



Australian Agricultural Company Limited
ABN 15 010 892 270

2018 Full Year Results

ASX Announcement

23 May 2018

Australian Agricultural Company Limited ('AACo') has today released the Company's Financial Report for the financial year ended 31 March 2018.

The documents released today are:

- Appendix 4E
- AACo FY18 Financial Report
- AACo FY18 Media Release
- AACo FY18 Results Presentation
- Appendix 4G

Appendix 4E

Australian Agricultural Company Limited
Results for announcement to the market on 23 May 2018
For the full year ended 31 March 2018

FY18 IN REVIEW

A review of the operating and financial performance of the Company is included in the directors' report of Australian Agricultural Company Limited (AACo) for the year ended 31 March 2018.

\$ mil	FY18	FY17	Variance Favourable/(unfavourable)	Movement % Favourable/(unfavourable)
Meat Sales	332.7	383.0	(50.3)	(13%)
Cattle Sales	47.0	63.7	(16.7)	(26%)
Gross Operating Margin – Statutory	76.8	241.8	(165.0)	(68%)
Operating Expenses	(115.0)	(113.3)	(1.7)	(2%)
EBITDA – Statutory	(35.3)	133.2	(168.5)	(127%)
– Operating	13.6	45.0	(31.4)	(70%)
EBIT – Statutory	(128.0)	116.5	(244.5)	(210%)
– Operating	(79.0)	28.3	(107.3)	(379%)
Finance costs	(17.4)	(20.2)	2.8	14%
Income tax benefit/(expense)	42.8	(24.7)	67.5	273%
Net (loss)/profit – Statutory	(102.6)	71.6	(174.2)	(243%)
Net Operating Cash (Outflow)/Inflow	(39.9)	29.3	(69.2)	(236%)
	FY18	FY17	Variance Favourable/(unfavourable)	Movement % Favourable/(unfavourable)
Total Assets - \$ mil	1,455.3	1,545.7	(90.4)	(6%)
Gearing (%)	26.3%	24.4%	(1.9ppt)	(8%)
Net tangible assets per share	1.62	1.82	(0.20)	(11%)
People (FTE)	601	549	52	9%
Lost time injury frequency rate (LTIFR)	9	17	8	47%

Other Operating Metrics

	FY18	FY17	Variance Favourable/(unfavourable)	Movement % Favourable/(unfavourable)
Luxury/Prestige beef revenue - \$ mil	176.9	175.9	1.0	1%
Luxury/Prestige beef kgs sold – mil kg CW ⁽¹⁾	12.2	12.5	(0.3)	(2%)
Luxury/Prestige beef sold - \$/kg CW	14.45	14.10	0.35	2%
Premium beef revenue - \$ mil	63.7	96.9	(33.2)	(34%)
Premium beef kgs sold – mil kg CW	6.5	10.4	(3.9)	(38%)
Premium beef sold - \$/kg CW	9.75	9.32	0.43	5%
Livingstone beef revenue - \$ mil	92.1	110.2	(18.1)	(16%)
Livingstone beef kgs sold – mil kg CW	21.0	25.4	(4.4)	(17%)
Livingstone beef sold - \$/kg CW	4.39	4.34	0.05	1%
Cattle sales – mil kg LW ⁽¹⁾	13.2	18.0	(4.8)	(27%)
Cattle revenue – \$ mil	47.0	63.7	(16.7)	26%
Third party gross processing cost – \$/kg HSCW ⁽¹⁾ (12 month average)	1.25	1.18	(0.07)	(6%)
Kilograms produced – mil Kg LW	64.7	70.5	(5.8)	(8%)
Cost of production – \$/kg LW	2.35	2.14	(0.21)	(10%)
Cattle purchases – mil kg LW	27.4	39.1	11.7	30%
Cattle purchases – \$/kg LW	3.76	3.04	(0.72)	(24%)
Over the hook purchases ⁽²⁾ – mil kg HSCW ⁽¹⁾	5.0	6.4	1.4	22%
Over the hook purchases - \$/kg HSCW	3.65	4.41	0.76	17%

¹ LW – Live animal weight, HSCW – Hot standard carcase weight, CW – Carton weight containing saleable boxed meat

² Over the hook purchases are purchases of carcasses prior to processing