



## 2. NOTES TO THE FINANCIAL RESULTS (continued)

### 2.2 Secondary business segments (N\$'000)

|  | 2020             |               |                  | 2019        |              |             |
|--|------------------|---------------|------------------|-------------|--------------|-------------|
|  | Namibia          | Non-Namibian  | Group            | Namibia     | Non-Namibian | Group       |
| Rental - operating income                | 319,101          | 10,287        | 329,388          | 311,490     | 8,664        | 320,154     |
| Rental - straight-line adjustment        | 2,481            | 908           | 3,389            | 4,662       | -            | 4,662       |
| Revenue                                  | 321,582          | 11,195        | 332,777          | 316,152     | 8,664        | 324,816     |
| Share of profit from associate after tax | -                | 23,427        | 23,427           | -           | 26,263       | 26,263      |
| <b>(Loss)/Profit for the year</b>        | <b>(171,532)</b> | <b>13,964</b> | <b>(157,568)</b> | 295,995     | 7,057        | 303,052     |
| Properties as per valuations             | 2,838,280        | 76,000        | 2,914,280        | 2,831,192   | 82,750       | 2,913,942   |
| Sectoral spread                          | 97%              | 3%            | 100%             | 97%         | 3%           | 100%        |
| Total assets                             | 2,916,260        | 442,466       | 3,358,726        | 2,881,075   | 441,268      | 3,322,343   |
| Total liabilities                        | (1,805,921)      | (344,855)     | (2,150,776)      | (1,655,119) | (370,837)    | (2,025,956) |

### 2.7 Property portfolio

The portfolio was independently valued at N\$2.9bn (2019: N\$2.9bn) by Mills Fitchet Magnus Penny with a negative fair value adjustment of N\$153m (2019: N\$279m positive). The properties were negatively impacted due to the COVID-19 pandemic with the significant impact on retail and hospitality related properties in the portfolio. Total capital expenditure amounted to N\$153m (2019: N\$86m). We diversified our portfolio in line with our strategy by investing in a residential portfolio acquired for N\$86.7m on 30 October 2019, one of the few asset classes to deliver growth for the year and helped reduce the impact of the negative fair value adjustments in the portfolio. The first phase of Urban Village, the Elisenheim convenience lifestyle centre, commenced trading on 1 February 2020, completed at a total cost of N\$102m (comprising N\$40m land and N\$62m development cost).

The property portfolio is classified as a level 3 asset. Level 3 fair value measurements are those derived from valuation techniques that include inputs for an asset or liability that are not based on observable market data. Discount rates, capitalisation rates, market rental growth rates and reversion rates are key inputs into the models.

### 2.8 Interest-bearing borrowings

|                                | 2020                      |                                  |                  | 2019                      |                                  |  |
|--------------------------------|---------------------------|----------------------------------|------------------|---------------------------|----------------------------------|--|
|                                | Utilised facility N\$'000 | Weighted average interest rate % |                  | Utilised facility N\$'000 | Weighted average interest rate % |  |
| Expiry                         |                           |                                  |                  |                           |                                  |  |
| <b>Non-current liabilities</b> |                           |                                  |                  |                           |                                  |  |
| 2021                           | -                         | 0.0                              | 75,000           | 75,000                    | 9.4                              |  |
| 2022                           | 575,761                   | 4.1                              | 549,760          | 549,760                   | 4.0                              |  |
| 2023                           | 311,310                   | 6.0                              | 150,000          | 150,000                   | 9.1                              |  |
| 2025                           | 227,000                   | 5.9                              | -                | -                         | 0.0                              |  |
| <b>Total</b>                   | <b>1,114,071</b>          | <b>5.2</b>                       | <b>774,760</b>   | <b>774,760</b>            | <b>7.5</b>                       |  |
| <b>Current liabilities</b>     |                           |                                  |                  |                           |                                  |  |
| Revolving facilities           | 123,530                   | 3.7                              | 116,227          | 116,227                   | 9.0                              |  |
| Maturing within one year       | 75,000                    | 2.4                              | 268,700          | 268,700                   | 8.9                              |  |
| <b>Total</b>                   | <b>198,530</b>            | <b>6.0</b>                       | <b>384,927</b>   | <b>384,927</b>            | <b>9.0</b>                       |  |
| <b>GRAND TOTAL</b>             | <b>1,312,601</b>          | <b>5.2</b>                       | <b>1,159,687</b> | <b>1,159,687</b>          | <b>7.4</b>                       |  |

Total available unutilised facilities are N\$65m (2019: N\$148m) and €2m (Proceeds in the Euro facility), excluding the Domestic Medium-Term Note Programme (DMTNP) of N\$416.7m and the cash balance.

### 2.9 Derivative liability

|      | Total fair value N\$'000 | Non-current fair value N\$'000 | Current fair value N\$'000 | Nominal value N\$'000 | Average fixed interest rate* |
|------|--------------------------|--------------------------------|----------------------------|-----------------------|------------------------------|
| 2020 | (23,001)                 | (13,546)                       | (9,455)                    | 340,000               | 6.5%                         |
| 2019 | (5,162)                  | (2,905)                        | (2,257)                    | 440,000               | 7.4%                         |

\* Floating rate is the 3M JIBAR rate.

The interest rate swaps are classified as level 2 financial instruments which are derived from inputs, other than quoted prices (unadjusted) in active markets for identical assets and liabilities, that are observable for the asset and liability, either directly or indirectly. The valuation technique used is the discounted cash flow model, with the discount rates being a key input.

## 3. DIRECTORS' COMMENTARY

### 3.1 Financial results and distribution

The operating profit before finance costs and debenture interest was impacted by a negative fair value adjustments on the derivative instruments due to the decrease in the repo rates compared to our fixed swap rates, the listed investment devaluation as well as the investment properties valuation (refer to note 2.7). Current year also reflected a full year of debenture premium amortisation post the rights issue of April 2019.

Property income increased from the previous period by 2.8% which is despite the rent relief of N\$18m provided to tenants as a result of COVID-19 for the period April to June. Excluding the rent relief, rental growth would have been 8.2% which is attributable to the residential acquisition made during the year.

## 3. DIRECTORS' COMMENTARY (continued)

### 3.1 Financial results and distribution (continued)

The vacancy rate deteriorated to 5.4% (2019: 3.2%) for the portfolio with a 9.3% vacancy on the residential portfolio. The increase is aggravated by the current trading environment which continues to put pressure on tenants' ability to remain profitable. Lease escalations have been flat or negative for parts of the retail and office sectors and compressed for the industrial sector. Debt collections remain under pressure and saw our provision for bad debts increasing to N\$23.2m (2019: N\$8.6m) due to COVID-19 as well as IFRS 9 application. Focus for the financial year will continue to be placed on protecting our income streams, managing expenses and reducing our overall debtors levels.

### 3.2 Investment in associate

The investment in associate yielded an average return of 7.3% (2019: 8.21%), of which Oryx's share is N\$23m (2019: N\$26m). Of the net income, N\$4m (2019: N\$9m) relates to Oryx's share of the fair value adjustment which is not included in distributable income. The translation of the loan resulted in a foreign exchange loss of N\$64.6m (2019: N\$9.8m) while the translation of the associate resulted in a foreign exchange gain of N\$69m (2019: N\$9.7m), using a spot rate of N\$19.45 as at 30 June 2020 (2019: N\$15.96). This investment is in the Euro zone.

The sale of the Super Konzum Vukovarska property resulted in a proportional reduction in issued capital of the associate via a share buy back. This in turn resulted in a reduction in the value of the investment in associate on 29 May 2020 of €2.3m (26%) or N\$43.6m which is the sale proceeds recorded. There has been no change in the percentage holding.

### 3.3 Interest-bearing borrowings

Gearing was 39.1% (2019: 34.9%) with the increase resulting from increased debt facilities entered into during the year whilst investment property remained flat. The weighted average interest rate is 5.83% (2019: 7.48%) which reduced as a result of the decrease in the repo rate during the year. 49% (2019: 65%) of total debt drawn was fixed using interest rate swaps with a nominal value of N\$340m (2019: N\$440m). As a result of the decrease in the repo rate, the Group obtained revised pricing for existing swaps resulting in a 247.9bps decrease in total in the rates.

During the period Oryx commercial paper of N\$128.7m matured, and was replaced by another bond of N\$83.3m for a three-year term at 3M JIBAR plus 2.2% and with a repayment of N\$45.4m using existing facilities.

### 3.4 The market and prospects

COVID-19 brought both the global and local economies to a standstill amplifying an already declining local economy and causing downward pressure on disposable income, tenant turnovers, and ultimately rentals (Cirrus, 2020 Outlook).

Oryx's balanced property portfolio is well placed to withstand the current economic downturn and management remains focused on strengthening the balance sheet, improving cash flow, retaining tenants and driving operational efficiencies to create a platform for growth that will provide sustained shareholder value in the long term.

While current market conditions remain difficult, opportunities are presenting themselves in all property sectors and therefore management continues to seek opportunities that will deliver yield enhancing and long term growth to our unitholders. While these opportunities exist the Board is mindful of current borrowing levels at 39.1%. Low interest rates will give the property industry some breathing space to maintain margins on property transactions and help restore investor confidence.

### 3.5 Subsequent events

Subsequent to year end, the Group obtained a N\$100m facility from Rand Merchant Bank, priced at 3M JIBAR plus 2.98% for a 3 year term. The Group further refinanced the N\$75m Nedbank term loan during September 2020 at 3m JIBAR plus 2.85% for a 3 year term. The proceeds from the associate capital reduction resulting from the sale of the Velica Gorica property in Croatia was received during September 2020 and paid into the Euro Flexi reserve facility. A condonement was obtained from ABSA Bank Limited relating to the vacancy covenant of 5% on the bonded portfolio. Oryx and Retailability, the new owners of Edgars, agreed on the terms of a new three-year lease agreement. The formal agreement will be signed after Competition Commission approval for Retailability's purchase of Edgars has been approved in South Africa, which reduces the risk of this potential vacancy in the short term. We also take note of the announcement made by Government on 12 August 2020 to revert to stage 3 lockdown with curtailment of large gatherings, prohibition on sit-down restaurant meals and travel restrictions. This will have an adverse effect on the business, the impact of which is not currently quantifiable.

### 3.6 Going concern

Due to the impact of COVID-19 and the uncertainty on the economy ahead, the Board scrutinised budgets and cash flows for the year ahead. By July 2021 the Group is required to refinance N\$199m short term debt and N\$334m (Euro debt) long term debt. While indications are positive that these debts will be refinanced with the respective banks, management has implemented mitigating actions should this not be the case. Current available facilities amount to N\$65m. Refer to our audited financial statements for more detail around these actions. The directors are of the opinion that Oryx will be a going concern for the foreseeable future from the date of this report. The going concern basis was therefore adopted in preparing the Annual Financial Statements.

### 3.7 Appreciation

Ms Lizette Smit has resigned as Chief Financial Officer effective 30 September 2020. The Board wishes to extend its gratitude for her valuable contribution to Oryx. Ms Francis Heunis has been appointed as CFO effective 1 October 2020 and the Board would like to congratulate her on her new role. The Board would also like to thank its management, employees and service providers for their commitment and dedication during this period. We also thank our tenants, financiers and unitholders for their continued support in these unprecedented difficult times.

## 4. DISTRIBUTION

During March 2020 the Board decided to postpone the payment of the half year distribution, amounting to N\$60,947,000 or 69.75cpcu, to 2 October 2020 due to the unknown impact that COVID-19 might have. After further deliberation by the Board, an extra-ordinary general meeting of debenture holders on 29 June 2020 was called for and held. Resolutions adopted were to cancel any further distributions for 2020, but that the half year distributions remain payable. Therefore, no distribution is declared for the six months ended 30 June 2020. The resolutions pertaining to future distributions will be tabled at the AGM for consideration by unitholders as the Board strongly believes that these changes remain necessary to see the Group through these unprecedented times.

Below is a reminder of the salient dates applicable to distribution number 34 declared 2 March 2020  
 Last day to trade cum distribution: Friday, 13 March 2020  
 Record date to participate in the distribution: Friday, 20 March 2020  
 Payment date: Friday, 2 October 2020

By order of the Board

Mr PM Kazmaier - Chairperson

17 September 2020