55	2.4376
Nov 19	473.28	1.7123	27.07	2.3009
Oct 19	402.92	2.0113	27.40	2.2736
Sep 19	290.39	2.7907	19.23	3.2389
Aug 19	246.68	3.2852	15.03	4.1449
Jul 19	208.92	3.8789	11.99	5.1946
Jun 19	172.61	4.6949	8.73	7.1342
May 19	123.95	6.5381	8.97	6.9463
Apr 19	110.14	7.3577	5.92	10.5170

After reporting date, the US dollar: Old Mutual Implied Rate weakened further to 1:116.31. Using this exchange rate, results from Zimbabwean operations included in the Group's results would be a profit of R51m (Reported 2020: R97m profit) and IFRS net asset value would be a net liability of R70m (reported 2020: R135m net liability).

SUMMARY IMPACT OF HYPERINFLATION - ZIMBABABWE



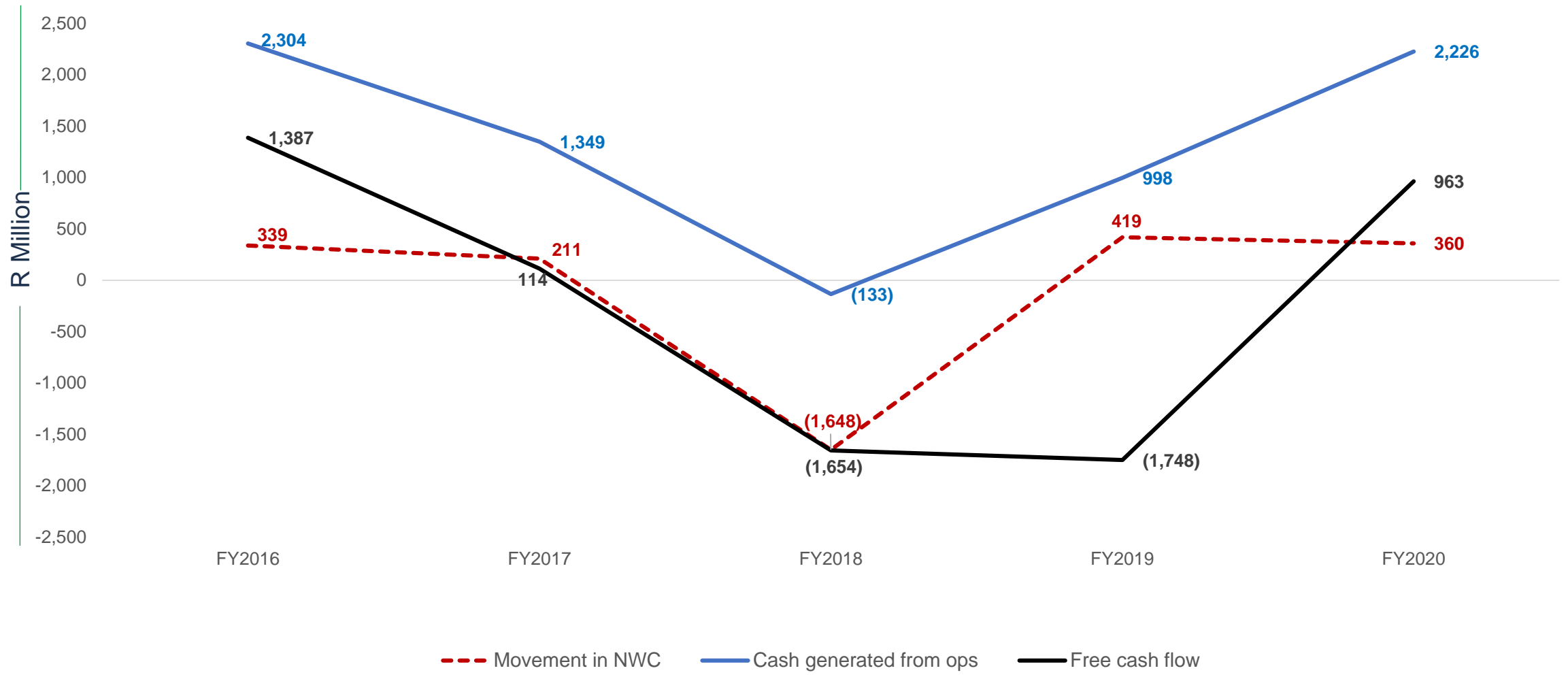
51

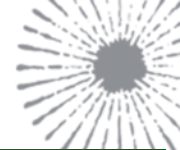
Rm	Without hyperinflation	With hyperinflation	Impact
Statement of Comprehensive income			
Revenue	485	485	-
Expenses	(510)	(391)	119
Operating profit	(25)	94	119
Net monetary gain on hyperinflation			
	-	22	22
Interest	(6)	(4)	2
Profit before tax	(31)	112	143
Tax	-	(15)	(15)
Profit for the year	(31)	97	128
Statement of financial position			
Property, plant and equipment	2	6	4
Inventory	60	113	53
Monetary assets	28	28	-
Monetary liabilities	(268)	(268)	-
Deferred tax	-	(15)	(15)
Equity	-	136	-

Commentary

- Opening balance adjustment in other comprehensive income – monetary gain on hyperinflation of **R98m**
- Effect of hyperinflation on 31 March 2020:
 - Increase in local currency but decrease in ZAR
 - Due to exchange rates applied to translate performance & balances

FREE CASH FLOW





Employee Share Schemes

SAKHILE 1

- Scheme settled in cash R39m - **No share dilution occurred**
- 98% of participants accepted the offer
- R3m accrued for cash settlement for remaining good leavers to be traced

SAKHILE 2

- Vested tranches settled in shares bought in the open market in the name of the participants (66 000 shares)
- **No share dilution**

OTHER MANAGEMENT SHARE SCHEMES

- Partner 5 – cancelled

OMNIA 2020 SHARE PLAN

- Only purchase shares in open market
- Designed to adopt local and global developments in share plan practices, ensure improved alignment with shareholder objectives, support appropriate performance reward for executives & management & to simplify the general understanding of scheme

B-BBEE

- Maintained Level 3 rating in Oct 2019
- Improved overall score
- Assessing new strategy with focus on ownership structure and enhanced skill development initiatives

SCORECARD

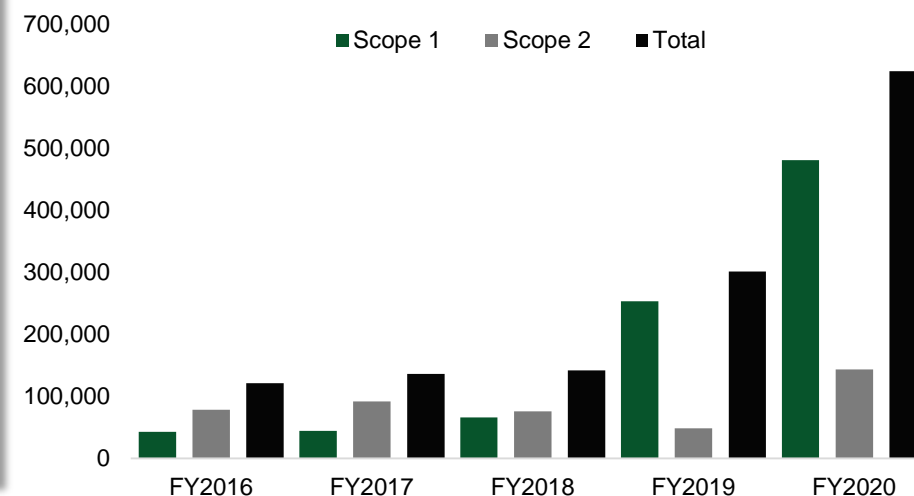
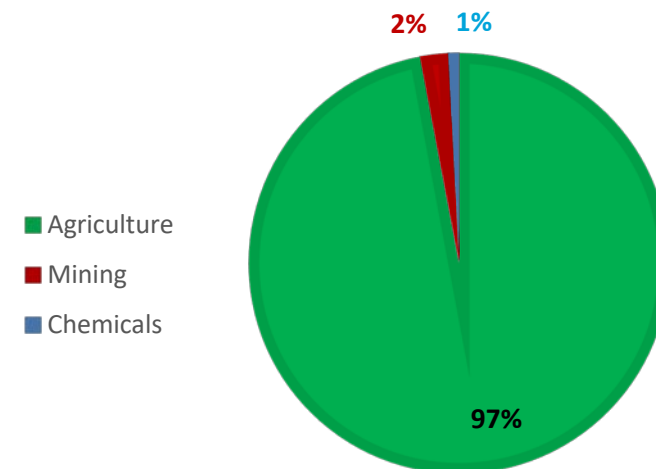
	FY2019	FY2018
Ownership	24.06	25
Management control	11.01	12.82
Skills	17.05	22.61
Enterprise & Supplier Development	34.03	27.42
Socio-Economic Development	5	2.82
TOTAL	91.15	90.67



Commentary

- Response to climate change – SDG's being embedded in business strategy
- **Omnia has emerged as a leader in mitigation of Greenhouse gases (GHG):**
 - Implementing advanced technological mitigation measures (measured reduction of NO_x & N₂O being > 90%)
 - Focusing on green chemistry & optimising blasting solutions
 - Co-generation of electricity from waste heat reducing on-site electricity demand in Sasolburg by up to 40%
- No CERs in stock - contract with NEFCO to sell all CP2 CERs until Jun 2020
- Some unregistered CP1 CERs that are currently not tradeable through UNFCCC - these can be used to reduce carbon tax liability up to Dec 2022
- **Carbon tax liability**
 - Well managed mitigation measures implemented as early as 2008
 - Current 2019 tax liability higher due to end of life of the EnviNox catalyst which has been replaced now
 - Omnia anticipate that emissions will revert to pre-2019 levels

TOTAL GHG EMISSIONS BY DIVISION



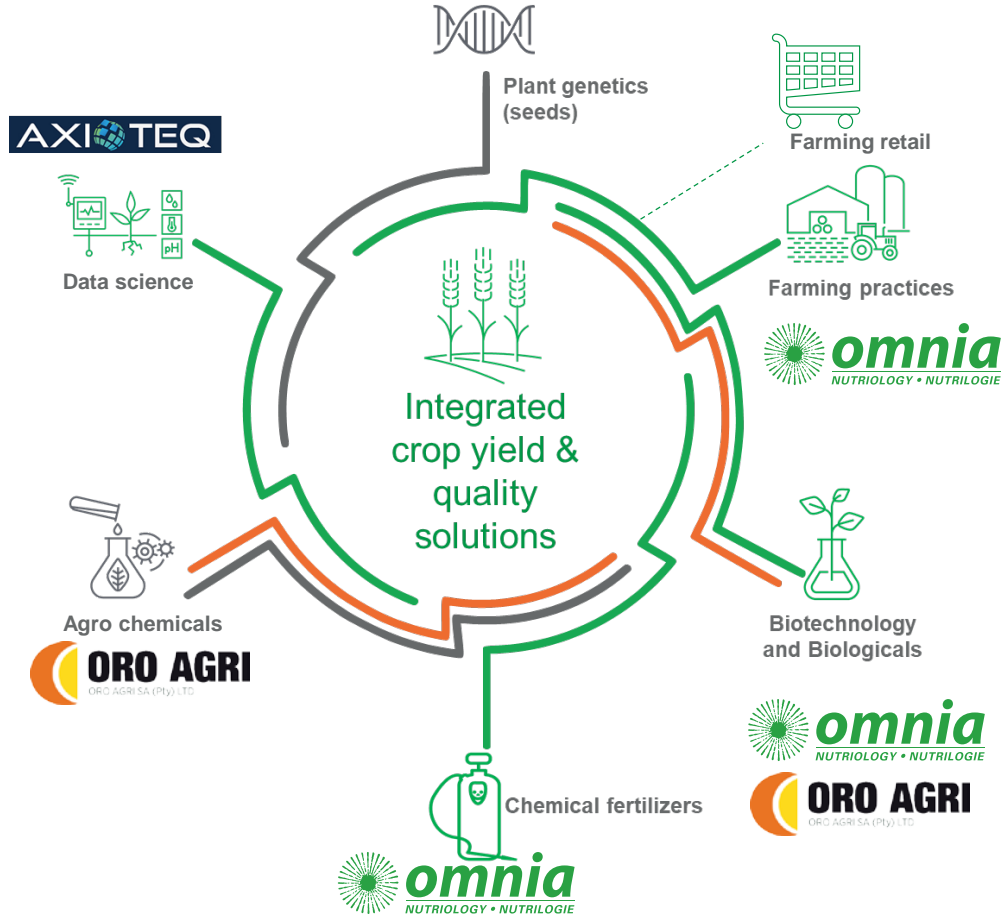
AGRICULTURE – OUR UNIQUE OFFERING



Omnia's brand is globally known for improving yield and providing state-of-the-art agriculture solutions

Growth opportunities exist in Africa (low fertilizer use compared to rest of world) and rest of the world due to fears on health and a lower environmental impact

1 Omnia provides farmers with integrated solutions for sustainable and responsible food production



2 Omnia is the only provider of granulated fertilizer in Africa – now at lower cost

Chemically Granulated

- Each granule contains the same nutrients
- Uniform, predictable distribution
- Reduces risk

100 kg Benefit on Farm

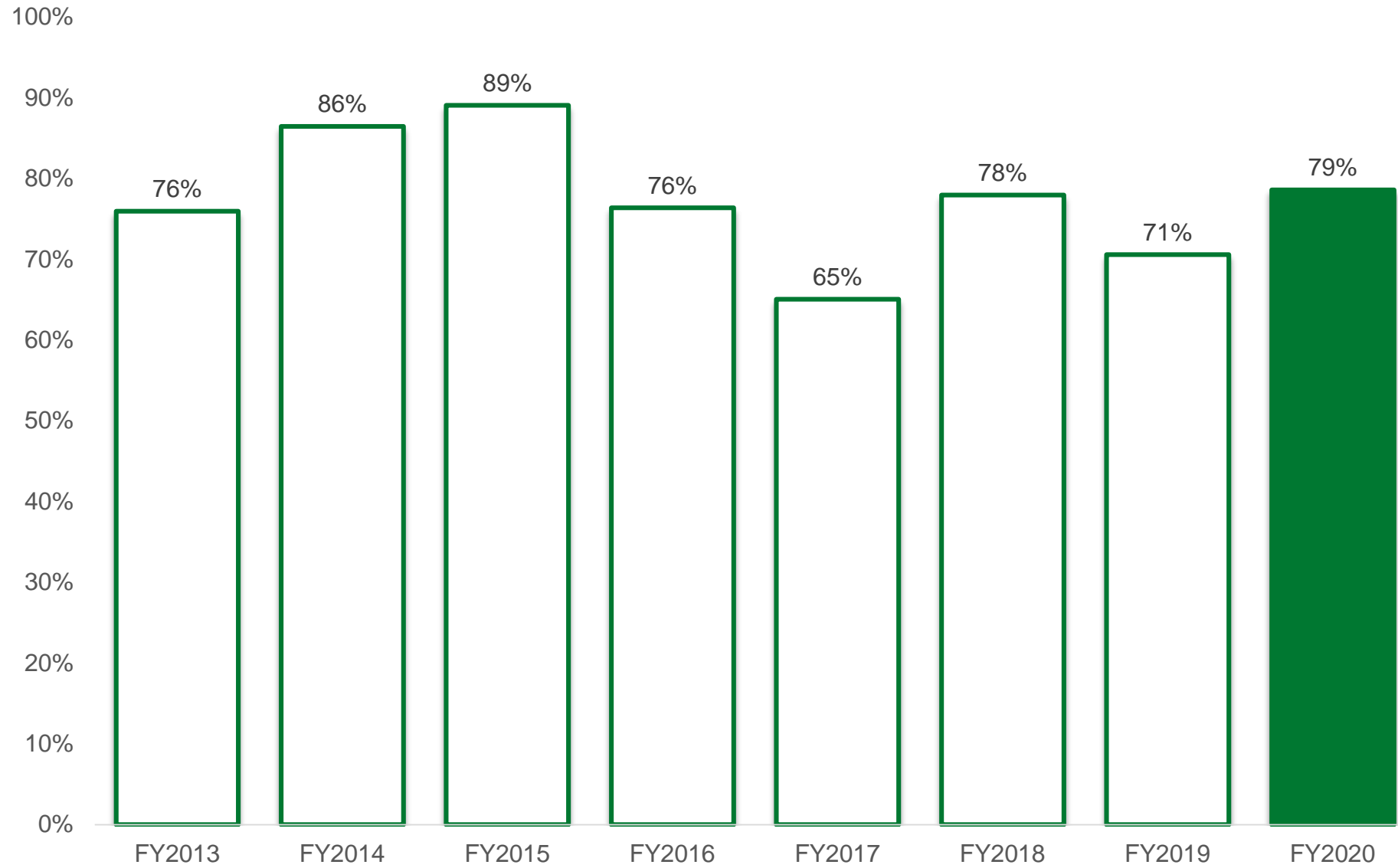
Bulk Blends

- Difference in size, shape and density
- Granules segregate
- Uneven distribution of nutrients
- Increases risk

3 The integration of Omnia and Oro Agri provides both businesses with expanded market reach

High potential globally in AgriBio and Agro Chemical products – a 12%-18% growth market with no dominant player at the moment.

PLANT UTILISATION – NITRIC ACID PLANTS





Driving blasting technology for Africa and beyond

BME is all about innovation – using technology to ensure that every blast brings value to our customers

1 Complete range of high-quality blasting products & services **with a focus on lower ‘total cost of ownership’ than competitors**

- Highly stable & re-pumpable emulsion formulations allow for specialised use (e.g. larger sleep time)
- Modular automation plants and remote emulsion manufacturing facilities offer clients security & continuity of supply

2 The **AXXIS TITANIUM™** system- the latest generation of BME’s tried and tested blasting system will be launched in FY2021

- AXXIS TITANIUM™ is built on the latest technology, which represents a step change in terms of utility & safety for users & adaptability to further developments in technology & digital solutions at a cheaper cost of production vs. existing products
- AXXIS TITANIUM™ technology is adaptable to new developments such as wireless capabilities

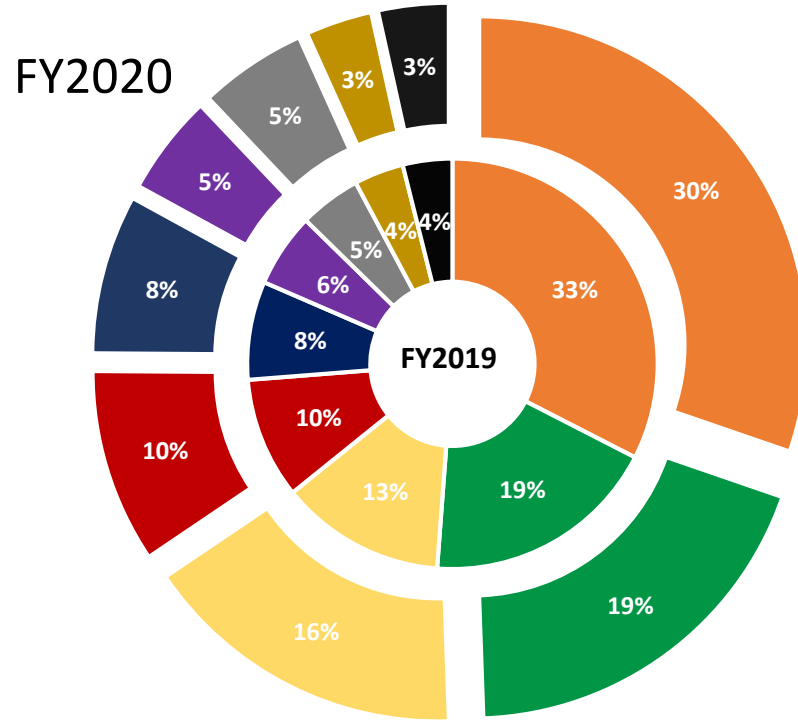


3 Solidifying of **key partnerships** and business in **strategic international territories**

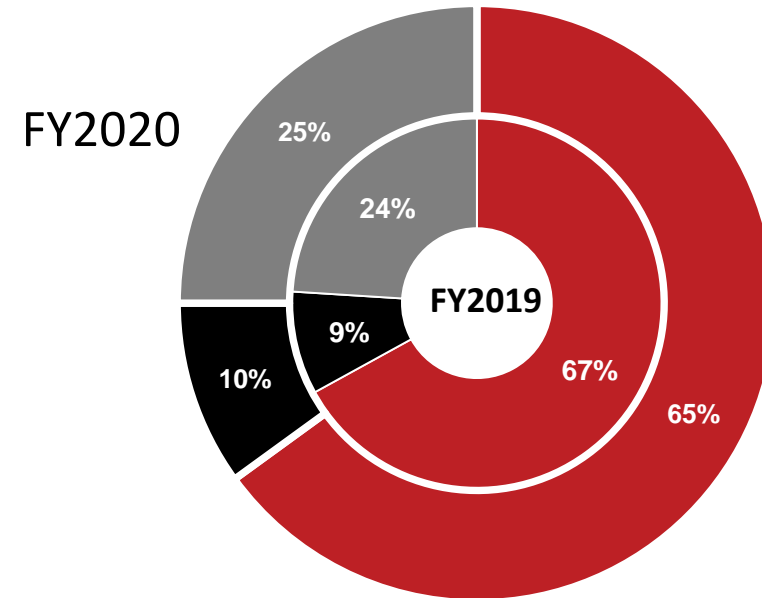
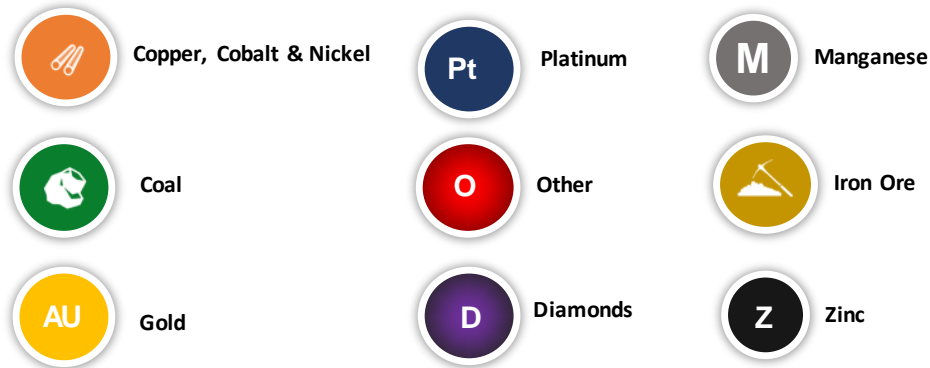
- Product registrations obtained
- International distribution channels have been developed
- Competing in Indonesia through a secured local partnership
- JV in Canada completed, product trials being developed, and full launch to happen within FY2021
- USA direct to market with opportunities identified in Alaska and Texas
- Mexico and Colombia – partnership models being developed
- Nitrophosphate plant to deliver lower cost CN to improve BME’s competitive position in Africa
- Well positioned for new customers growth & market upturn



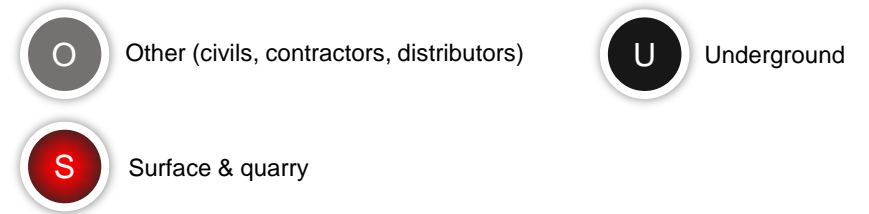
REVENUE BY COMMODITY AND MARKET



REVENUE BY COMMODITY



REVENUE BY MARKET





Protea Chemicals key differentiators

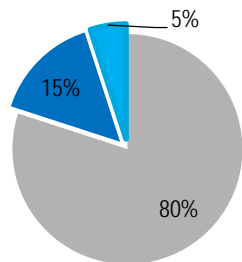
- Large portfolio of products & technical expertise = **proven strategic partner to customers and suppliers** (distribution & sales for suppliers)
- Distribution network – closer to customers than competitors & valued for its supply chain efficiencies, e.g offer turnkey solutions for customers

Umongo Petroleum key differentiators

- Established & respected brand
- Formulation & design of lubricants, base oils and specialities
- Unique distribution network for additives & base oil products opportunities to further grow into Africa
- Strategic partnerships with Chevron & other large base product suppliers
 - Chevron offers access to Grade 2 base oils which is cleaner technology for modern & environmentally friendlier vehicles
 - Umongo will benefit from access to Grade 2 base oils as demand shifts from grade 1 to grade 2

Space to grow internationally

- Southern Africa 80%
- Rest of Africa 15%
- Rest of world 5%



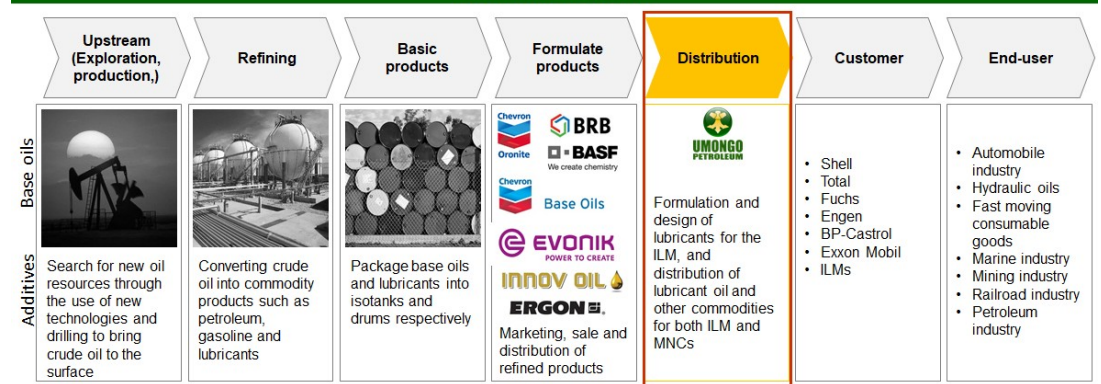
Strong supply partnerships

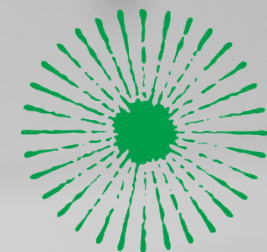


Large customers



Petrochemical Value Chain





OMNIA

COMMODITIES

Pages vues

4 212



RAND:USD EXCHANGE RATE



61

FINANCIAL RESULTS FY2020



Average rate
7% movement 31 Mar 18 to 31 Mar 19
9% movement 31 Mar 19 to 31 Mar 20



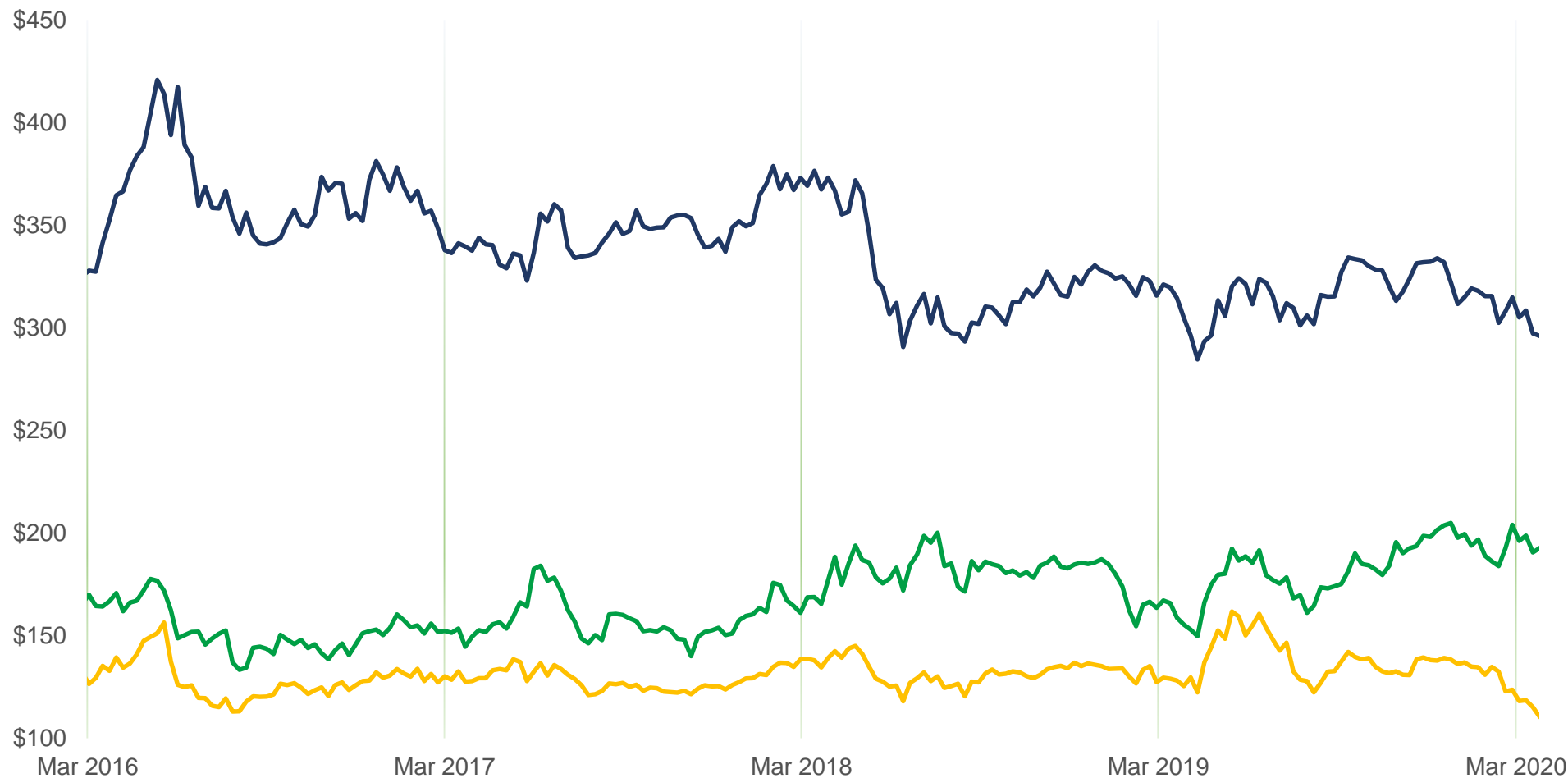
Closing rate
22% movement 31 Mar 18 to 31 Mar 19
23% movement 31 Mar 19 to 31 Mar 20

INTERNATIONAL CROP PRICES: USD PER TONNE



62

FINANCIAL RESULTS FY2020



Prices at 31 March	USD
YELLOW MAIZE	
2016	126
2017	130
2018	138
2019	127
2020	118
WHEAT	
2016	170
2017	152
2018	161
2019	163
2020	196
SOYA	
2016	328
2017	338
2018	373
2019	316
2020	305



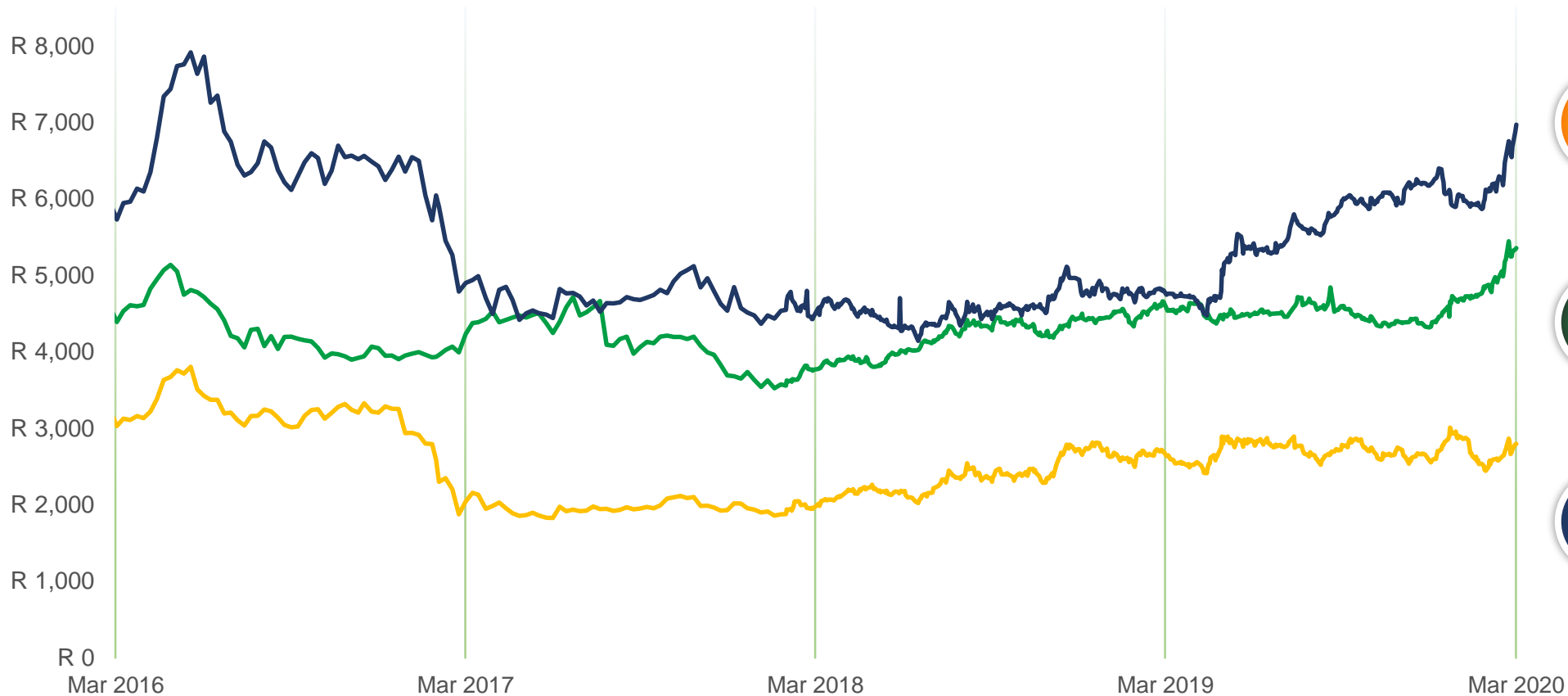
% Movement is for the year 31 Mar 19 to 31 Mar 20

SOUTH AFRICA CROP PRICES: RAND PER TONNE



63

FINANCIAL RESULTS FY2020



Yellow maize



4%

Wheat



15%

Soya



45%

% Movement is for the year 31 Mar 19 to 31 Mar 20



Prices at 31 Mar ZAR

YELLOW MAIZE

2016	3,034
2017	2,044
2018	1,961
2019	2,700
2020	2,800



WHEAT

2016	4,393
2017	4,235
2018	3,769
2019	4,658
2020	5,360



SOYA

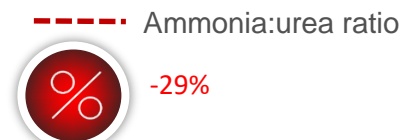
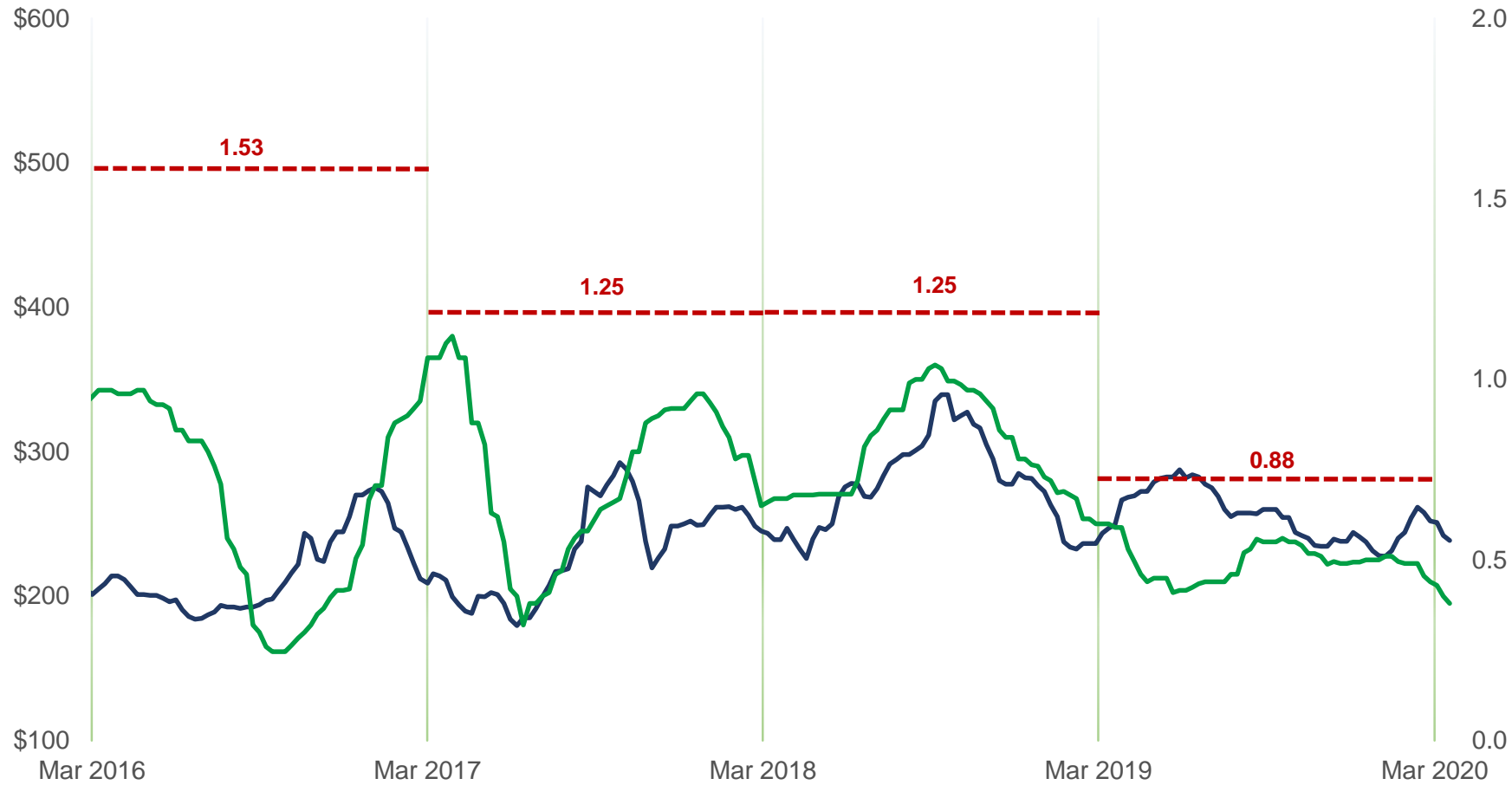
2016	5,734
2017	4,905
2018	4,465
2019	4,809
2020	6,975

AMMONIA VS UREA: USD PER TONNE



64

FINANCIAL RESULTS FY2020



% Movement is for the year 31 Mar 19 to 31 Mar 20



Prices at 31 Mar USD

UREA (GRAN)

2016	263
2017	201
2018	209
2019	245
2020	252



AMMONIA

2016	428
2017	338
2018	365
2019	263
2020	210



12 MONTH AVERAGE AMMONIA:UREA RATIO

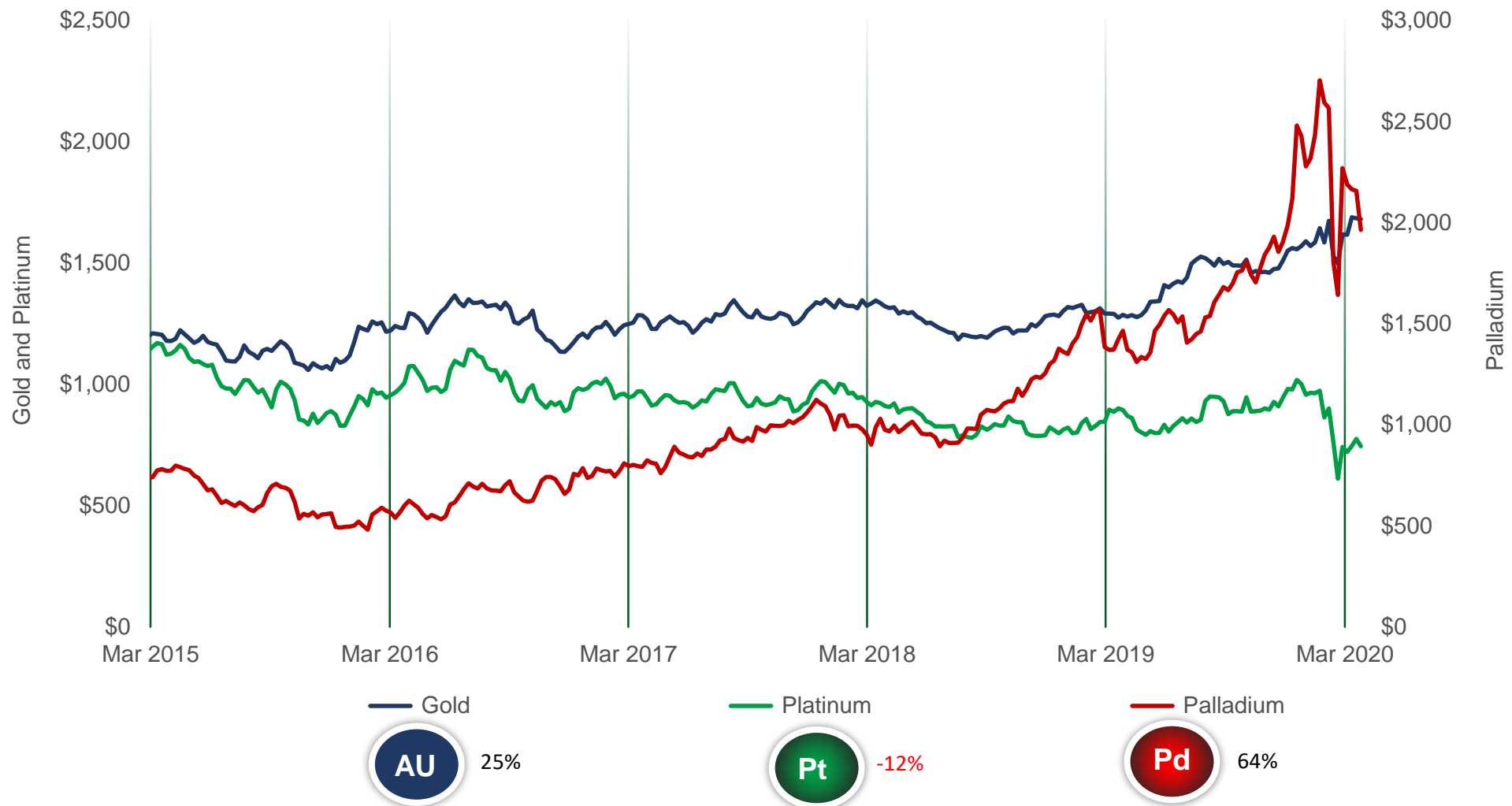
2016	1.61
2017	1.53
2018	1.25
2019	1.25
2020	0.88

PRECIOUS METALS USD PER OUNCE



65

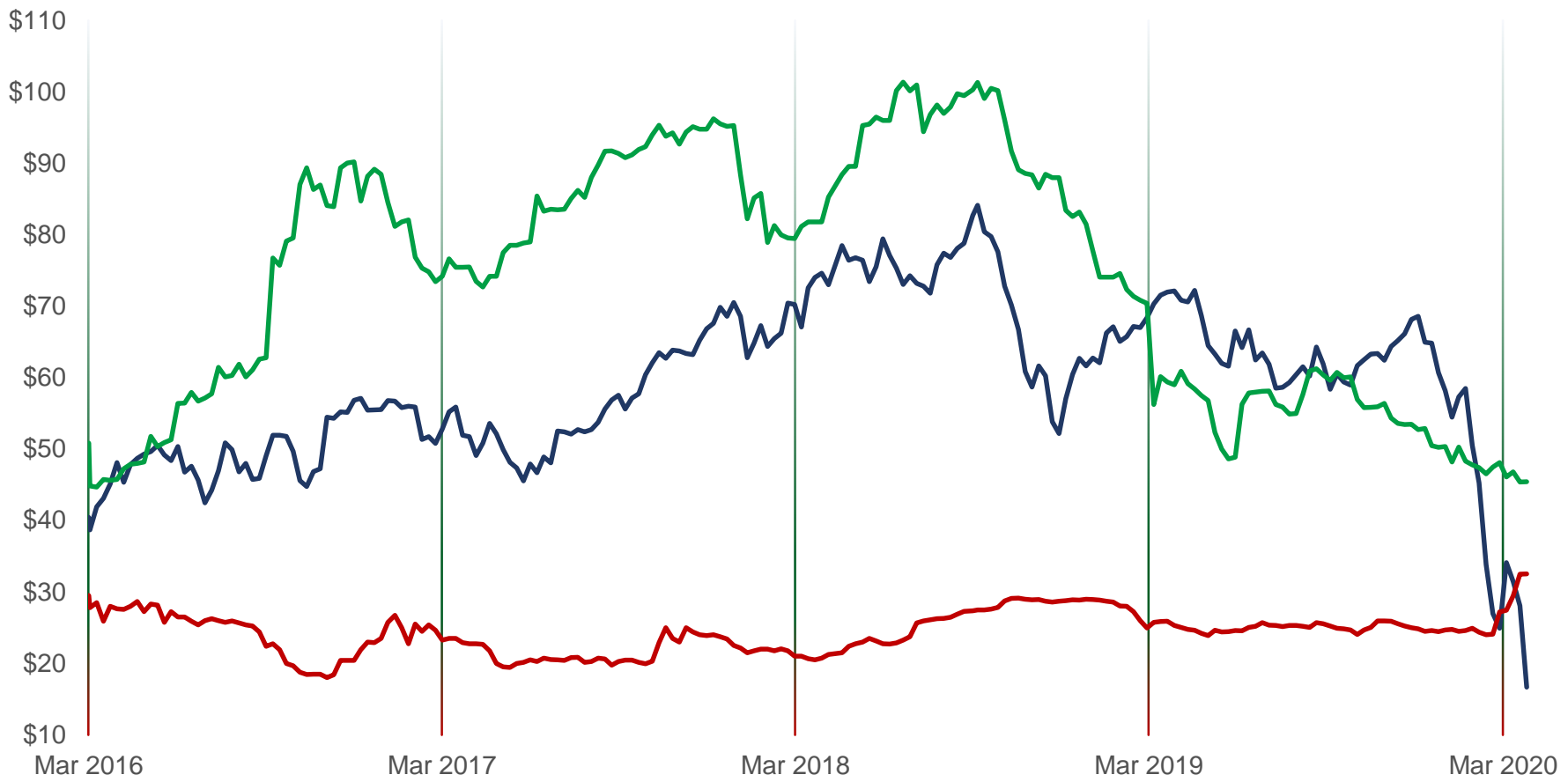
FINANCIAL RESULTS FY2020






	Prices at 31 Mar	USD
AU	GOLD	
	2016	1,216
	2017	1,249
	2018	1,324
	2019	1,292
	2020	1,618
Pt	PLATINUM	
	2016	945
	2017	945
	2018	928
	2019	846
	2020	741
Pd	PALLADIUM	
	2016	574
	2017	795
	2018	952
	2019	1,384
	2020	2,270

% Movement is for the year 31 Mar 19 to 31 Mar 20

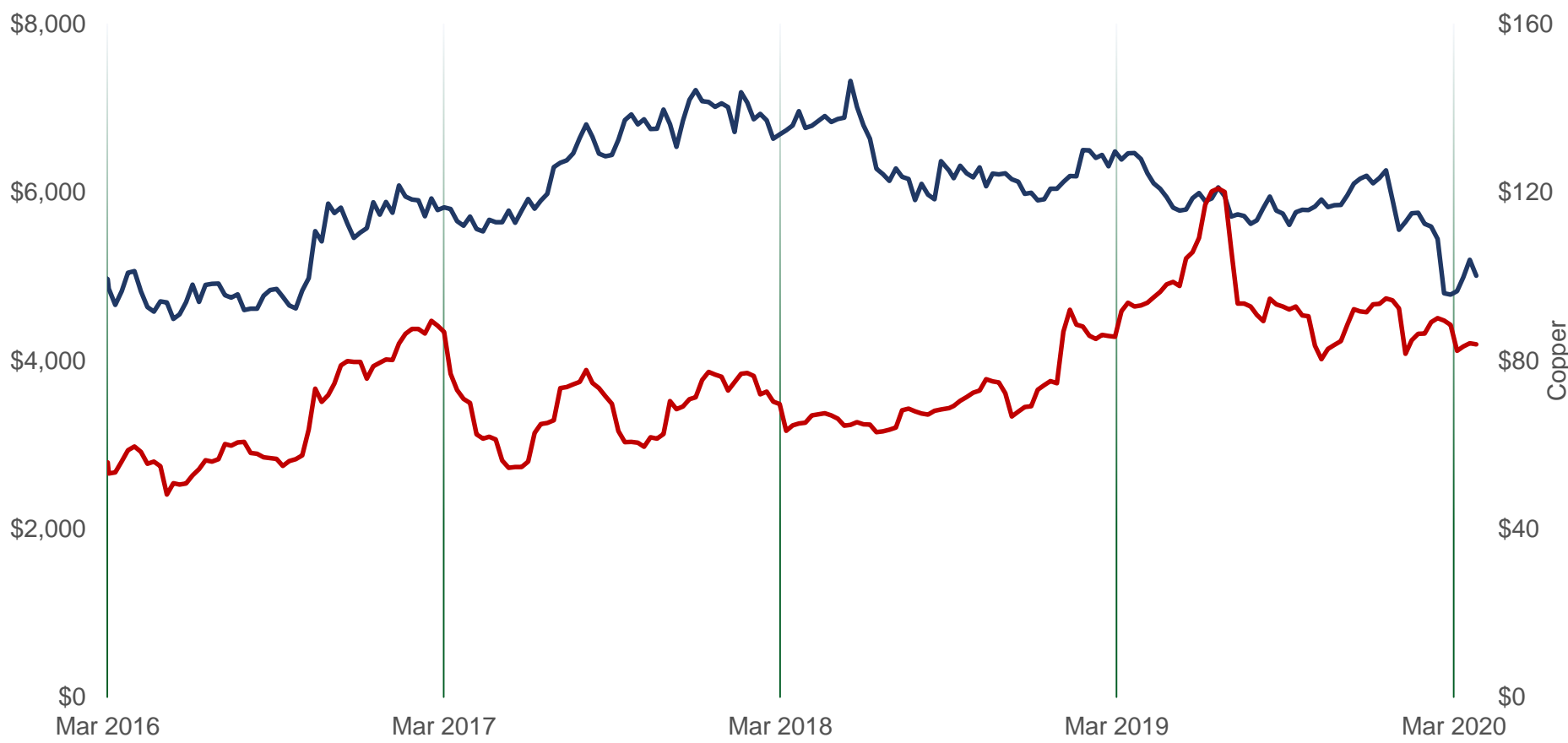
ENERGY/COMMODITY PRICES IN USD



% Movement is for the year 31 Mar 19 to 31 Mar 20

	Prices at 31 Mar	USD
	Brent Crude	
	2016	40
	2017	53
	2018	70
	2019	68
	2020	25
	Coal	
	2016	51
	2017	74
	2018	80
	2019	70
	2020	48
	Uranium	
	2016	30
	2017	23
	2018	21
	2019	25
	2020	27

METAL COMMODITY PRICES IN USD PER TONNE



Prices at 31 Mar		USD
COPPER		
2016		4,970
2017		5,824
2018		6,690
2019		6,489
2020		4,785
IRON ORE		
2016		56
2017		87
2018		70
2019		86
2020		88



% Movement is for the year 31 Mar 19 to 31 Mar 20

COBALT PRICES IN USD PER TONNE



Prices at 31 Mar	USD
COBALT	
2016	23,025
2017	54,500
2018	93,750
2019	30,000
2020	30,000



Cobalt
0%

% Movement is for the year 31 Mar 19 to 31 Mar 20

INDEX OF PHYSICAL VOLUME OF MANUFACTURING

