Tel. +264 61 290 9111 • Fax +264 61 290 9277
Private Bag 12011 • 8 Bessemer Street • Windhoek
info@agra.com.na • www.agra.com.na

Agra Limited
(Incorporated in the Republic of Namibia)
(Date of Registration: 27 July 2010)
(Registration Number: 2010/0406)
Share code: AGR ISIN: NA000A1KCRPO
("Agra" or "the Group")

AUDITED CONSOLIDATED GROUP FINANCIAL RESULTS FOR THE YEAR ENDED 31 JULY 2023

	2023 (audited)	2022 (audited)	2021 (audited)
Revenue (N$'000)	2 459 188	1 997 105	1 809 528
Operating profit (N$'000)	142 499	115 608	96 270
Profit for the year (N$'000)	92 070	74 977	60 074
Total Comprehensive Income (N$'000)	94 069	77 162	59 422
Basic earnings per share (cents)	90.11	73.37	58.67
Headline earnings per share (cents)	90.05	72.91	56.95
Net asset value per share (N$)	6.29	5.51	4.85
Final Dividend per share (cents)	16.00	13.50	10.00
Total Dividend per share (cents)	16.00	13.50	10.00

Group financial performance

43 years ago, Agra embarked on a journey that intertwined its destiny with Namibia's agricultural landscape. From those modest beginnings, Agra has blossomed into an integral cornerstone of our nation's farming heritage. Through generations, Agra has been the consistent link with farming families, fostering lasting relationships and steadfast support. Today, the name Agra, resonates as a symbol of unwavering commitment to agriculture in Namibia.

Our enduring presence across rural Namibia and our substantial investments in local infrastructure have transformed Agra into more than just a business entity. We have become a stable hub for those whose lives revolve around farming, offering not only a wide variety of products and services, but also opportunities for employment and skills development within the local communities we serve. Namibian producers can take comfort in the assurance that Agra stands as a resolute advocate, tirelessly devoted to enhancing the agricultural sector.

In the past fiscal year, Agra's share price increased by 26.4%, which distinctly highlights our consistent value as a reliable investment option for our shareholders. Our financial standing and the skilful stewardship of our organization have not only resulted in noteworthy returns on invested capital, but have also facilitated the distribution of dividends – a trend we have diligently maintained since 2017, thereby reiterating our commitment to delivering value to our investors.

Agra witnessed a substantial increase of 23.1% in total turnover, surging from N$1,997 million in the 2021/22 financial year to N$2,459 million in the 2022/23 financial year. This remarkable growth can be attributed to Agra's expansion in fuel distribution and an enhanced market presence, which can be directly linked to the fruitful outcomes of Agra's consistent investments in infrastructure. These investments align well with Agra's strategic goal of broadening its national reach, alongside innovations like Agra's Digital Auctions platform which has opened up brand new international markets for Namibian producers.

Agra's increased revenue did have a positive impact on our gross profit, marking a 9.6% rise from N$433.9 million in 2021/22 to N$475.4 million in 2022/23. When compared to the increase in turnover, it is evident that this increase was not attained at the expense of the producer.

Operating expenses recorded a modest 3% increase, moving from N$329.8 million in 2021/22 to N$339.7 million in 2022/2023, which is below the Namibian inflation rate of 4.5%. This can be attributed to our firm commitment to cost control, as well as a N$12.3 million Employer fund contribution holiday that Agra capitalized on. This holiday came as a result of the substantial growth of the Company's initial additional safety fund, which reached an excessive level and could be trimmed.

The net impact on Agra's overall performance was a notable 22.8% increase in profit after tax for the year, increasing from N$75 million in 2021/22 to N$92.1 million in 2022/23, and a total comprehensive income for the year of N$94.1 million, compared to N$77.2 million during the previous year.

We are excited to announce the imminent addition of the new Okahao Agra Retail branch and the Mariental GoAgra Convenience Store and Fuel Station to our Retail family, both opening in October 2023. We're also actively working on introducing three more 24-hour fuel offerings in the upcoming 2023/24 financial year.

Our financial success reflects the strong bond we share with our clients. It's not achieved at their expense but demonstrates their loyalty and our commitment to supplying high-quality products. We take pride in our operational efficiency and cost management, ensuring we meet our clients' diverse needs promptly.

Excellence is an ongoing journey, from nurturing relationships to enhancing infrastructure. Our commitment extends to creating employment opportunities and fostering industry growth. We believe in the future of Namibia and its agriculture, and we're dedicated to making sustainable contributions to the nation's economic development. Agra remains a cornerstone for our industry, offering specialized products and expertise to Namibian farmers. We're thankful for the support of our clients, shareholders, and our dedicated Agra family. We pledge to serve Namibia sustainably, ethically, and passionately.

Final dividend

Notice is hereby given that a total and final dividend of 16.00 cents per ordinary share was declared on 19 October 2023 for the year ended 31 July 2023 (July 2022: 13.50 cents per share).

Last Date to Trade cum-dividend:	07 December 2023
First Date to Trade ex-dividend:	08 December 2023
Last date of registration – Record date:	15 December 2023
Payment date:	26 January 2024

Outlook

Building upon our experiences from the previous year, Agra's management has conducted an extensive assessment involving input from all stakeholders to prepare for the challenges and opportunities in our core market for the upcoming fiscal year. We anticipate financial strain due to factors such as escalating fuel prices, rising inflation, and challenges associated with sourcing essential farming input materials. Additionally, the prevailing high-interest rate environment adds complexity to the equation.

Our assessment also encompasses meteorological influences and a continued focus on enhancing credit control practices. We remain vigilant about potential supply chain disruptions caused by load shedding, impacting South African producers, which could lead to fluctuations in availability.

The challenges are real, but we remain cautiously optimistic about the future. We are dedicated to supporting our core clientele as we navigate through these circumstances in the 2023/24 fiscal year.

Short form announcement

This short form announcement is the responsibility of the directors. It is only a summary of the information contained in the full announcement and does not contain full or complete details.

Any investment decision should be based on the full announcement accessible from Wednesday, 25 October 2023, via the NSX link https://senspdf.jse.co.za/documents/2023/nsx/isse/agr/AGRRes2023.pdf and available on our website at https://www.agra.com.na/index.php/about-agra/financial-results-corporate-social-investment.

Copies of the full announcement are available for inspection at the Group's registered offices, free of charge, weekdays during office hours.

Registered address: AGRA Corporate Office, Bessemer Street, Windhoek, Namibia

By order of the Board

25 October 2023

Sponsor

PSG

PSG Wealth Management (Namibia) (Pty) Ltd
Member of the Namibian Stock Exchange