



*Premier Fishing & Brands Limited*

*The First Choice*

**REVIEWED  
PROVISIONAL CONDENSED  
CONSOLIDATED RESULTS  
FOR THE YEAR ENDED  
31 AUGUST  
2020**

**COVER DESIGN TO BE UPDATED**



# COMMENTS

## GROUP PROFILE

Premier Fishing and Brands Limited through its subsidiaries operates a vertically integrated fishing business which specialises in the harvesting, processing, and marketing of fish and fish-related products. The Group holds medium to long-term fishing rights in squid, lobster, pelagic and hake deep-sea trawl. The Group also owns an abalone farm and invests in organic fertilisers through the “Seagro” range of products.

The salient features are as follows when the results for the year ended 31 August 2020 (“**Current Period**”) are compared to the results for the year ended 31 August 2019 (“**Previous Period**”):

- Revenue of R449 million was achieved in the Current Period compared to R575 million in the Previous Period;
- Gross profit of R152 million was achieved in the Current Period compared to R208 million in the Previous Period;
- Profit after tax of R6 million was achieved in the Current Period as compared to R58 million in the Previous Period;
- EBITDA (Earnings before interest, taxation, depreciation, and amortization) of R55 million was achieved in the Current Period from R99 million as in the Previous Period;
- Abalone farm production increased from 161 tons in the Prior Period to 229 tons in the Current Period.
- Current asset ratio of the Group stands at 4.5:1 as at 31 August 2020.

The Group had a reasonable year, given all the local and global challenges that the industry faced during the 2020 financial year under review:

- While there is still a high demand for the Groups’ products globally, the Corona Virus (COVID-19) has had an adverse effect on its financial performance. The Group is regarded as an essential business service and is still able to carry on operations with catching and processing most of its products. However, the Group is unable to export freely to its global markets in the Far East, Europe and the USA during the COVID-19 period. Global selling prices are under pressure which has caused a decline in revenue and in turn profitability.

Furthermore, the Group experienced other exogenous factors outside its control, which included:

- Exceptionally low industry wide landings in the squid sector as compared to the previous fishing season.
- The decrease of 44% in the total allowable catch (“**TAC**”) of the West Coast Rock Lobster that was implemented the Prior Period remained unadjusted during the Current Period.
- The long period of protests and socio-political unrest in the Asian markets prior to COVID-19, more specifically, in Hong Kong, putting pressure on selling prices of abalone and hence affecting operating margins.
- Vessel maintenance and delays in the Hake division and South Coast lobster sectors also played its part in the low profitability for the group.
- We have also experienced the worst winter months this season compared to prior years, affecting our catch rate and cost.

# CONDENSED CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME

For the year ended 31 August 2020

	Reviewed Group 31 August 2020 12 months R'000	Restated Group 31 August 2019 12 months R'000
<b>Revenue</b>	<b>448 693</b>	575 006
Cost of sales	<b>(296 230)</b>	(367 477)
<b>Gross profit</b>	<b>152 463</b>	207 529
Other operating income	<b>10 185</b>	23 330
Other operating expenses	<b>(150 396)</b>	(168 405)
<b>Operating profit</b>	<b>12 252</b>	62 454
Investment revenue	<b>14 611</b>	26 181
Finance costs	<b>(9 433)</b>	(5 014)
<b>Profit before taxation</b>	<b>17 430</b>	83 261
Taxation	<b>(11 044)</b>	(25 172)
<b>Profit after taxation for the period</b>	<b>6 386</b>	58 449
<b>Total comprehensive income for the period</b>	<b>6 386</b>	58 449
Profit after tax attributable to:		
Shareholders of Premier	<b>4 001</b>	33 702
Non-controlling interests	<b>2 385</b>	24 747
<b>Profit after taxation for the period</b>	<b>6 386</b>	58 449
Basic and diluted earnings per share (cents)		
Headline and diluted headline earnings per share (cents)	<b>1.54</b>	12.96
Weighted average number of shares (000s)	<b>260 000</b>	260 000

# CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION

As at 31 August 2020

	Reviewed Group 31 August 2020 12 months R'000	Restated Group 31 August 2019 12 months R'000
<b>Assets</b>		
<b>Non-current assets</b>	<b>690 390</b>	600 999
Property, plant and equipment	450 162	407 555
Right-of-use assets	49 535	-
Goodwill	70 129	70 129
Intangible assets	20 439	29 850
Loans to group companies	100 096	93 434
Deferred tax	29	31
<b>Current assets</b>	<b>334 019</b>	406 611
Inventories	34 179	33 925
Other financial assets	2 195	5 585
Current tax receivable	4 536	9 820
Trade and other receivables	100 771	103 333
Biological assets	84 436	70 729
Cash and cash equivalents	107 902	183 219
<b>Total assets</b>	<b>1 024 409</b>	1 007 610

# CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION

As at 31 August 2020 continued

	Reviewed Group 31 August 2020 12 months R'000	Restated Group 31 August 2019 12 months R'000
<b>Equity and liabilities</b>		
<b>Equity</b>		
Stated capital	507 517	507 517
Reserves	8 014	8 014
Retained income	211 172	235 926
Equity attributable to shareholders of Premier	726 703	751 457
Non-controlling interests	43 494	48 007
<b>Total equity</b>	<b>770 197</b>	799 464
<b>Non-current liabilities</b>	<b>180 280</b>	121 503
Borrowings	439	2 018
Operating lease liability	-	245
Post-employment medical costs	261	237
Deferred tax	124 191	119 003
Leased Liabilities	55 389	-
<b>Current liabilities</b>	<b>73 932</b>	86 643
Borrowings	2 825	4 558
Current tax payable	598	1 069
Trade and other payables	65 023	71 064
Lease liabilities	1 893	-
Provisions	3 593	9 952
<b>Total liabilities</b>	<b>254 212</b>	208 146
<b>Total equity and liabilities</b>	<b>1 024 409</b>	1 007 610
Net asset value per share (cents)	296.23	307.48
Weighted average number of shares in issue	260 000 000	260 000 000

# CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN SHAREHOLDER'S EQUITY

For the year ended 31 August 2020

	Reviewed Group 31 August 2020 12 months R'000	Restated Group 31 August 2019 12 months R'000
Opening balance as previously reported	<b>814 008</b>	862 436
Prior period error	<b>(14 544)</b>	-
Change in accounting policy for leases from IAS 17 to IFRS 16	<b>(2 755)</b>	-
Balance at the beginning of the year	<b>796 709</b>	862 436
Profit for the year attributable to shareholders of Premier	<b>4 001</b>	33 702
Profit for the year attributable to non-controlling interests	<b>2 385</b>	24 747
Dividends	<b>(32 898)</b>	(121 421)
Balance at the end of the year	<b>770 197</b>	799 464
Comprising of:		
Stated capital	<b>507 517</b>	507 517
Reserves	<b>8 014</b>	8 014
Retained income	<b>211 172</b>	235 926
Non-controlling interests	<b>43 494</b>	48 007
<b>Total equity</b>	<b>770 197</b>	799 464

# CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS

For the year ended 31 August 2020

	Reviewed Group 31 August 2020 12 months R'000	Restated Group 31 August 2019 12 months R'000
<b>Cash generated from operations</b>	<b>34 612</b>	123 626
Interest income	<b>5 817</b>	15 360
Finance cost	<b>(9 433)</b>	(5 014)
Tax refunded/(paid)	<b>725</b>	(43 942)
<b>Net cash flows from operating activities</b>	<b>31 722</b>	90 030
<b>Cash flows from investing activities</b>		
Purchases of property, plant and equipment	<b>(65 410)</b>	(125 677)
Purchases of intangible assets	<b>(264)</b>	(695)
Purchase of biological assets	<b>(990)</b>	(8 975)
Loans advanced to group companies	-	(41 413)
Loans to group companies repaid	<b>2 000</b>	47 750
Financial assets advanced	-	(2 161)
<b>Net cash flows from investing activities</b>	<b>(64 664)</b>	(131 171)
<b>Cash flows from financing activities</b>		
Repayment of other financial liabilities	<b>(3 312)</b>	(4 799)
Repayment of lease liabilities	<b>(6 164)</b>	-
Dividends paid	<b>(32 899)</b>	(121 421)
<b>Net cash flows from financial activities</b>	<b>(42 374)</b>	(126 220)
Total cash movement for the year	<b>(75 317)</b>	(167 361)
Cash at the beginning of the year	<b>183 219</b>	350 580
Total cash at the end of the year	<b>107 902</b>	183 219



## 1. STATEMENT OF COMPLIANCE AND BASIS OF PREPARATION

The reviewed provisional condensed consolidated financial statements have been prepared and presented in accordance with International Accounting Standard 34 ("IAS34"), the Listings Requirements of the JSE Limited ("JSE") ("the Listings Requirements"), the SAICA Financial Reporting Guides as issued by the Accounting Practices Committee and the Financial Reporting Pronouncements as issued by the Financial Reporting Standards Council and the requirements of the Companies Act of South Africa (No. 71 of 2008), as amended, applicable to summarised financial statements.

The reviewed provisional condensed consolidated financial statements have been prepared on the going concern basis and historical cost basis, except where otherwise indicated.

## 2. ACCOUNTING POLICIES

The accounting policies applied in the preparation of the reviewed provisional condensed consolidated financial statements, which are based on reasonable judgement and estimates, are in accordance with International Financial Reporting Standards ("IFRS") and are consistent with those applied in the audited annual financial statements for the year ended 31 August 2020, except for the adoption of accounting policies described below.

## 3. ADOPTION OF NEW ACCOUNTING STANDARDS

During the reporting period the Group adopted the newly effective accounting standards, namely:

- **IFRS 16: Financial Instruments.**

The new standard (which replaces IAS 17 effective 1 January 2019, with earlier application permitted) requires lessees to record all leases on the statement of financial position which reflect their right to use an asset and the associated liability for payment of lease rentals. In the subsequent periods, depreciation and interest payable are recorded in the profit and loss. Short-term leases (of 12 months or less) and low-value leases are exempted.

### **Effect of transition**

The Group transitioned to IFRS 16 by recognising the cumulative effect of IFRS 16 as an adjustment to opening equity at the date of initial application. Comparative information has therefore not been restated.

## 3. ADOPTION OF NEW ACCOUNTING STANDARDS continued

### Classification

IFRS 16 introduces a single lessee accounting model and requires a lessee to recognise assets and liabilities for all leases with a term of more than 12 months, unless the underlying asset is of low value. A lessee is required to recognise a right-of-use asset representing its right to use the underlying leased asset and a lease liability representing its obligation to make lease payments.

A lessee measures right-of-use assets similarly to other non-financial assets (such as property, plant and equipment) and lease liabilities similarly to other financial liabilities. As a consequence, a lessee recognises depreciation of the right-of-use asset and interest on the lease liability. The depreciation would usually be on a straight-line basis. In the statement of cash flows, a lessee separates the total amount of cash paid into principal (presented within financing activities) and interest (presented within either operating or financing activities) in accordance with IAS 7.

The Group has elected to recognise the cumulative effect of initially applying IFRS 16 as an adjustment to opening equity at the date of initial application. The impact of IFRS 16 is as follows:

### CONSOLIDATED STATEMENT OF FINANCIAL POSITION

	Reviewed Group 31 August 2020 12 months R'000
<b>Assets</b>	
<b>Non-current assets</b>	
Increase in right-of-use assets	49 536
<b>Liabilities</b>	
<b>Non-current liabilities</b>	
Increase in leased liabilities	55 389
<b>Current liabilities</b>	
Increase in lease liabilities	1 893

## CONSOLIDATED STATEMENT OF FINANCIAL PERFORMANCE

	Reviewed Group 31 August 2020 12 months R'000
Increase in depreciation	10 084
Increase in finance charges	6 331
Decrease in rent expense	(11 919)
Decrease in Income tax expense	(4 596)

## CONSOLIDATED STATEMENT OF CHANGES IN SHAREHOLDERS EQUITY

	Reviewed Group 31 August 2020 12 months R'000
Effect on opening retained income as a result of the change from IAS 17 to IFRS 16	2 755

## CONSOLIDATED STATEMENT OF CASH FLOWS

	Reviewed Group 31 August 2020 12 months R'000
<b>Cashflows from operating activities</b>	
Increase in finance charges	6 331
Decrease in cash generated from operations	(6 331)
<b>Cashflows from financing activities</b>	
Principal payment of leased liabilities	(6 165)

# COMMENTS continued

## 3. ADOPTION OF NEW ACCOUNTING STANDARDS continued NOTES TO THE CONSOLIDATED STATEMENT OF CASH FLOWS

	Reviewed Group 31 August 2020 12 months R'000
Decrease in Profit before tax	(101)
Increase in Depreciation	10 084
Increase in Finance charges	6 331

## 4. RESPONSIBILITY FOR THE REVIEWED PROVISIONAL CONDENSED CONSOLIDATED RESULTS

The reviewed provisional condensed consolidated financial statement has been prepared by Brent Robertson CA(SA), Chief Financial Officer, under the supervision of Rushaan Isaacs, the Chief Executive Officer and was reviewed by the Group's joint external auditors, THAWT Inc. and Crowe JHB.

## 5. SEGMENTAL ANALYSIS

	SEGMENT REVENUE		SEGMENT PROFIT BEFORE TAX	
	Reviewed 31 August 2020 12 months R'000	Reviewed 31 August 2019 12 months R'000	Unaudited 28 February 2019 6 months R'000	Restated 31 August 2019 12 months R'000
Lobster	164 214	180 405	40 140	49 688
Pelagics	70 675	62 093	20 634	15 999
Hake	21 583	35 524	1 902	13 489
Squid	141 379	246 819	32 442	98 308
Abalone	26 785	27 258	(1 853)	(3 357)
Cold storage	8 821	12 081	2 730	528
Seagro	7 009	7 705	3 444	1 559
Processing and marketing	11 939	7 222	225	1 815
	<b>452 405</b>	579 107	<b>99 664</b>	178 029
Less: inter segmental sales	<b>(3 712)</b>	(4 101)		
Administration and support services	-	-	<b>(100 129)</b>	(124 332)
Fair value gains on biological assets	-	-	<b>12 717</b>	8 757
Interest income	-	-	<b>14 611</b>	26 181
Finance costs	-	-	<b>(9 433)</b>	(5 014)
Total	<b>448 693</b>	575 006	<b>17 430</b>	83 621

The inter-segmental sales are in respect of cold storage charges to the lobster segment. Segment profit represents the profit before tax earned by each segment without the allocation of central administration costs, fair value adjustments, interest income and finance costs. This is the measure that is reported to the chief operating decision-maker for the purposes of assessing the segment performance and resource allocation.

# COMMENTS continued

## 5. SEGMENTAL ANALYSIS continued SEGMENT ASSETS

	Reviewed 31 August 2020 12 months R'000	Restated 31 August 2019 12 months R'000
Lobster	<b>83 920</b>	73 431
Pelagics	<b>112 907</b>	103 878
Hake	<b>7 832</b>	11 641
Squid	<b>161 577</b>	177 261
Abalone	<b>307 097</b>	268 394
Cold storage	<b>1 077</b>	527
Seagro	<b>3 653</b>	3 667
Processing and marketing	<b>18 950</b>	26 530
Administration and support services	<b>327 367</b>	342 250
Total segment assets	<b>1 024 380</b>	1 007 641
Unallocated	<b>29</b>	31
Consolidated total assets	<b>1 024 409</b>	1 007 610

## SEGMENT LIABILITIES

	Reviewed 31 August 2020 12 months R'000	Restated 31 August 2019 12 months R'000
Lobster	<b>22 115</b>	11 654
Pelagics	<b>4 759</b>	8 172
Hake	<b>4 114</b>	2 884
Squid	<b>10 799</b>	14 548
Abalone	<b>6 591</b>	14 874
Seagro	-	78
Processing and marketing	<b>9 862</b>	11 191
Administration and support services	<b>71 781</b>	25 742
Total segment liabilities	<b>130 021</b>	89 143
Unallocated	<b>124 191</b>	119 003
Consolidated total liabilities	<b>254 212</b>	208 146

For the purposes of monitoring segment performances and resource allocations between segments all assets and liabilities are allocated to reportable segments other than deferred tax assets and liabilities.

# COMMENTS continued

## 5. SEGMENTAL ANALYSIS continued

INCLUDED IN THE SEGMENTAL RESULTS ARE:

	DEPRECIATION AND AMORTISATION		ADDITIONS TO PROPERTY, PLANT AND EQUIPMENT	
	Reviewed 31 August 2020 12 months R'000	Restated 31 August 2019 12 months R'000	Reviewed 31 August 2020 12 months R'000	Reviewed 31 August 2019 12 months R'000
Lobster	6 744	6 828	15 095	16 676
Pelagics	5 140	8 234	13 575	13 376
Squid	19 611	17 331	2 102	7 109
Hake	-	-	-	41
Abalone	2 041	3 731	31 714	80 844
Cold storage	32	34	-	-
Seagro	43	50	-	-
Processing and marketing	2	1	-	-
Administration and support services	9 103	713	2 924	7 631
Hake	-	-	-	-
<b>Total</b>	<b>42 716</b>	<b>36 922</b>	<b>65 410</b>	<b>125 677</b>

## REVENUE PER REGION

	Reviewed 31 August 2020 12 months R'000	Reviewed 31 August 2019 12 months R'000
United States of America	122 404	123 447
Far East	58 421	75 171
Europe	159 753	280 666
South Africa	108 115	95 722
<b>Total</b>	<b>448 693</b>	<b>575 006</b>



## 6. ACQUISITIONS OF PROPERTY, PLANT AND EQUIPMENT

During the current reporting period, the carrying value of property plant and equipment increased from R408 million at 31 August 2019 to R450 million, the majority of which is attributed to the abalone farm expansion.

## 7. HEADLINE EARNINGS

	Reviewed 31 August 2020 12 months R'000	Restated 31 August 2019 12 months R'000
Earnings attributable to ordinary equity holders of parent entity	4 001	33 702
Adjusted for:		
- Effect of (profit)/loss on disposal of property, plant and equipment	(7)	1 694
- Insurance income	(377)	(8 580)
- Impairment of PPE	945	-
- Impairment of loans	2 521	-
- Taxation effect	(593)	1 928
Headline earnings	6 490	28 744
Weighted average number of shares on which earnings and headline earnings per share is based	260 000 000	260 000 000
Headline earnings per share (cents)	2.49	11.06

## 8. RELATED PARTY TRANSACTIONS

During the period under review, in the ordinary course of business, the Group entered into related party transactions, the substance of which will be disclosed in the Group's 2020 Annual Financial Statements. Details of the material transactions between the group and other related parties are disclosed below:

	2020	2019
AFRICAN EQUITY EMPOWERMENT INVESTMENTS (AEEI)		
Interest received	8 663	10 008
Management fees paid	3 348	6 460
Dividends paid	14 620	52 910
Loan to AEEI	100 096	93 434

## 9. DIVIDENDS

The Group's policy is to declare approximately 50%-60% of the earnings per share as a dividend to shareholders. The impact of Covid-19 is being felt in most of the markets that the Group operates in despite the Group being deemed an essential business service. There is no certainty as to when the pandemic will be brought under control and how long it will take for our markets to return to normal levels. Furthermore, the Group suffered the worst squid season in its history, due to the resource being scarce. As a consequence of this uncertainty and the challenging year it has been, the Board of Directors believes that preservation of cash is paramount to ensure the sustainability of the Group in this current environment, and has such, made the decision not to declare a dividend for the year ending 31 August 2020.

## 10. PRIOR PERIOD ERROR

(a) During the current year, it was noted that stock sold under a bill and hold arrangement in the prior year, which was only expected to be delivered at a later date, was incorrectly accounted for, resulting in an overstatement of stock of R12.5 million. The error has been corrected in the Prior Period and is shown as follows:

	31 August 2019 Previously reported	Debit/ Credit	31 August 2019 Restated
<b>CONSOLIDATED STATEMENT OF FINANCIAL POSITION</b>			
Decrease in biological assets	83 260	(12 531)	70 729
Increase in deferred tax	124 658	3 508	128 166
Decrease in retained earnings	250 470	(9 023)	241 447
<b>CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME</b>			
Increase in cost of sales	354 945	12 531	367 477
Decrease in deferred tax	14 560	(3 508)	11 052
<b>CONSOLIDATED STATEMENT OF CHANGES IN EQUITY</b>			
Decrease in opening retained earnings	250 470	(9 023)	241 447

- (b) During the current year, it was noted that the prior year amortisation on the fishing licences was not accounted for correctly and resulted in an overstatement on the intangibles. The effect is shown as follows:

	31 August 2019 Previously reported	Debit/ Credit	31 August 2019 Restated
<b>CONSOLIDATED STATEMENT OF FINANCIAL POSITION</b>			
Decrease in Intangibles	37 518	(7 668)	29 850
Increase in deferred tax	124 658	2 147	126 805
Decrease in retained earnings	250 470	(5 521)	244 949
<b>CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME</b>			
Increase in amortisation	2 727	7 668	10 395
Decrease in deferred tax	14 560	(2 147)	12 413
Decrease in profit after tax	72 993	(5 521)	67 472
<b>CONSOLIDATED STATEMENT OF CHANGES IN EQUITY</b>			
Decrease in opening retained earnings	250 470	(5 521)	244 949

## 11. CHANGES TO THE BOARD OF DIRECTORS

As previously reported on the JSE Stock Exchange News Service, the following changes to the Board of Directors were effected during the period:

- Mogamat Samir Saban resigned as the chief executive officer of the Company with effect from 1 February 2020. The Board would like to thank Samir for his valuable contribution and wishes him well in his future endeavours.
- Rushaan Isaacs was appointed as the new chief executive officer as from 1 February 2020.
- Imraan Moosa resigned as the chief financial officer of the Company with effect from 31 October 2019.
- Brent Robertson was appointed as the new chief financial officer with immediate effect from 31 October 2019.
- Khalid Abdulla resigned as the non-executive chairman and has taken up another role within the group with effect from 12 March 2020 as Deputy Executive Chairman of AYO Technology Solutions Limited to focus on their acquisition strategy. The Board wishes to thank Khalid Abdulla for his 10-year tenure as a Director of the Company and Group. The Board further wishes to thank Khalid Abdulla for his success with the Company and achieving his Vision 2020 Vision for the Group, which includes driving the listing of the company during 2017.
- Ms Aziza Begum Amod was appointed as the independent non-executive chairperson of the Board with effect from 1 February 2020.
- The Board further advises that Mr Ismet Amod was appointed to the Board of Directors as an independent non-executive director effective 31 October 2019.

## 12. APPROVAL OF FINANCIAL STATEMENTS

The reviewed provisional condensed consolidated results were authorised for issue by the Company's Board of Directors on 16 November 2020.

### **13. AUDIT OPINION**

The reviewed provisional condensed consolidated results for the year ended 31 August 2020 have been reviewed by Crowe Jhb Inc. ("CROWE") and Thawt Inc. ("THAWT") who express an unmodified review conclusion. A copy of the independent review report is available for inspection upon request from the Company Secretary at [cornellk@premfish.co.za](mailto:cornellk@premfish.co.za).

Given the current coronavirus pandemic, the report will be sent electronically. Shareholders are therefore advised that in order to obtain a full understanding of the nature of the review engagement, they should obtain a copy of the independent reviewers' report together with the accompanying financial information from the Company Secretary. Any reference to future financial performance included in this announcement is the responsibility of the directors and has not been reviewed or reported by the Company's independent reviewers.

### **14. GOING CONCERN**

Following the recent outbreak of COVID-19, certain financial pressures will be placed on certain divisions within the Group. A number of interventions have been put in place to mitigate these financial pressures and as such, the Board of Directors believe that the Group still has adequate financial resources to continue in operation for the foreseeable future and accordingly these financial statements for the year ended August 2020 have been prepared on a going concern basis.

The Board of Directors have satisfied themselves that the Group is in a sound financial position and that it has access to sufficient borrowing facilities to meet its foreseeable cash requirements. The Board of Directors are not aware of any new material changes, except for the COVID-19 pandemic that will economically impact the Group.

## REVIEW OF OPERATIONS

### LOBSTER

The Current Period TAC for South Coast Rock Lobster ("SCRL") is 316 tons resulting in a slight reduction from the prior year TAC of 331 tons. The quota which is available to Premier is 129 tons (2019: 129 tons). The South Coast rock lobster specie remains a stable fishery and well managed resource.

The South Coast rock lobster brand is a recognised leading brand in the US market. Generally, through high quality standards, we are able to attract premium prices, but the effects of COVID-19 on the USA economy have decreased selling prices and hence lowered operating margins. The Group experienced slightly lower landings in the Current Period when compared to the Prior Period. Selling prices per kilogram remain uncertain, due to COVID-19.

Furthermore, the Group has had a good start to the 2020/2021 season as catches have been solid. For the new 2020/2021 season, there has been increase of 5% to the quota for the Group from 129 tons to 135 tons. The Group is expected to have a strong 2020/2021 season.

The West Coast Rock Lobster ("WCRL") sector remains a challenge for the industry and Premier Fishing currently contributes positively as an industry player to ensure the resource remains sustainable for the foreseeable future. The WCRL's contribution to revenue and profits of the Group is less than 10%.

The West Coast Rock lobster brand is also a recognised leading brand in the Far East markets. The pandemic contributed to a decline in selling prices however it still proved to be a preferred commodity hence all quota landed was sold.

### PELAGICS

The Pelagics division delivered a solid performance for the Group in the Current Period. Industrial fish catch rates were higher in the Current Period than those experienced in the Prior Period. The Group managed to increase its fishing days for the Current Period as compared to the Prior Period which resulted in higher volumes landed and higher revenues and profit for the division in the Current Period. The Group expects the landings to be consistent for the next year.

## SQUID

The squid division delivered industry wide lower catch rates in the Current Period when compared to the Prior period. History has shown that the sector has the tendency to go through these dips in catch rates at least say once every 3-4 years.

Revenue for the period declined substantially from the prior period to the current period because of much lower rates than the prior year. This had the resulting effect of placing pressures on margins for the entire Group as the squid division is one of the biggest divisions in the Group.

Furthermore, major export markets and economies of European countries such as Italy and Spain were severely hit by the effects of COVID-19, placing huge pressures on demand, selling prices and ultimately margins.

The global market for South African squid remains strong, and the potential of the squid division remains strong as the squid sector, industry wide, usually goes through these mixed trends of catch rates rising and then falling every 3 to 4 years.

The Group is positive for 2020/2021 as the catch rates for the new financial year have already been very good, and the Group looks forward to a strong performance from this division for the 2020/2021 season.

## HAKE

The Group's hake quota is caught, processed, and marketed through a joint operation with Blue Continents Products (Pty) Ltd. The 2020 TAC for hake is 122 529 tons, with Premier's quota being 691 tons. The division was negatively affected due to the vessel maintenance and delays for at least 3-4 months. Revenue was therefore lower when compared to the Prior Period. Market prices remained relatively stable, considering that the markets were affected by the pandemic, resulting in the division maintaining its margins.

The Group looks forward to a very strong performance for 2020/2021 as the vessels are up and running again, and there is still quite a substantial quota to be caught for the existing season, as well as for the new season.

## **ABALONE**

The Group remained focused on the expansion of the abalone farm with a target holding capacity between 300 to 350 tons upon completion. Certain parts of the expansion were put on hold due to COVID-19. The hatchery produced increased volumes and good quality spat which provides a solid platform for our planned expansion in production output.

Since the start of the expansion in 2018, the farm has already increased its production by 91% from 120 tons to 229 tons.

Sales volumes were higher than that of the Prior Period, but selling prices dropped due to the effect of COVID-19 on the Far East markets. The farm continues to strategically grow its abalone to a larger size, in order to meet market demand, and thereby maximising the margins received for our abalone division.

## **SEAGRO**

Seagro is an organic fertiliser produced from fish oil which is a by-product of the fishmeal making process. The division performed in line with expectation, with slightly decreased sales volumes and decreased sales values when compared to the Prior Period. Profitability has improved during the Current Period as compared to the Previous Period.

## **FUTURE PROSPECTS**

The future outlook of the Group, despite COVID-19, is one of cautious optimism and positivity. The Group is still well positioned to create and maintain shareholder value through organic and acquisitive growth, thereby ensuring delivery on our stakeholder commitments. We are confident that due to the demand for our products, and that all major economies globally will recover from the global effects of COVID-19, and hence the major fish markets will recover as well, the Group will continue to focus on its short and long-term strategic objectives.

The abalone farm expansion continues to progress well and upon completion, production capacity will increase from 120 tons to between 300 to 350 tons per annum which will increase revenues and profits.

Our main strategic focus area is the Fishing Rights Application Process (FRAP), which the Group continues to be well positioned.

The Group continues to pursue strategic acquisitions within the fishing industry, in line with its growth strategy.



## REPORTING ENTITY

Premier is a Company domiciled in South Africa. These reviewed provisional condensed consolidated results as at the year ended 31 August 2020, comprises of Premier the Company, its subsidiaries and interests in joint ventures operations.

## APPRECIATION

We wish to thank our employees, Group executives, management, our Board of directors, as well as our strategic partners, stakeholders and business partners for their loyalty and dedication in contributing to the success of the Group during this trying period.

**Mrs Aziza Amod**

*Independent non-executive Chairperson*

**Mrs Rushaan Isaacs**

*Chief executive Officer*

Cape Town

23 November 2020

# CORPORATE INFORMATION

PREMIER FISHING AND BRANDS LIMITED  
(Incorporated in the Republic of South Africa)  
Registration number 1998/018598/06  
Share code: PFB and ISIN: ZAE000247516  
("PFB" or "the Company" or "the Group" or "Premier")

## DIRECTORATE AND STATUTORY INFORMATION

### DIRECTORS

- # Aziza Amod (Independent non-executive chairman)
- \* Rushaan Isaacs (Chief executive officer)
- \* Brent Robertson (Chief financial officer)
- # Rosemary Phindile Mosia
- # Clifford Leonard van der Venter
- # Salim Young
- # Advocate Ngoako Ramatlhodi
- # Sebenzile Patrick Mngconkola
- # Ismet Amod
- # Valentine Dzvova
  
- \* Executive directors
- # Non-executive directors

### COMPANY SECRETARY

Cornell Kannemeyer

No 3, South Arm Road, Victoria Basin, V & A Waterfront, Cape Town, 8001

**Email:** [cornellk@premfish.co.za](mailto:cornellk@premfish.co.za)

### REGISTERED ADDRESS

No 3, South Arm Road, Victoria Basin, V & A Waterfront, Cape Town 8001

### TRANSFER SECRETARIES

Link Market Services South Africa (Pty) Ltd,  
Rennie House, 13th Floor, 19 Ameshoff Street, Braamfontein, 2001

### AUDITORS

THAWT Inc and Crowe JHB (3 Sandown Valley Crescent, Sandown 3196,  
PO Box 652550, Benmore 2010, South Africa, Docex 12, Nelson Mandela Square)

### SPONSOR

Vunani Sponsors

Vunani House, Vunani Office Park  
151 Katherine Street, Sandown Sandton 2196



