

Monday November 18 - Friday November 22, 2019

All the news on ASX-listed agriculture and veterinary companies

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MARKET REPORT

The Australian stock market was up 0.55 percent on Friday November 22, with the ASX200 up 36.9 points to 6,709.8 points. Fifteen of the AVW-44 stocks were up, 13 fell, eight traded unchanged and eight were untraded.

Australian Primary Hemp was the best, up 3.5 cents or 19.4 percent to 21.5 cents, with 86,524 shares traded. Anatara was up 16.7 percent; Pharmaust climbed 4.55 percent; Murray Cod rose 3.6 percent; Clover and Select Harvests were up more than two percent; A2 Milk, Bubs, Clean Seas, Memphasys, Nufarm and Ocean Grown Abalone climbed more than one percent; with Elders, Palla Pharma and Tassal up by less than one percent.

Tasfoods led the falls, down 1.5 cents or 10.3 percent to 13 cents, with 102,518 shares traded. Cann Group and THC Global fell more than six percent; Abundant and Cann Global lost more than five percent; Auscann, Elixinol and Food Revolution were down more than two percent; Ecofibre, Seafarms and Synlait fell more than one percent; with Bega Cheese and Huon Aquaculture down by less than one percent.

DR BOREHAM'S CRUCIBLE: CLEAN SEAS SEAFOOD

By TIM BOREHAM

ASX code: CSS

Share price: 71 cents; Shares on issue: 92,418,465; Market cap: \$65.6 million

Chief executive officer: David Head

Board: Terry O'Brien (chairman), David Head, Nick Burrows, Raelene Murphy, Helen Sawczak, Marcus Stehr

Financials (September quarter 2019): receipts \$11,978,000, loss of \$516,000, negative cash of \$1,860,000*, estimated current quarter outflows \$15,920,000

* The difference between \$3,079,000 cash balance less \$4,939,000 overdraft. The company subsequently raised \$9.6 million in a convertible note issue

Year to June 30, 2019: revenue \$46.1 million (up 11%), earnings before interest tax depreciation and amortization \$4.8 million (down 19%), loss of \$1.4 million (previously \$3.4 million deficit).

Identifiable major holders: Bonafide Wealth Management 17.5%, Australian Tuna Fisheries 6.4%.

The ASX-listed seafood sector has not exactly provided investors with an ocean of joy over the last decade or so, but it has sure kept the insolvency profession busy.

Notable ASX-listed failures include the Lachlan Murdoch-backed Western Kingfish, Australis Aquaculture and Cell Aquaculture (barramundi) and, in its first iteration, the now successful salmon producer Tassal.

The Port Lincoln-based Clean Seas hasn't avoided a few piscatorial problems along the way either - and that's somewhat of an understatement.

A decade ago, the company thought it had cracked the code of breeding southern blue fin tuna - the Rolls Royce of sushi ingredients in captivity.

The program worked - to a point - but when the baby fish were put to the sea pens they died *en masse*.

"We don't mention the 'T' word around here these days," says Clean Seas CEO David Head.

Clean Seas has since turned its attention back to yellowtail kingfish, which is less difficult than tuna - but a premium breed nonetheless. Just ask the world's great chefs the company has duchessed.

After a "jagged history", Clean Seas looks to be gaining traction with its global sales push, based in part on a frozen product that uses a patented technique to cool the fish quickly to prevent them from becoming soggy when thawed.

In Mr Head's not quite disinterested view: "It's arguably the best raw fish in the world."

Swimming against the tide

Founded by local tuna identity Hagen Stehr in 2005, Clean Seas listed in late 2005 after raising \$9 million at 50 cents apiece.

After the tuna trauma, Clean Seas struck a "feed crisis" that resulted in kingfish mortalities soaring from 15 percent to 80 percent.

The disaster, which resulted in 4,000 of the 4,500 tonnes of feedstock dying, cost the company \$100 million.

Mr Head arrived four years ago and "reworked the fundamentals of the organization", replacing almost every sales and marketing person. Only one "pre feed crisis" director remains.

In 2012, marine biologist Craig Foster came on board as CEO and the company nutted out that the problem was due to a dearth of a sulphuric acid (called taurine) in the diet.

Mortalities fell back to 15 percent. But the recovery was a doubled-edged sword, financially speaking, because the company ended-up with excess inventory (too many fish), resulting in a \$10 million write down.

At the height of the problems Clean Seas withdrew from the US and European markets. It was also forced to sell half its assets and dismiss half its staff.

In the aftermath Clean Seas is suing the feed supplier Gibson's (trading as the Tasmania-based Skretting Australia) which has denied all responsibility (more below).

"In many ways it might have been easier if the company had gone broke and we had started all over again," muses Mr Head.

If you knew sushi

Clean Seas export volumes have since recovered and grown, thanks partly to a "chef activation program" targeting the brand name kitchen toilers such as Neil Perry and Gordon "this fish is f…ing good" Ramsay.

As a result, Clean Seas' fruit of the sea is served at posh venues including Sake and Rockpool in Australia, London's Roka and Sexy Fish as well as Milan's Nobu.

In the 2018-'19 year the company's volumes increased 13 percent to 2,688 tonnes, with a further 17 percent improvement in the September quarter to 650 tonnes.

The improvement was best in North America - up 42 percent - while European and Australian volumes were up 21 percent and 16 percent respectively.

Asian volumes declined 38 percent, but only because of the timing of a large container shipment.

The company's frozen brand, Sensory Fresh, rose 141 percent, with fresh sales edging up two percent.

The freezing technique involves rapidly freezing the fish to minus 35°C in 22 minutes, 10 times faster than conventional methods. The frozen market will be crucial, as it accounts for 76 percent of kingfish consumption in North America and 80 percent in Asia.

(Australians and Europeans have a penchant for the fresh stuff).

Getting the best price

Clean Seas' success to date lies with its ability to extract a premium price for what's a relatively more expensive fish to produce.

As Mr Head explains, the biology of the fish means more feed is required to achieve the same kilogram of growth relative to a barramundi or a salmon.

Given the cold water of the Spencer Gulf relative to other growing areas such as Hawaii and New Mexico or Geraldton in Western Australia, Clean Seas' kingfish take twice as long to grow. But like a Grange Hermitage ageing in a dusty cellar over decades, the slow development produces a tastier result.

Finances and performance

Clean Seas has just completed a convertible note raising by way of a rights issue that brought in \$9 million, shy of the targeted \$15.3 million. The notes pay interest of eight percent a year and are convertible to ordinary shares within three years (at an eight percent discount to the prevailing price).

Mr Head says the convertible note option was less dilutive than raising ordinary equity, with shareholders sending the message that they were sick of discounted share raisings. It also stacked up favorably relative to debt financing.

"We hope it will be the last round of funding we need to grow the business," he says.

Earlier, the company raised \$6.6 million by way of a share placement to specialist aquaculture fund Bonafide Wealth Management.

Clean Seas reported "receipts" of just under \$12 million in the September quarter, for a loss of \$516,000. In the year to June 30, 2019, the company generated revenue of \$46.1 million, up 11 percent, with earnings before interest and depreciation and amortization of \$4.8 million (down 19 percent).

The headline loss of \$1.44 million compared with a previous \$3.38 million deficit.

Clean Seas is eyeing annual sales of 4,000 tonnes by 2022, up 50 percent with a further 'stretch' target of 5,000 to 6,000 tonnes by 2025. At that point, the company expects to achieve "sustained profitability".

One wildcard is the company's claim against Gibson's, which is due to be heard in the South Australian Supreme Court in February next year (if a mediation session scheduled for November 28 fails).

"We are not going to get \$60 million but I would like to think we will not get zero," Mr Head says.

Clean Seas investors have been on a rocky journey: at the height of the tuna fervor in 2010, the company was worth \$150 million.

After the tuna trauma and the kingfish mortalities, the shares slumped to as low as 1 cent and the company was worth \$7 million.

The company is now valued at \$67 million.

An ocean of demand

Clean Seas is riding a wave of demand for seafood protein as an alternative to red meat, at a time when wild fisheries are under immense pressure. The rise and rise of sushi does no harm to the company's prospects, either.

Tuna-mad Japan leads the demand for kingfish, with per capita consumption of 1,000 grams (one kilogram) for the farmed product and 800 grams for the wild catch.

Australians are the next voracious consumers: 91 grams (farmed) and 118 grams (wild).

North America lags at 63 grams, but of course it's a much bigger market and consumption has quadrupled over the last decade.

Put another way, North America accounted for 69 percent of Clean Seas' volumes in the 2018-'19 year, compared with 12 percent for Asia, 10 percent here and nine percent in Europe.

While the company has an 88 percent market share of yellowtail kingfish, here, it has a 45 percent share in Europe and 12 percent in Asia. But in North America the company still accounts for less than one percent of the market.

Dr Boreham's diagnosis:

Given its profitability history - or non-profitability history - Clean Seas needs to bring home the bacon (so to speak) to its largely loyal 7,000-strong shareholder base.

But we gotta say the company is dancing to a different tuna - a far more upbeat one - these days.

Apart from flogging more kingfish - frozen or fresh - management is minimizing working capital and deploying automated husbandry techniques as well as selective breeding.

While the company intends to focus on kingfish, it's interested in using its expertise in premium seafood for "other species". But they won't be four-legged ruminants on terra firma.

Mr Head posits - quite speculatively - that ASX-listed Huon Aquaculture's ocean trout business would be of interest were it to be up for sale.

Clean Seas has emerged as the world's biggest western kingfish producer outside Japan, with output about five times bigger than its nearest rival.

Meanwhile, the southern blue fin tuna program survives in the background, although the company is well past throwing dollops of cash at it.

"There may, one day, be the opportunity to take the brood stock and partner with someone," Mr Head says. "But we still don't know why the fish died when they went to sea."

Hmm: like who really shot JFK and the whereabouts of Lord Lucan, perhaps we will never know.

Disclosure: Dr Boreham is not a qualified medical practitioner and does not possess a doctorate of any sort. But hopefully he can detect the fishier claims emanating from the corporate sector.

COMMONWEALTH SCIENTIFIC AND INDUSTRIAL RESEARCH ORGANISATION

CSIRO says synthetic biology could transform agriculture and help meet the Australian agricultural industry's \$100 billion production target.

The CSIRO said that in 2018, the National Farmer Federation outlined a goal of lifting the value of agricultural production in Australia to \$100 billion by 2030.

The Organisation said that research published in Nature Plants titled 'Revolutionizing agriculture with synthetic biology, co-authored by its researchers, the University of Queensland and the University of Western Australia showed that synthetic biology could be key for growth amid the "challenges of food security and climate change".

An abstract is at: https://www.nature.com/articles/s41477-019-0539-0.

The CSIRO said the technology could be used to direct the design or evolution of biological systems and organisms using the principles of engineering, to transform crop improvement.

The organization said it had used synthetic biology to produce energy-rich feed for livestock by "switching on" the high-level oil production in vegetative tissue in stems and leaves, potentially tripling the oil production from plants.

CSIRO said synthetic biology could be used to create cotton with the stretch, non-creasing and waterproof properties of synthetics, while still remaining biodegradable.

CSIRO synthetic biology future science platform director Dr Claudia Vickers said that "synthetic biology could transform agriculture [and] can empower plant scientists to reimagine food and bio-based material production, both quickly and sustainably".

13 SEEDS

13 Seeds says it hopes to raise \$6 million in an initial public offer at 20 cents a share to list on the ASX and develop and commercialize its hemp-based products.

Based near Hobart in Kingston, Tasmania, 13 Seeds said it currently sold hemp-based drinking chocolates, muesli, oils, honeys and cosmetic products.

The company said the initial public offer (IPO) was based on a \$8.75 million pre-money valuation and that the funds raised would be used to expand domestic distribution, increase online sales and develop new products.

The 13 Seeds prospectus said the chairman was Gernot Abl and that the board would include founders Terry Memory as director of operations and Gemma Lynch-Memory as director of innovation, as well as Justin Mouchacca as company secretary.

The company said the lead manager was PAC Partners and the offer was not underwritten.

13 Seeds said the offer opened on November 20, would close on December 3, and it expected to list on the ASX under the code 13S on December 19, 2019, with the prospectus available at: https://13seedsipo.thereachagency.com/offer/prospectus/.

COSTA GROUP HOLDINGS

Costa says its retail entitlement offer raised about \$66 million at \$2.20 a share, and that the shortfall of 10.8 million shares at \$2.50 a share raised \$27 million.

In October, Costa said it hoped to raise \$176 million through a fully underwritten, one-for-four entitlement offer, with the institutional component raising about \$87 million at \$2.30 a share (AVW: Nov 1, 2019).

The company said the Australia branch of United Bank of Switzerland AG, was the sole lead manager, bookrunner and underwriter for the entitlement offer.

Costa was unchanged at \$2.52 with 4.2 million shares traded.

SYNLAIT MILK

Synlait says it is calling for expressions of interest for up to \$NZ200 million (\$A188.6 million) worth of five-year fixed rate bonds from institutional and retail investors. Synlait said the \$NZ200 million bonds included \$NZ50 million for potential oversubscriptions and said it intended to release details in late November or early December. The company said the funds would repay a portion of its bank debt and investors could register their interest by contacting the lead managers, which included ANZ Bank, Deutsche Craigs, Forsyth Barr and Jarden Securities.

Synlait was down 17 cents or 1.9 percent to \$8.68.

CLEAN SEAS SEAFOODS

Clean Seas says its one-for-six convertible notes entitlement offer at \$1.00 a note has raised \$9.6 million of the hoped-for \$15.4 million to fund its Vision 2025 strategic plan. In October, Clean Seas said it hoped to raise \$15,403,078 through the notes issue, with an interest rate of eight percent per annum (AVW: Oct 14, 2019).

Clean Seas said the issue was not underwritten, but Canaccord Genuity and the company would attempt to place the shortfall of 5,785,934 notes.

Clean Seas was up one cent or 1.43 percent to 71 cents.

REGENEUS

Regeneus says it has raised \$755,029 by placing 9,437,872 shortfall shares at eight cents each to an unnamed Japanese institutional investor, taking the total raised to \$5.5 million. In August, Regeneus said it has raised \$2.34 million in a private placement, and a further \$620,157 of a hoped for \$3.2 million in its one-for-six rights issue at eight cents a share, with \$1.8 million underwritten by directors and three months to place the remaining shortfall shares (BD: Aug 1, 30, 2019).

Regeneus chief executive officer Leo Lee said that "the completion of the non-renounceable rights issue, together with our streamlined internal operations and pending Progenza licencing deal in Japan, Regeneus will be sufficiently funded to [begin] commercialization in Japan".

Regeneus was untraded at 9.8 cents.

A2 MILK COMPANY

A2 Milk says it expects "strong revenue growth" across the company in the 2019-'20 financial year, supported by its brand and marketing investments in China and the US. A2 Milk said that as an outcome of "strategic gross margin focus", full year earnings before interest, tax, depreciation and amortization (Ebitda) margin, or the ratio of Ebitda to revenue, was expected to be in the range of 29 percent to 30 percent.

The company said that in the six months to December 31, 2019 it expected revenue of \$NZ780 million to \$NZ800 million (\$AUD735.8 million to \$AUD754.6 million), with China label infant nutrition sales expected to be up 84 percent to about \$NZ135 million.

A2 Milk said it expected its Ebitda margin in the six months to December 31, 2019 to be in the range of 31 percent to 32 percent of revenue.

A2 Milk said that expansion would occur over time, with continued market testing in southeast Asia and adding Yuhan to exports to South Korea, and that "exiting the UK will allow further focus on our existing core markets and over time more attractive new markets". A2 Milk was up 16 cents or 1.16 percent to \$13.99 with 4.6 million shares traded.

A2 MILK CO, SYNLAIT MILK

A2 Milk says that it has extended and renegotiated its supply agreement with Synlait Milk, extending the minimum term of the agreement to July 31, 2025.

In 2016, A2 Milk and Synlait announced a new supply agreement between the two groups for the production of A2 Patinum infant formula.

Today, Synlait said the key changes of the new agreement were: a two-year extension to the term of the agreement; an increase in volume of nutritional products that Synlait would supply to A2; increased committed production capacity from Synlait; and a change in pricing terms.

Synlait chief executive officer Leon Clement said the "long-term partnership is a key part of what has made Synlait and the A2 Milk Company successful".

"Infant nutrition is a core focus for both companies as we continue to invest in our future, building capacity and capability," Mr Clement said.

WATTLE HEALTH

Wattle Health says it will appoint Dr Tony McKenna chief executive officer and hopes to raise \$62.2 million in a rights offer to pay a \$44 million installment for Blend & Pack. In September, Wattle Health said it had completed a debt funding facility for its \$46 million acquisition for 46 percent of dairy processor Blend & Pack (AVW: Sep 6, 2019). Last week, Wattle Health said the acquisition would no longer rely on all debt financing and it would acquire a further 75 percent of the Hallam, Victoria-based Blend & Pack with an up-front payment of \$USD30 million (\$AUD44 million) to Mason Financial Holdings and a deferred payment to Mason of \$USD25 million (\$AUD37 million) over five years. The company said the four-for-five, partly-underwritten, non-renounceable rights issue would be at 40 cents a share, pending shareholder approval, with a record date of November 21, the offer would open on November 26 and close on December 10, 2019. The company said that Dr McKenna would replace Lazarus Karasavvidis as chief executive officer, effective from February 1, 2020 and Mr Karasavvidis would remain as chief executive officer and an executive board member in the interim period and would continue as executive director after February 1, 2020.

The company said that Wattle Health board member Peter Biantes would be the interim independent non-executive chairman during the transition period.

The company said Dr McKenna was currently the chief executive officer of Corio Bay Dairy Group, and held a Doctor of Philosophy from the Palmerston North, New Zealand-based Massey University.

In a separate announcement, Wattle Health said it would extend its voluntary suspension as (AVW: Sep 30, 2019).

Wattle Health last traded at 15.5 cents.

OCEAN GROWN ABALONE

Ocean Grown Abalone says it hopes to raise \$2,899,618 through a non-renounceable, one-for-eight rights issue at 13 cents a share.

Ocean Grown said the funds would be used to progress feasibility and development of the Esperance hatchery and its Grow-Out project, as well as working capital.

The company said the record date would be November 25, the offer would open on November 28 and close on December 12, 2019.

Ocean Grown Abalone was up 0.16 cents or 1.16 percent to 14.5 cents.

MEMPHASYS

Memphasys says it has been awarded a three-year \$549,452 grant with Newcastle University and the University of New South Wales to develop cell sorters.

Memphasys said it would provide an additional \$60,000 a year to the program to develop cell sorters that would scale production of viable sperm cells and other cell types using electro-phorectic technology.

The company said the Australian Research Council grant project would be led by the coinventor of the Felix sperm separation technology Prof John Aitken and inventor of Terumo BCT's Quantum cell expansion system, Dr Robert Nordon.

Memphasys was up 0.1 cent or 1.69 percent to six cents.

MEMPHASYS

Memphasys says it has identified Iran, Japan, India, Canada and New Zealand to target initial commercial sales of its Felix sperm separation device.

Memphasys said it expected first sales in mid to late 2020.

CANN GROUP

Cann Group says it will adopt a staged approach to its Mildura marijuana production facilities rather than build them as a single stage development.

Cann chief executive officer Peter Crock said the decision would allow the company to "build capacity on a timetable that provides more certainty around capacity utilization while reducing the company's initial capital investment requirements".

The company said it had in-principle support for its revised plan from an unnamed "tier one Australian bank" that approved a \$95 million loan facility for the original construction. Cann said it would confirm timetable details following a review of the revised construction plan, but it expected the first stage to provide for annual production of 25,000 kilograms of dry flower, with stages two and three to be determined based on an ongoing assessment of product demand.

Cann Group was down five cents or 6.4 percent to 73.5 cents with 2 million shares traded.

THE A2 MILK COMPANY

Pendal Group says it had increased its holding in A2 Milk from 38,544,523 shares (5.26%) to 46,104,500 shares (6.27%).

The Sydney-based Pendal Group said that between September 25, 2018 and November 14, 2019 they acquired 7,559,977 shares for \$87,119,964 or \$11.52 a share.

ELDERS

The Sydney-based Pendal Group says it has reduced its substantial holding in Elders from 8,241,158 shares (6.11%) to 7,861,611 shares (5.06%).

Pendal said that between August 21 and November 7, 2019 it bought and sold shares through HSBC Custody Nominees, the Australia and New Zealand Banking Group and State Street Australia Corp, with the largest sale of shares on October 10 when it sold 108,981 shares for \$664,784 or \$6.10 a share on three separate occasions on the same day, of which one appeared to be a purchase between two sales.

Elders was up one cent or 0.15 percent to \$6.69.

ELDERS

The Sydney-based Macquarie Group says it has become a substantial shareholder in Elders with 9,029,769 shares or 5.81 percent of the company.

Macquarie Group said that between July 19 and November 18, 2019 it bought, sold, borrowed and returned shares, at prices ranging from \$5.55 to \$7.85 with the single-largest purchase 21,948 shares for \$140,028 or \$6.38 a share on November 11.

ELDERS

Health Employees Superannuation Trust Australia (Hesta) says it has increased its holding in Elders from 7,431,843 to 7,617,708 shares but been diluted below five percent. The Melbourne-based Health Employees substantial shareholder notice said that between August 19 and November 18, 2019 it bought and sold shares at a range of prices with the single-largest purchase 165,214 shares for \$1,062,764 or \$6.43 a share on November 12, 2019.

Last week, Elders said it had issued 13,050,001 new shares for its acquisition of wholesale buying group Australian Independent Rural Retailers (AIRR) Holdings (AVW: Nov 15, 2019).

In its last Appendix 3B, the company said it had 155,368,814 shares on offer, with Ag & Vet Weekly calculating Health Employees shareholding to equal about 4.9 percent.

MEMPHASYS

Peters Investments says it has increased its substantial shareholding in Memphasys from 131,666,667 shares (21.11%) to 205,000,000 shares (27.93%).

The Cottlesloe, Western Australia-based Peters said that it acquired 73,333,333 shares in a tranche two placement for \$1,686,667 or 2.3 cents a share.

In July, Memphasys said it was arranging a \$4.2 million two-tranche placement at 2.3 cents a share to fund the manufacture of its Felix device (BD: Jul 9, 2019).

MEMPHASYS

Memphasys director Andrew Goodall says he has increased his holding in Memphasys from 134,541,983 shares (21.57%) to 171,498,505 shares (23.36%).

Mr Goodall said he acquired the 36,956,522 shares through a placement.

MEMPHASYS

Memphasys executive chair Alison Coutts says her 79,625,139 share-holding has been diluted from 14.58 percent to 10.85 percent.

In October, Memphasys voted to issue 36,956,522 shares to directors and significant shareholders and approved a 10 percent placement capacity that issued 73,333,333 shares to Peters Investments and director Andrew Goodall.

PALLA PHARMA (FORMERLY TASMANIAN POPPY INDUSTRIES ENTERPRISES)

Washington H Soul Pattinson and Brickworks say their 25,040,465 share-holding in Palla Pharma has been diluted from 23.18 percent to 19.88 percent.

The Sydney-based Washington H Soul Pattinson and Brickworks said they were diluted due to the issue of new shares.

Last week, Palla Pharma raised \$10.1 million in a retail entitlement offer, taking the total raised in its institutional rights offer and two-for-five entitlement offer at 70 cents a share to \$30.7 million (BD: Nov 15, 18, 2019).

Palla Pharma was up 0.5 cents or 0.58 percent to 86 cents.

PALLA PHARMA

Tiga Trading and Thorney Opportunities say they have increased and been diluted in Palla from 22,466,299 shares (20.80%) to 23,489,809 shares (18.65%).

The Melbourne-based Tiga and Thorney said that on November 18, 2019 they acquired 1,023,510 shares for \$716,457 or 70 cents a share in a sub-underwriting agreement. Last week, Palla said it raised \$30.7 million in a fully underwritten capital raising at 70 cents a share, including \$10.1 million in a retail rights offer, \$12.2 million in an institutional rights offer and \$8.4 million in a placement (BD: Nov 15, 18, 2019).