



**OMNIA**

# 9<sup>th</sup> Annual Avior Corporate Summit

*Living our Purpose, Shaping our Future*

23 March 2026



# Forward looking statements

Throughout this presentation 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 guaranteeing of future performance and reflect the Group’s view at the date of publication of this presentation. 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](http://www.omnia.co.za)

Or email queries:

[omnialR@omnia.co.za](mailto:omnialR@omnia.co.za)

# Contents

- 1** Our purpose and ESG
- 2** Business Overview
- 3** Strategy and Growth
- 4** Outlook



**OMNIA**



# Our Purpose and ESG



**OMNIA**



# Innovating for impact, growing with purpose

Transforming agriculture and mining through focused action and long-term value creation



## Innovation

Customised science-based solutions through our proprietary agriculture Nutriology® model and advanced mining technologies



## Sustainability

Actively contributing to global food security and responsible mineral extraction to reduce environmental impact



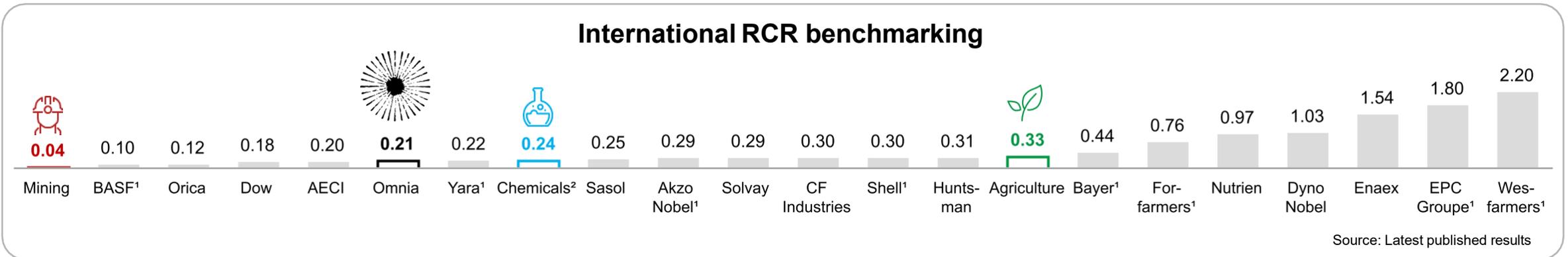
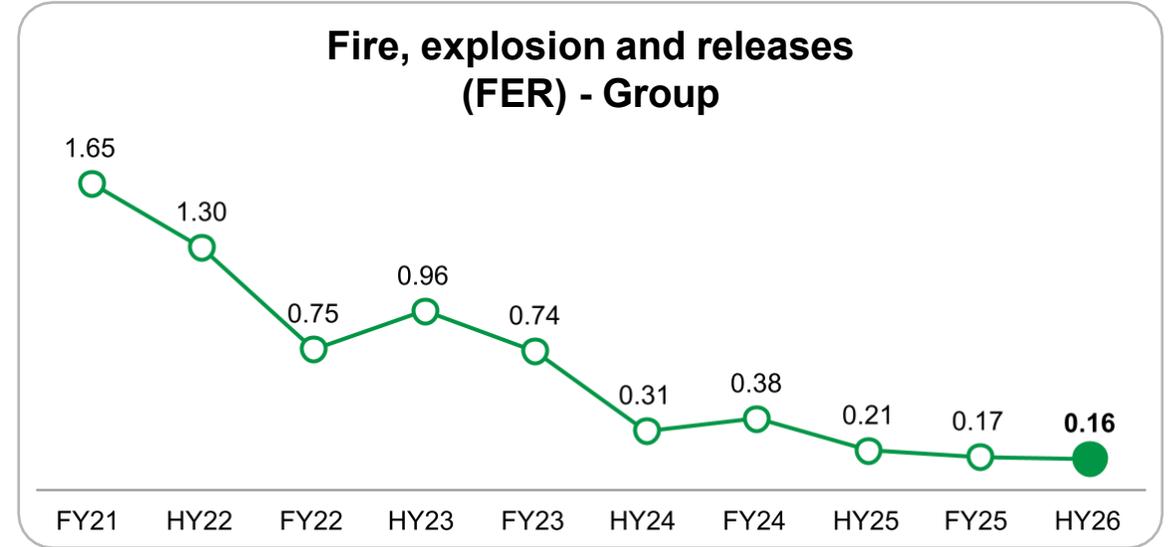
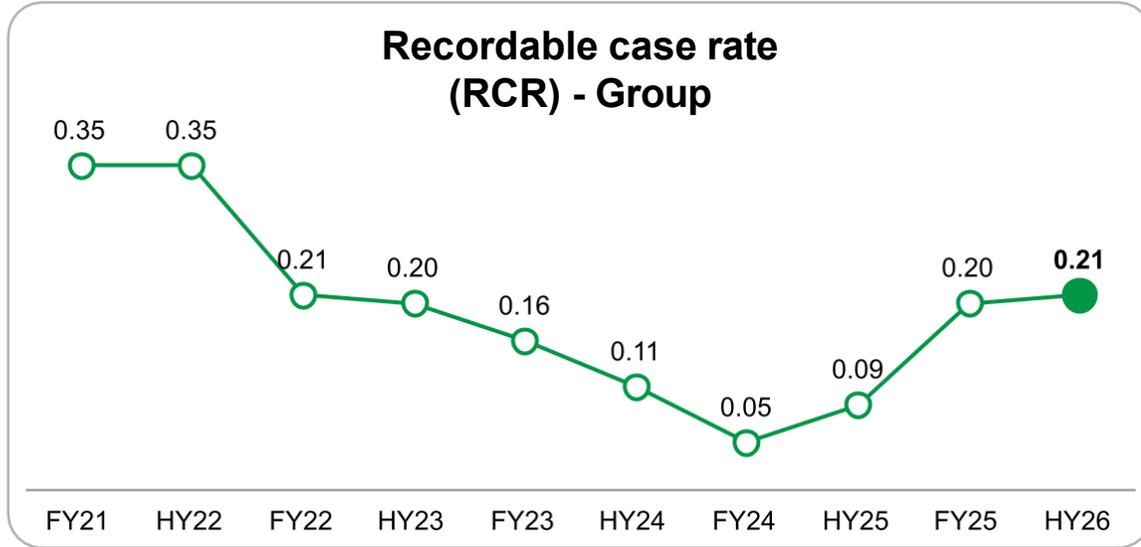
## Collaboration

Our people work closely with customers, partners, and communities to achieve shared goals for a sustainable and prosperous future

Innovating to  
enhance life,  
together  
creating a  
greener future

# Our commitment to safety

Driving an enhanced focus to achieve zero harm



1. Adjusted for comparability purposes to 200 000 working/exposure hours 2. Impacted by reduction in working/exposure hours, and one incident in the twelve-month period

# 2030 ESG targets

Driving long-term sustainable impact on emissions, circularity and responsible land use

## Decarbonisation and energy transition

	Target
Reduce scope 1 & 2 emissions	45%
Increase energy efficiency of products	5%
Increase total renewable energy consumption	28%
Explore alternative energy solutions	

## Water, waste and circularity

	Target
Reduce potable water <sup>1</sup> use	10%
Water use efficiency	4%
Increase water recycling	15%
Enhance circularity	

## Biodiversity, land use and environmental stewardship

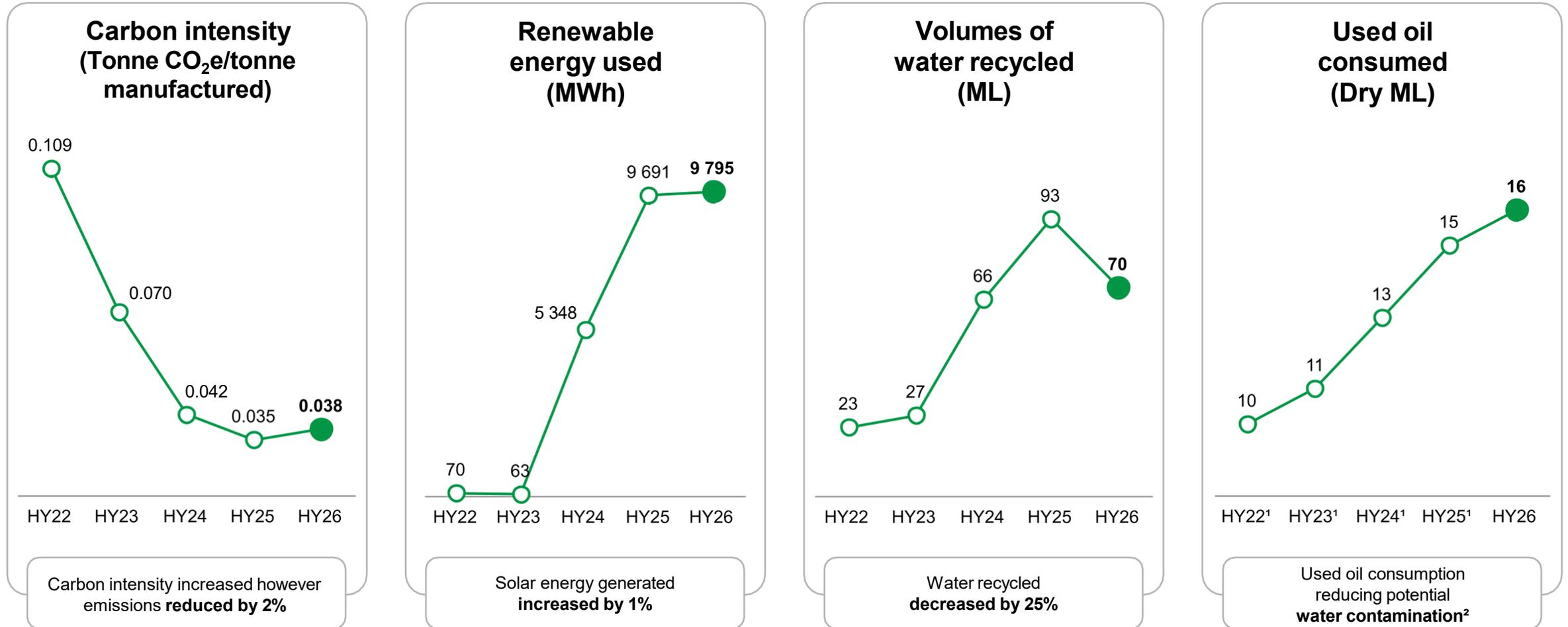
- Research and innovation into additional decarbonised products and solutions
- Beyond sustainability and regulatory compliance
- Implementation of innovative environmental solutions

Enhancing our continued commitment to sustainability

1. Includes municipal and other natural resources (underground water)

# Strengthening our continued commitment to sustainability

Sustainability performance maintained, impacted by extended shutdowns



1. Restated due to updated data validation processes 2. Consumption of 1 litre of used oil prevents potential contamination of 1 million litres of water

# Business overview



**OMNIA**



# Omnia has a strong and competitive business portfolio

Globally competitive products and innovation in Mining and Agriculture supported by manufacturing

## Agriculture



### Omnia Nutriology®

- 70-year brand known for quality, reliability and scientific rigour
- Premium granulated & liquid fertilizer, specialities
- AgTech – Precision farming & risk management
- Africa's largest accredited soil lab

### Omnia AgriBio

- Leading biostimulant range, research-intensive approach
- Product portfolio underpinned by production in Australia
- Distributing to China, India, Brazil, US and others

## Mining



### Mine to metal proposition

- Opencast market leader in explosives
- Proprietary precision software & electronic detonators
- Strong mining relationships & global presence
- Innovative dual salt emulsion using less AN and more stable
- Award-winning used oil technology, exemplary safety record
- Solutions that enhance mine yields & cost savings
- Exporting BME propositions to global mining markets
- Local presence in Indonesia, Australia and Canada

## Manufacturing & Supply Chain



- Most modern Nitric Acid and AN product manufacturing plants in SADC<sup>1</sup>
  - EnviNox™ reduces emissions by > 90% while generating carbon credits
- Advanced fertilizer manufacturing leveraging granulation and Nitrophosphate technology
- Increased rail and road tanker capacity and doubling of ammonia nitrate storage capacity
- Integrate Bulk Trade into MOS to optimise profits

Safety integrated across systems, standards, and solutions

1. Southern African Development Community

# Proven to deliver through different economic and commodity cycles

Competitive advantage underpinned by innovative solutions and strong financial position

## Focused and Diversified portfolio

- Flexibility through market and geographic diversification
- Nutriology® offering instrumental in mitigating extreme weather conditions & managing on farm risk
- Pricing risk managed through product mix and alternative buying behaviour
- Globally competitive products

## Strong financial position

- Consistent delivery of
  - Earnings
  - Shareholder distributions
- Cash generative
- Unleveraged balance sheet
- Significant unutilised debt facilities (ESG-linked)
- Positioned for growth

## Integrated manufacturing & supply chain

- Import flexibility and geographically diversified supplier base
- Agile currency and commodity price management
- Flexibility through own rail and road tankers
- Focused on stock-to-cash cycle
- Modern manufacturing plants

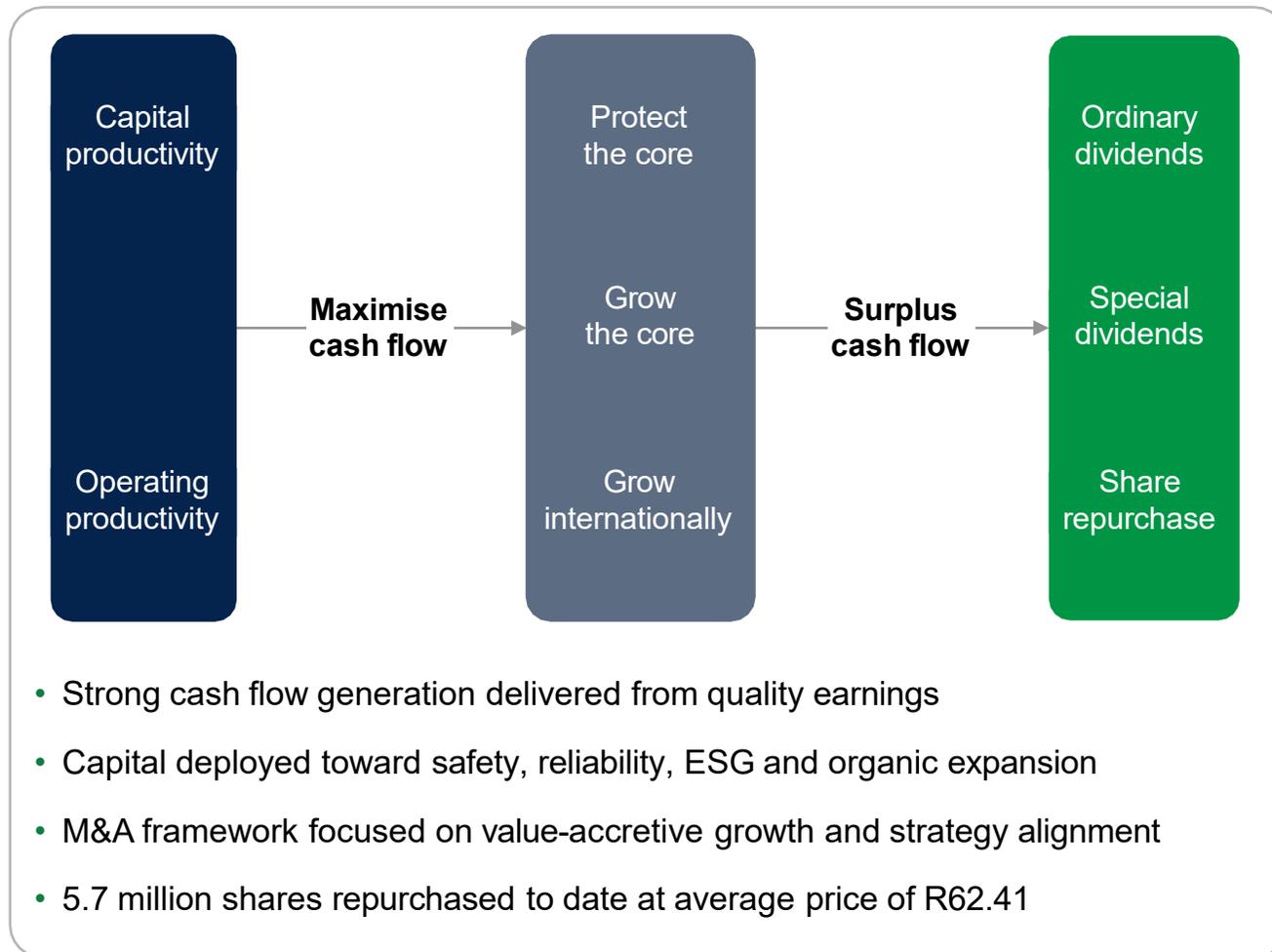
## High-return growth opportunities

- Positively leveraged to global mega trends
- Growth in key international markets in Mining
- Strategic sales for BME Metallurgy
- Distribution channels for unique biostimulant products in key strategic markets



# Disciplined capital allocation enables sustainable growth

Protecting the core, growing profitability and shareholder returns



	<i>Net cash<sup>1</sup></i> <b>R812 million</b>	<i>Share repurchase</i> <b>R61 million</b>
<b>HY25</b>		
<ul style="list-style-type: none"> <li>• Paid final <b>ordinary and special dividend</b> totaling R1 094m (August 2024: R1 152m)</li> <li>• R1 122m <b>cash generated from operations<sup>2</sup></b> (HY25: R1 155m)</li> <li>• <b>Working capital investment<sup>3</sup></b> of R360m to support growth (HY25: R530m)</li> <li>• <b>Disciplined capital expenditure in support of strategy</b> <ul style="list-style-type: none"> <li>– R144m: Protect core operations, safety and ESG (HY25: R88m)</li> <li>– R123m: Growth in South Africa and Internationally, across Agriculture and Mining (HY25: R176m)</li> <li>– A+(ZA) long-term credit rating maintained, stable outlook</li> </ul> </li> </ul>		
<b>HY26</b>	<i>Net cash<sup>1</sup></i> <b>R695 million</b>	<i>Share repurchase</i> <b>R12 million</b>

1. Excludes lease liabilities 2. Excludes working capital movement 3. Includes supply chain finance



# Strategy and growth



**OMNIA**



# Focused strategy, disciplined execution and global growth

Strategic imperative on growth and diversification to enhance agility and resilience

## Protect and grow core SADC business

- Maintain focus on customer value creation and innovation
- Optimise efficiency and sustainability of manufacturing and supply chain
- Grow share of Agriculture value chain
- Leverage competitive value proposition to expand in African explosives market

## Create global mining solutions business of scale

- Export BME customer propositions and innovation globally
- Accelerate market access and reduce risk through partnerships
- Invest in infrastructure and expertise to grow globally
- Explore M&A to unlock value and scale

## Deliver sustainable solutions to global AgriBio markets

- Develop high-value and sustainable solutions for customers
- Secure large-scale customer distribution in key markets
- Explore strategic opportunities and partnerships to enable value creation

Values based

High performance culture

Underpinned by sustainability

Driven by technology and innovation

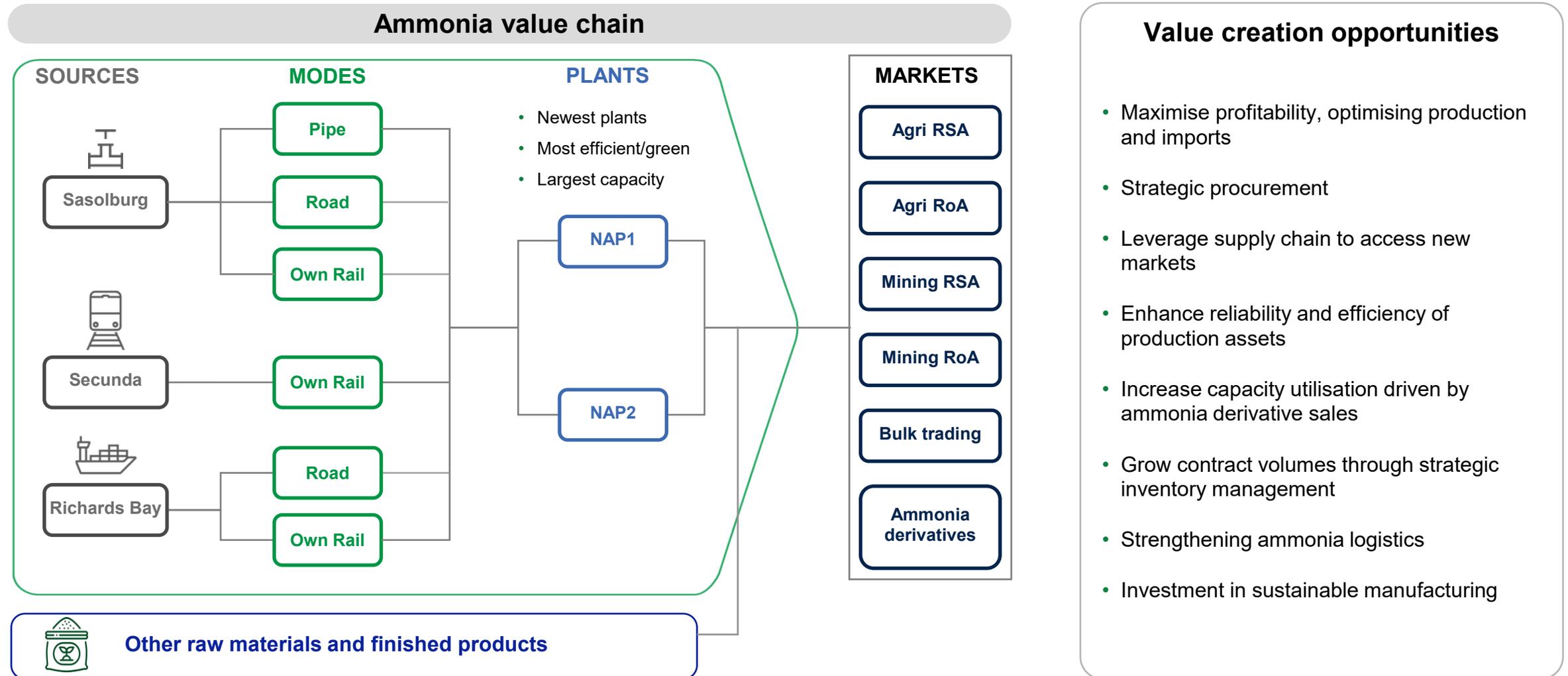
Disciplined capital allocation

Purpose driven organisation, focused on long term shareholder value

Innovating to enhance life, together creating a greener future

# Unlocking further value from manufacturing and supply chain

Competitive advantage strengthened through strategic investments



## Value creation opportunities

- Maximise profitability, optimising production and imports
- Strategic procurement
- Leverage supply chain to access new markets
- Enhance reliability and efficiency of production assets
- Increase capacity utilisation driven by ammonia derivative sales
- Grow contract volumes through strategic inventory management
- Strengthening ammonia logistics
- Investment in sustainable manufacturing

# Agriculture leader in SADC

Delivering innovative solutions and sustainable practices that enable food security

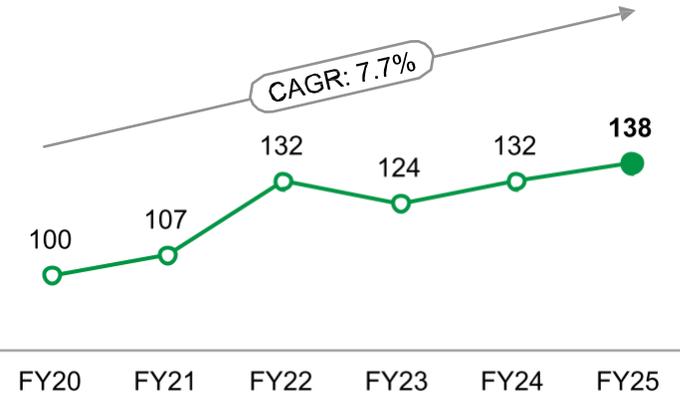
## Powerful growth engine for Africa

- Rising food demand due to growing populations
- Low and rising fertilizer application rates in Africa compared to the rest of the world
- Advanced commercial farming sector in South Africa
- Zambia adopting Nutriology® model farming principles
- Security of supply enabled by efficient plant utilisation and import flexibility

## Pioneering solutions, optimised for growth

- Largest accredited soil lab in Africa
- Precision farming and risk mitigating solutions powered by AgTech
- Biostimulant solutions enhancing nutrient and water usage efficiency
- High efficiency specialties product range
- Premium product offering and agronomic services to maximise customer returns

## Speciality volumes<sup>1</sup>



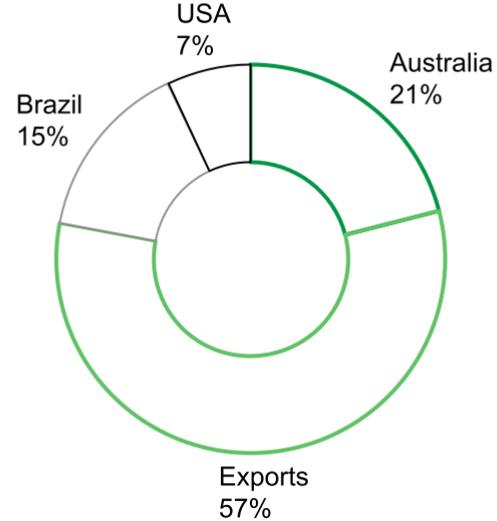
**Delivers sustainable cash generation, enabling international growth and shareholder returns**

1. Indexed to 100 in FY20

# Scale distribution in Agriculture International

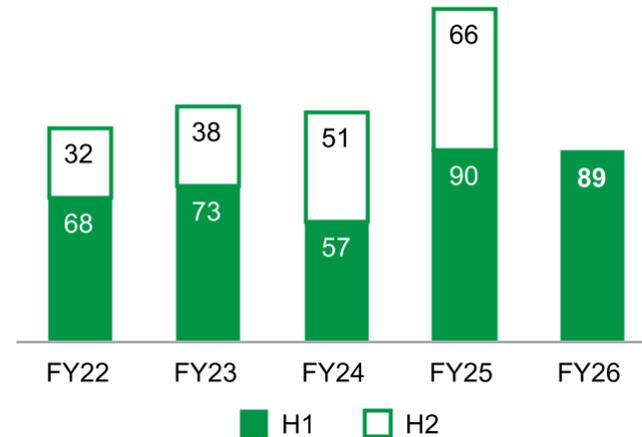
Low capital intensity, positioned to deliver robust returns and strong cash generation

## HY26 volume contribution



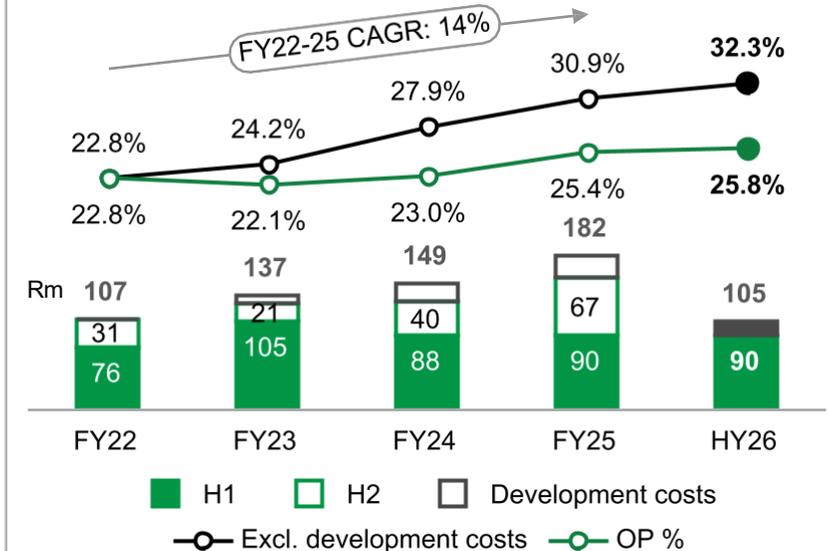
- Expanding footprint in large, fast growing biostimulant markets
- Grow regional presence in Brazil
- Increasing distribution network in USA
- Partnering to increase distribution footprint
- Expanding manufacturing in Morwell

## Humate and specialties volumes<sup>1</sup>



- Biostimulant market expected to grow by 9-10% p.a. between 2024-2032
- Leverage growing demand for sustainable agricultural practices
- Access to high quality raw material source
- New product registrations progressing in India, Vietnam and Indonesia

## Operating profit



- Low capital investment required to scale volumes
- Attractive margins and cash conversion
- High growth export regions are margin accretive
- Margin expansion expected as USA scales and matures
- Regional diversification improves resilience

1. Indexed to 100, from FY22

# The Mining segment is a key growth vector

BME is positioned to become a global mining solutions business of scale

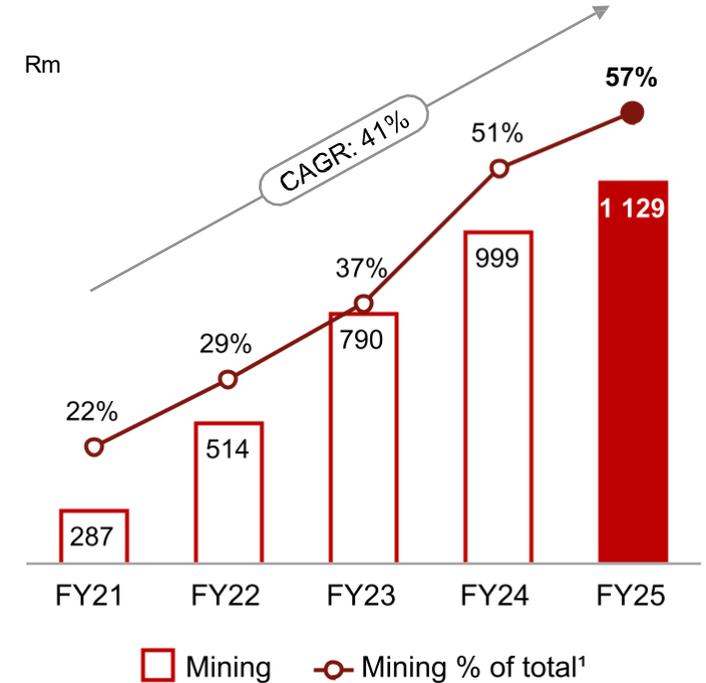
## Growth industry

- Underpinned by strong fundamentals driven by urbanisation, energy transition and decarbonisation
- Long-term demand for critical commodities
- Lower cyclical and price risk
- Faster cash conversion cycle
- Strong government support prioritising mineral supply

## BME global capability established, geared for growth

- Trusted international brand, leveraging strong technology and service reputation
- Infrastructure deployed in primary global markets
- Track record of successful partnerships
- Significant global organic and inorganic growth opportunities
- Hydrogen peroxide emulsion capability being deployed in North America

## Mining operating profit



**Globally competitive solutions, customer-centric innovation and best-in-class infrastructure**

1. Relative to Omnia's operating segments, excluding head office and eliminations

# Ongoing execution of Mining International growth strategy

## Positioned for growth and further diversification

### Indonesia JV sustainable growth



- Attractive market with strong growth outlook
- Integration progressing well
- First metal contract secured
- Introduction of new technology (dual salt emulsion and electronic detonators)
- Several safety awards received

### Canadian mobilisation nearing completion



- Detonator plants commissioned (electric, non-electric)
- Regulatory approval received for both plants
- Certifications for adjacent markets in progress
- Distribution partnerships being explored
- Positive momentum with underground trials
- Hypex Bio infrastructure build progressing

### Australian organic growth in progress



- AXXIS™ plant commissioned in WA
- Successful AXXIS™ trials
- Establishing secondary capability to service quarry and construction projects
- Infrastructure-build in East Australia approved
- Exploring partnerships to accelerate market entry

### Additional global opportunities



- Expansion across SADC and West Africa
- Growth of BME Metallurgy into other growth markets
- Exploring partnerships in new regions
- Leverage Hypex Bio's disruptive technology to create sustainable competitive advantage

# Outlook



**OMNIA**



# Macro factors affecting Omnia in FY26

Global risks persist, with greater uncertainty in some spaces, and positive momentum in others

## GLOBAL

### Global uncertainty

- Open ended tariffs
- Major geopolitical tensions (Russia, Ukraine and Middle East)
- Currency and commodity volatility

### Subdued economic growth

- Low global growth 3.2%
- China slow down

### Climate and ESG

- Reversing ESG commitments
- Climate volatility
- Green metals

### Talent Shortage

- Mining and agriculture skills shortages
- Rise of AI

## AFRICA

### Economic Volatility

- High debt burdens and fiscal limitations
- AGOA non-renewal
- Strong Mining sector activity
- Improvement in SA

### Structural constraints

- Poor infrastructure, energy crisis
- Port congestion and logistics in Biera, Walvis Bay and RSA
- SA loadshedding ended

### State Investments

- Increased Chinese investments in green minerals
- State level interventions
- USA search for critical minerals

### Changing markets

- Mining in risky territories, politically and militarily
- Global interest in growing mineral and metal markets
- Good agronomic conditions

# Outlook for FY26

Positive outlook driven by strong customer propositions, volume growth and capital discipline

## Mining



- Resilient operational performance offset by currency fluctuations in Zambia
- Ongoing market protection and expansion across core business with significant pipeline opportunities
- Robust growth in Metallurgy across Africa
- Detonator plants in Canada and Australia commissioned - product certifications followed by ramp-up
- Hydrogen peroxide emulsion plant build a key milestone in Canada
- Integrating technology partnerships

## Agriculture



- Sustained positive agronomic conditions in South Africa support robust market demand
- Strong volume growth and improved macroeconomic condition supported by operating model changes and currency fluctuations in Rest of Africa
- Solid international growth through wholesale distribution footprint and biostimulant product offering offset by currency fluctuations and drought in Australia and market conditions in Brazil
- Disciplined investment in manufacturing and supply chain enhance operational resilience and supply security

## Chemicals

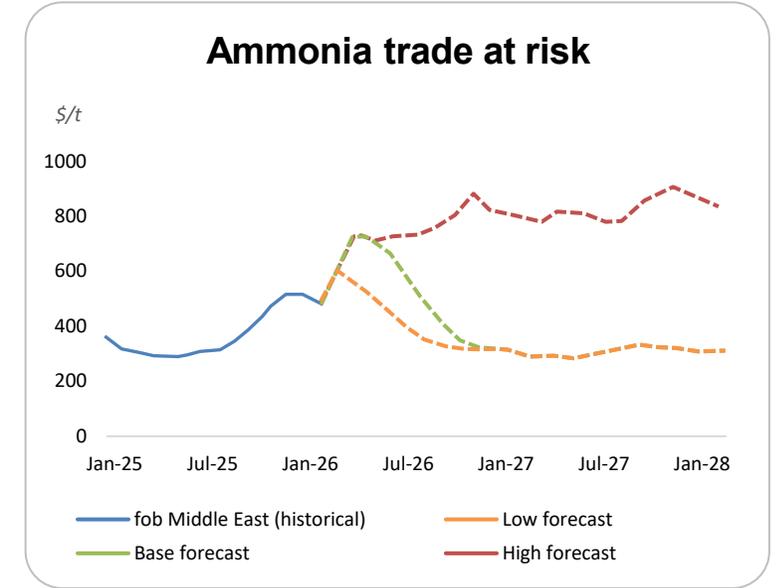
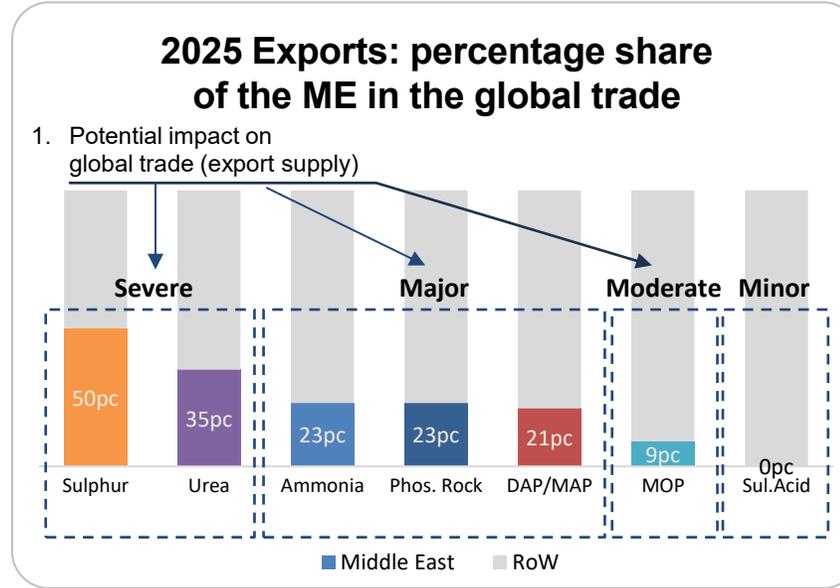
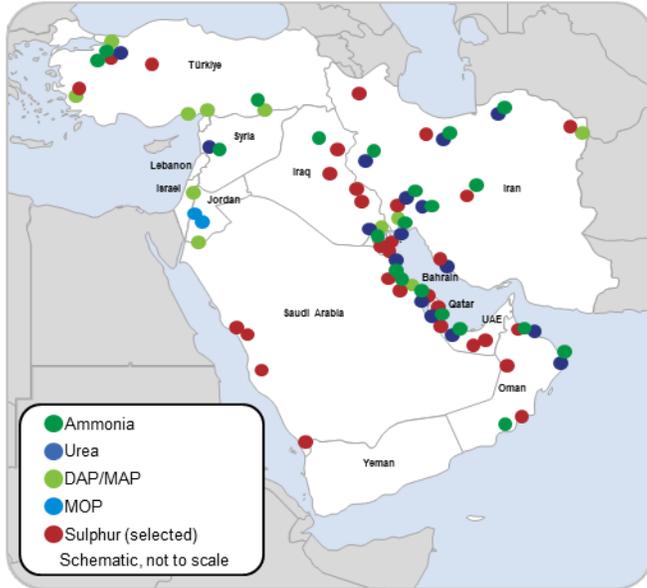


- Finalisation of restructure
- Release of working capital
- Integrating bulk trade business to enhance long-term value creation and ensure sustainable performance



# Middle East conflict affecting global commodity markets

Focus on ensuring security of supply and managing risks and opportunities



### Supply chain logistics and shipping

- Vessels in Strait expected to create global logistics challenge
- Diverse local and global sources of supply provides additional sale opportunities
- Strategic stocking of supply chain
- Production/purchasing optimisation

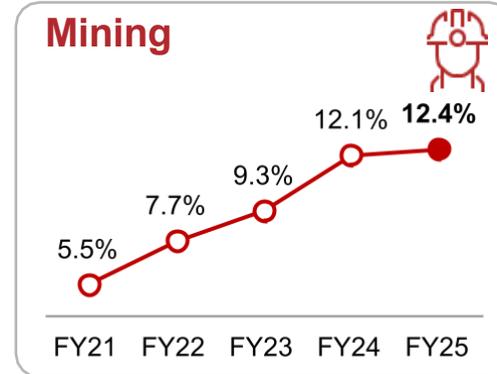
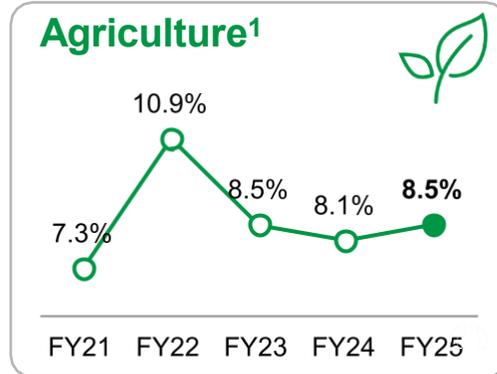
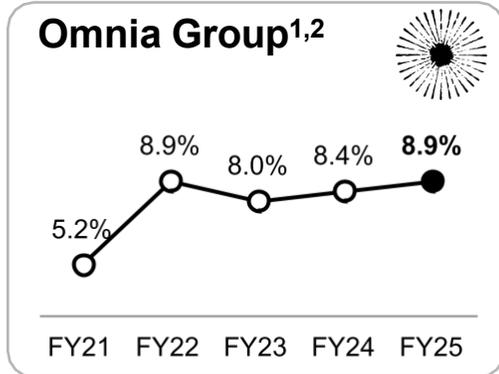
### Price risks and opportunities

- Oil price spike influencing buying behavior
- Higher and/or volatile commodity pricing presents opportunities for higher gross profit
- Tightly managing cash cycle
- Matching purchasing and selling contracting

1. Based on the share in global export supply / trade exposure | 2. Argus Media – Analytics Services

# Margin performance and ROE from core operations

Margin expansion and capital discipline driving higher returns

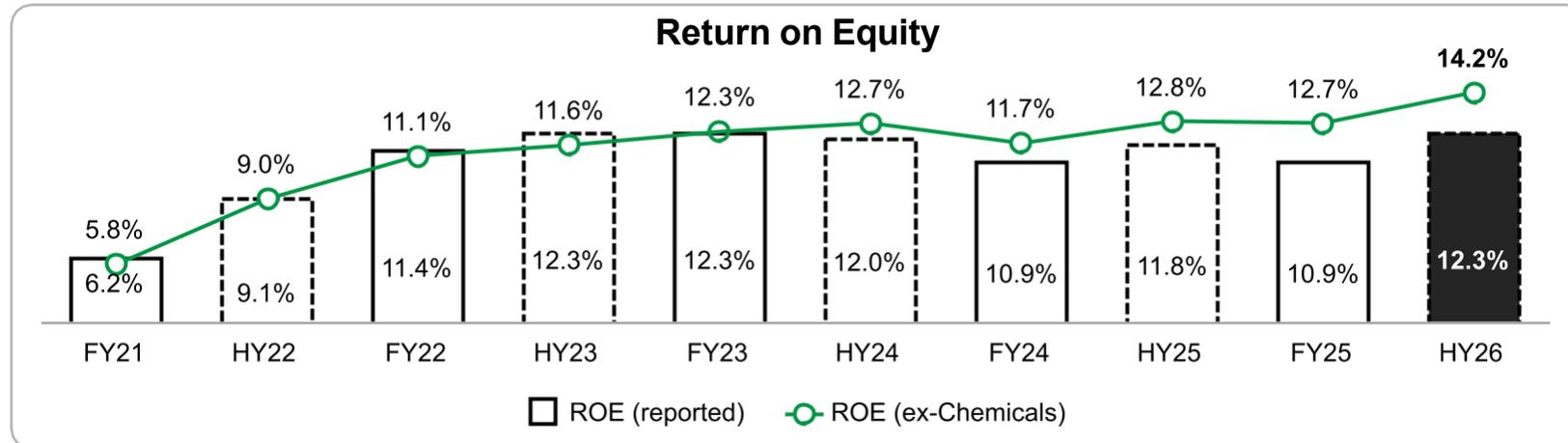


Medium term margin guidance

8% to 10%

9% to 12%

10% to 12%



## Levers to further increase returns

### Increase operating margin

- Mining and AgriBio growth
- New partnerships, M&A
- Fix underperforming businesses
- Operational efficiencies

### Increase asset turn

- Increase plant utilisation
- Optimise fixed asset base
- Reduce working capital

### Disciplined capital allocation

- Accretive investments and disposals
- Maintain balance sheet optionality
- Sustained shareholder distributions

1. Continuing operations excluding Zimbabwe for the periods FY21 to FY23 due to hyperinflation 2. Excluding Chemicals segment for all periods

# Earnings enhancing initiatives off FY25 base

Benefits expected to reflect in the medium term

	Cost optimisation	Growth	Potential annual increase in profit over 3 years (Rm)
 <b>Agriculture</b>	<ul style="list-style-type: none"> <li>• Manufacturing and production efficiencies</li> <li>• Supply chain, sourcing and logistics optimisation</li> <li>• SADC operating model changes in effect</li> </ul>	<ul style="list-style-type: none"> <li>• AgriBio International</li> <li>• Specialities in South Africa</li> <li>• Explore market adjacencies</li> <li>• Grow traded products in SADC</li> </ul>	<b>180 - 280</b>
 <b>Mining</b>	<ul style="list-style-type: none"> <li>• Asset optimisation</li> <li>• Expense management</li> <li>• Production efficiency</li> </ul>	<ul style="list-style-type: none"> <li>• Canada, Indonesia and Australia</li> <li>• Growth in primary African markets</li> <li>• AXXIS™ Titanium rollout globally</li> </ul>	<b>300 - 450</b>
 <b>Chemicals</b>	<ul style="list-style-type: none"> <li>• Operations rationalisation</li> <li>• Disposal of non-core operations</li> </ul>	<ul style="list-style-type: none"> <li>• Bulk trade business</li> </ul>	<b>180 - 210</b>
 <b>Omnia Group</b>	<ul style="list-style-type: none"> <li>• Consolidate non-performing geographies and assets</li> <li>• Organisational and operating model changes</li> </ul>		<b>40 - 80</b>

**Total:** 700 - 1 020

**CAGR:** 12% - 17%

# Omnia has significant potential for strong growth and returns

Attractive customer propositions and operational excellence gear us for growth

## Compelling investor proposition

- Operating in primary sectors

---

- Mining driving international growth and diversification

---

- ESG integrated business model

---

- Operational excellence
  - Agile and versatile supply chain capability
  - Integrated manufacturing complex
  - Most reliable production assets in SADC

---

- Distinct competitive advantage in Mining and Agriculture
  - Pioneering, innovative and superior blasting technology
  - Premium Agriculture solutions through Nutriology®
  - AgriBio - superior margins and cash conversion

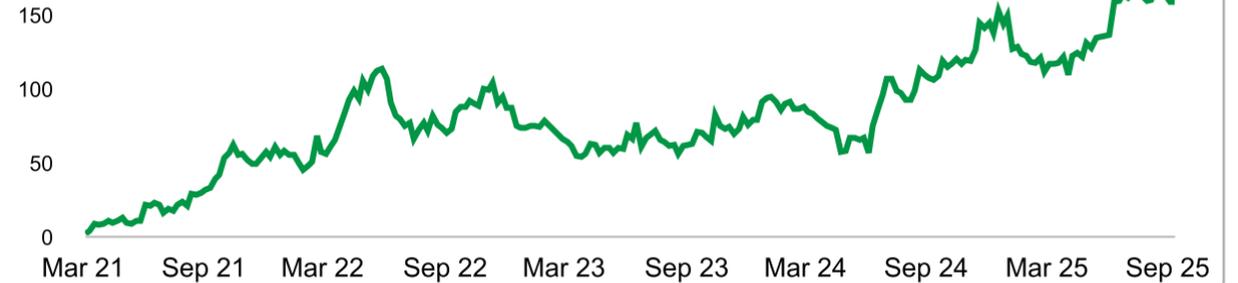
---

- Cash generative, strong balance sheet

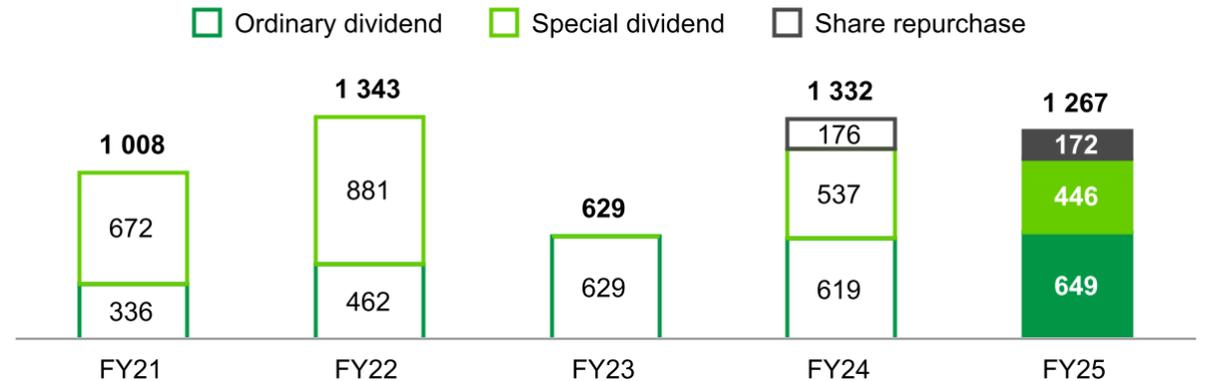
---

- Attractive dividend yield

## Total shareholder return (%)



## Shareholder distributions (Rm)



# Compelling Investor Proposition

Primary markets, asset quality, strong returns and cash generation

1

## Operate in primary sectors

- Resilience of **essential solutions portfolio to customers in primary sectors**
- Core to economic recovery and sustainability
- **Compelling investment opportunities** (energy sectors, food security, environmental impact improvements) linked to our purpose **with ESG at the core**

2

## Focused business model

- Geographical and currency **diversification**
- **Core Markets:** Agriculture and Mining optimises through our integrated manufacturing and supply chain supporting greater asset utilisation
- **Investments:** Hypex Bio, chemicals, managed to model

3

## Operational excellence

- **Integrated manufacturing capability** in SADC into the Agriculture and Mining market
- **Biostimulant** and **Kelp** production site in Australia
- Partnerships in **Indonesia** and **Canada** enables growth in international mining explosives markets
- **Agile** and **versatile** group supply chain capability

4

## Distinct competitive advantage

- Combining science and experience through **Nutriology®**
- **Newest, most reliable production assets** in SADC
- Pioneering innovative and superior blasting technology: **Blast Alliance, AXXIS™, dual salt emulsion**
- **AgriBio:** leading humate source and production capability
- **Global distribution strength**

5

## Robust capital allocation and cash generation

- **Strong** and **flexible** balance sheet with optionality to invest in value accretive opportunities
- **Prudent, targeted** and **disciplined** capital allocation
- **Management focus:** growth, cost optimisation, margins and cashflow
- **Outcomes:** Further improvements in profitability, free cashflow and return measures

# SHARE DETAILS & IR CONTACTS

JSE: OMN  
ISIN: ZAE000005153

Omnia Investor Relations  
[omniair@omnia.co.za](mailto:omniair@omnia.co.za)

