



# GROUP FINANCIAL RESULTS

FOR THE YEAR ENDED 31 DECEMBER 2017

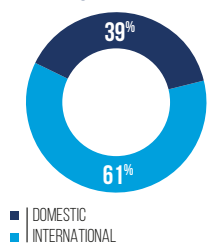


<b>REVENUE</b> <b>↑ 10%</b> TO R2.13BN 2016: R1.93BN	<b>EBIT</b> <b>↑ 53%</b> TO R383M 2016: R250M
<b>PROFIT AFTER TAX</b> <b>↑ 103%</b> TO R267M 2016: R132M	<b>HEPS</b> <b>↑ 91%</b> TO 108C PER SHARE 2016: 56.4C PER SHARE

## KEY SUCCESS FACTORS

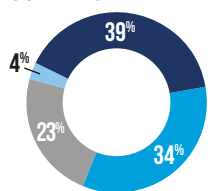
<b>PLATFORM FOR GROWTH AND EXPANSION WITH A CLEARLY DEVELOPED STRATEGY</b> <b>MARKET AND BRAND LEADER</b>	<b>LONG-STANDING RELATIONSHIPS WITH A DIVERSE, INTERNATIONAL CUSTOMER BASE GENERATING HARD CURRENCY REVENUES</b>	<b>WORLD CLASS PRODUCTION FACILITIES</b> OPERATING IN AN INDUSTRY WITH HIGH BARRIERS TO ENTRY	<b>TRACK RECORD OF STRONG FINANCIAL PERFORMANCE</b>
		<b>ATTRACTIVE INDUSTRY DYNAMICS</b> DRIVING PREMIUM PRICING	<b>EXPERIENCED AND ESTABLISHED MANAGEMENT TEAM</b>

### REVENUE MIX



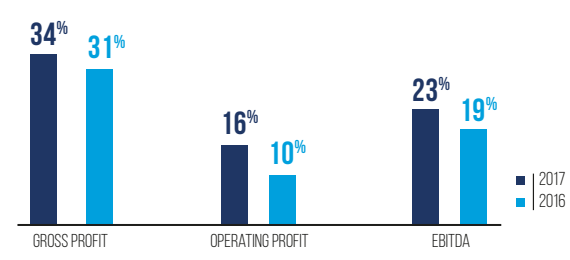
■ DOMESTIC  
■ INTERNATIONAL

### CURRENCY MIX



■ ZAR  
■ EURO  
■ AUD  
■ OTHER

### MARGINS



Sea Harvest Group delivered **earnings before interest and tax** of R383million and **profit after tax** of R267million for the year ended 31 December 2017, an increase of 53% and 103% respectively on the same period last year, benefiting from the improved performance of its South African operations as a result of strong market demand and exceptional performance of the Saldanha Bay factories.

**Group revenue** for the year increased by 10% to R2.1 billion (2016: R1.9 billion). Continued strong global demand for high value, sustainably certified wild caught seafood with limited supply is driving strong pricing across all channels and markets, partially offsetting the impact of the stronger Rand.

The Group delivered **gross profit** of R717million (2016: R605million) and **gross profit margin** expanded to 34% (2016: 31%), benefiting from efficiency improvement projects in the South African operations.

The Group generated cash from its operations of R341 million and utilised R369 million in investing activities during the period. Following the listing, the Group is well capitalised.

**Earnings per share** increased 38% to 119 cents (2016: 86 cents) and **headline earnings per share** increased 91% to 108 cents (2016: 56 cents).

The Group has declared a maiden **full and final cash dividend** of 31 cents per share in respect of the year ended 31 December 2017.

The Group has a **clear strategy** and is focused on driving earnings growth through investments within its existing operations, as well as through strategic acquisitions in both South Africa and Australia. Good progress has been made on both fronts. Key investments in both the fleet and land-based factory operations are expected to come on stream during 2018, delivering further efficiency gains. The Group has announced it is in advanced negotiations to acquire 51% of the shares of Viking Aquaculture and, as part of a BBBEE Consortium, acquire 100% of the assets of Viking Fishing which would be transformational for the Group.

As a c. 80% black-owned business, driving **transformation** within the fishing industry and uplifting the communities where the Company operates is a non-negotiable for the Group. The Group devotes considerable resources to employee skills development and employment equity, as well as projects that drive supplier and enterprise development, youth empowerment, job creation and rural development. Sea Harvest is a level 2 BBBEE contributor with a score of 97.8% making Sea Harvest one of the most transformed businesses in the fishing sector.

## WE ARE c. 80% BLACK-OWNED

## SEA HARVEST GROUP LISTED ON THE JSE MARETERRAM LISTED ON THE ASX

Our Group's business model spans the value chain from trawling to sales and integrates key value-added support services throughout. From sea to plate, today Sea Harvest is recognised as a leading household brand for fresh and frozen premium seafood products.

## WE CATCH, PROCESS AND PACK PREMIUM SEAFOOD OFF THE COASTS OF SOUTH AFRICA AND AUSTRALIA

**CAPE HAKE**  
*Merluccius capensis*

**Cape Hake** is caught off the west and south coast of South Africa, where the unpolluted, nutrient-rich water of the cold Benguela current sweeps up from the Antarctic. Fishing takes place **15 to 120 nautical miles** from the shore at depths of up to **800m**, using Sea Harvest's own fleet of fresh fish trawlers and factory freezer trawlers. It is an all-year fishery with **no seasonality**.

**25% OF CAPE HAKE TOTAL ALLOWABLE CATCH**

**13 VESSELS**  
**8 FRESH FISH TRAWLERS**  
**5 FACTORY FREEZER TRAWLERS**

**WESTERN KING PRAWN**  
*Melicertus latisulcatus*

The freezer trawlers that operate out of Carnarvon in Western Australia, target **Western King Prawns** and **Brown Tiger Prawns**. Fishing takes place within the confines of Shark Bay in water depths of **10 to 40 metres** and given the relative low volume nature of the fishery, demands smaller vessels with **excellent catching capabilities**.

**11 PRAWN FREEZER TRAWLERS**



## WE ARE COMMITTED TO THE SUSTAINABLE DEVELOPMENT OF OUR COMMUNITIES AND OUR ENVIRONMENT

- Level 2 BBBEE company
- c. 80% Black owned
- Provide 2 300 jobs of which 97% are black employees
- Rurally based in Saldanha Bay providing 10% of household income in the Saldanha Bay municipality
- Actively involved in community development through CSI projects
- 38% of suppliers are black
- Focused on developing employees with 10 000 training interventions in the last 3 years



**AWARDED THE MARINE STEWARDSHIP COUNCIL ACCREDITATION**

Executive directors: F Rathbe (Chief Executive Officer), JP de Freitas (Chief Financial Officer), Mo Brey (Chief Investment Officer)  
 Non-Executive Directors: F Robertson (Chairperson), BM Rapiya (Lead Independent Director), MI Khan, WA Hanekom, L Penzhorn, T Moodley (Alternate Director)  
 Registered office: 1st Floor, Block C, Boulevard Office Park, Searle Street, Woodstock, South Africa, 7925  
 Transfer secretaries: Computershare Investor Services Proprietary Limited, Rosebank Towers, 15 Biermann Avenue, Rosebank, Johannesburg, South Africa, 2196  
 Sponsor: The Standard Bank of South Africa Limited

Company secretary: N Aston  
 JSE share code: SHG  
 ISIN: ZAE000240198

Sea Harvest Group Limited  
 (Formerly Sea Harvest Holdings Proprietary Limited)  
 (Incorporated in the Republic of South Africa)  
 (Registration number: 2008/001066/06)  
 "Sea Harvest" or "the Company" or "the Group"  
 Mareterram Limited "Mareterram" Australian subsidiary of the Group

Sea Harvest Group Limited's full announcement containing the results for the year ended 31 December 2017 has been released on SENS on 6 March 2018 and is available for viewing at [www.seaharvest.co.za](http://www.seaharvest.co.za). The directors of the Company take full responsibility for the preparation of this announcement.

This announcement is a summary of the information contained in the full announcement and does not contain full or complete details. Any investment decisions by investors or shareholders should be based on the full announcement released on SENS and available at [www.seaharvest.co.za](http://www.seaharvest.co.za). Copies of the full announcement may be requested by emailing [mobrey@seaharvest.co.za](mailto:mobrey@seaharvest.co.za) or by phoning +27 21 468 7900. Copies of this announcement are also available for inspection at the Company's registered office at no charge on weekdays from 9:00 to 16:00. These results and additional information are also available at [www.seaharvest.co.za](http://www.seaharvest.co.za)