

Appendix 4E
Preliminary Final Report to the ASX
For the financial year ended 26 June 2016
ASX Listing Rule 4.3A

ABN 68 151 363 129

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## **Reporting Period**

Financial year ended:	Previous corresponding period:		
26 June 2016	28 June 2015		

#### 1. Results for announcement to the market

#### **Statutory Results**

	2016 Statutory Results \$ '000	2015 *Restated Statutory Results \$ '000	% change
Revenue from ordinary activities	821,861	736,231	11.63%
Profit / (loss) from ordinary activities	25,258	4,313	485.62%
Profit / (loss) for the period attributable to members	25,258	4,313	485.62%

#### Pro forma Results 1

	2016 Pro forma Results \$ '000	2015 *Restated Pro forma Results \$ '000	% change
Revenue from ordinary activities	821,861	732,658	12.18%
Profit / (loss) from ordinary activities	49,277	37,993	29.70%

<sup>1.</sup> Pro forma results have been provided for the financial year ended 26 June 2016 to allow shareholders to make a meaningful comparison with the pro forma Prospectus forecast and prior year comparative. Pro forma adjustments have been made on a consistent basis. Further details on the pro forma results have been provided in the Review of operations contained within the Directors' Report.

#### **Explanation of results**

Revenue from ordinary activities was up \$85.6 million, or 11.63%, from \$736.2 million to \$821.9 million in FY2016. The increase in revenue was driven by the Produce segment with solid revenue growth reported across all core categories. This was partially offset by the CF&L segment due to depressed banana prices caused by industry oversupply.

Net profit after tax was up \$20.9 million, or 485.62%, from \$4.3 million to \$25.3 million in FY2016. The increase is driven primarily by:

- improved trading performance reported within all three segments;
- increase in the gain on fair value movements in biological assets predominantly due to strong yields and pricing in the citrus category;
- profit on sale of assets of \$2.4 million on the disposal of the St. George grape farm; and
- lower finance costs with the Group refinancing its debt facility upon completion of the initial public offering (IPO) in July 2015.

This was offset by \$21.8 million of costs associated with the IPO (2015: \$5.2 million) and higher depreciation and amortisation expenditure in line with the increased capital expenditure on the berry and tomato growth projects.

Please refer to the Review of operations contained within the Director's Report on page 7 for further information on results for the year.

<sup>\*</sup>Refer to note E3 of the notes to the financial statements for details regarding the restatements as a result of the early adoption of the amendments made to Accounting Standards AASB 116 Property, plant and equipment and AASB 141 Agriculture in relation to bearer plants.

### Dividends or dividend distribution plan

Dividends or dividend distribution plan	Cents per share	Franking %
Paid to ordinary shareholders		
Final dividend – year ended 26 June 2016		
(declared subsequent to balance date) 1	6.0 cents	100% franked
Interim dividend – half year ended		
27 December 2015	3.0 cents	100% franked
Paid to redeemable preference shareholders		
Dividend paid upon completion of the		
initial public offering on 24 July 2015.	20.94 cents	100% franked

#### Note:

Costa Group Holdings Ltd did not declare any dividends during the prior financial year. There was no dividend reinvestment plan in operation during the financial year ended 26 June 2016 and 28 June 2015.

## 2. Earnings and Net Tangible Asset per Share

Please refer to Note A3, page 46 of the notes to the financial statements for Earnings per Share information.

	2016	2015
		*Restated
	Cents	Cents
Net tangible asset backing per ordinary share	69.86	28.56

<sup>1.</sup> The final dividend was declared subsequent to balance date. The record date for determining an entitlement to receipt of the final dividend is 28 September 2016 and the company expects to pay the dividend on 26 October 2016. This dividend has not been accrued for at year end.

<sup>\*</sup>Refer to note E3 of the notes to the financial statements for details regarding the restatements as a result of the early adoption of the amendments made to Accounting Standards AASB 116 Property, plant and equipment and AASB 141 Agriculture in relation to bearer plants.

## 3. Parent Entity and Subsidiaries

#### (a) Ultimate Parent

The ultimate Australian parent entity and the ultimate parent of the Consolidated Entity is Costa Group Holdings Limited.

#### b) Subsidiaries

A list of the Group's subsidiaries can be found in Note D2, page 75 of the Financial Statements.

## 4. Associates and Joint Ventures

The Group's associates and joint ventures are included at Note D1, page 73.

### 5. Commentary on results for the period

Commentary on results for the period including a discussion on trends in performance and significant features of operating performance are included in the Review of Operations contained in the Directors' Report on page 7.

## 6. Audit/Review status

The Appendix 4E and accounts have been audited and a copy of the Auditor's Report is included within the Annual Financial Statements which accompany this report.

## **Directors' report**

For the year ended 26 June 2016

The directors of Costa Group Holdings Ltd and its controlled entities ("the Group") present their report together with the financial report of the Group for the financial year ended 26 June 2016.

#### 1. DIRECTORS

The directors of the Company at any time during or since the end of the financial year are:

#### Neil Chatfield M.Bus, FCPA, FAICD

#### Chairman and Independent Non-Executive Director

Director since 7 October 2011 and Chairman since 24 June 2015. Member of the Audit and Risk Committee, Remuneration Committee and Nomination Committee.

Neil is an established executive and non-executive director with extensive experience across all facets of company management, and with specific expertise in financial management, capital markets, mergers and acquisitions, and risk management.

Neil is currently the Chair and Non-executive director of Seek Limited. Neil is also a Non-executive director of Transurban Ltd, Iron Mountain Inc and Launch Housing, a not for profit organisation. He was previously a Non-executive director of Recall Holdings Ltd (to May 2016), Chair and Non-executive director of Virgin Australia Holdings Ltd (to May 2015) and Non-executive director of Grange Resources Ltd (to April 2014).

Neil previously served as an executive director and Chief Financial Officer of Toll Holdings Ltd (from 1997 to 2008).

#### Frank Costa AO OAM

#### Non-Executive Director

Director since 8 June 2011. Member of the Remuneration Committee and Nomination Committee.

Frank has been at the forefront of developing and building the Costa Group into a major horticultural and logistics company for more than 50 years. He has previously served as President of the Geelong Football Club (1998 - 2010) and tirelessly promotes the development of the City of Geelong and surrounding community. Frank has been honoured with an Order of Australia Medal for his services to youth and the community.

During the past three years, Frank has not served as a director of any other listed company.

## Harry Debney BAppSc (Hons)

#### Managing Director and Chief Executive Officer

Director since 5 January 2012 and Managing Director since 24 July 2015.

Since his appointment as CEO in 2010, Harry has overseen the transition of the business from a privately owned company to its listing on the Australian Securities Exchange. Prior to joining Costa, Harry spent 24 years at Visy Industries, including eight years as Chief Executive Officer. During this time, he substantially grew the Visy business, both organically and through acquisitions.

During the reporting period and the previous two years, Harry has not served as a director of any other listed company. Harry was appointed as a Non-executive director of Kogan.com Ltd in May 2016, prior to its listing on the ASX in July 2016.

### **Directors' report**

For the year ended 26 June 2016

#### **Kevin Schwartz BSc (Accountancy)**

#### Non-Executive Director

Director since 7 October 2011. Member of the Nomination Committee.

Kevin is the President of Paine & Partners LLC which he cofounded in 2006. He was a Managing Director at the predecessor firm, Fox Paine & Company, which he joined in 2002.

Kevin serves as a director of AgBiTech Pty Ltd, Verdesian Life Sciences and Suba Seeds Company. He is also a member of the Rush Associates Board of the Rush University Medical Center. Kevin has previously served as a director of Advanta, Seminis, Inc., Sunrise Holdings (Delaware), Inc. and on the Board of United American Energy Corp.

During the past three years, Kevin has not served as a director of any other listed company.

#### Peter Margin BSc (Hons), MBA

#### Independent Non-Executive Director

Director since 24 June 2015. Chair of the Remuneration Committee and member of the Audit and Risk Committee and Nomination Committee.

Peter has many years of leadership experience in major Australian and international food companies, including Chief Executive of Goodman Fielder Ltd and before that Chief Executive and Chief Operating Officer of National Foods Ltd. Peter has also held senior executive roles in Simplot Australia Pty Ltd, Pacific Brands Ltd, East Asiatic Company and HJ Heinz Company Australia Ltd and is currently Executive Chairman of Asahi Beverages ANZ.

Peter currently serves as a Non-executive director of PACT Group Holdings Ltd, Nufarm Ltd and Bega Cheese Ltd. He has recently announced his resignation from his position as Chairman and Non-executive director of Huon Aquaculture Ltd (effective 30 August 2016) and his position as Non-executive director of PMP Ltd (effective 29 August 2016). Peter was previously a Non-executive director of the NSX listed company Ricegrowers Ltd (to August 2015).

#### Tiffany Fuller B.Com, GAICD, ACA

#### Independent Non-Executive Director

Director since 1 October 2015. Chair of the Audit and Risk Committee and member of the Nomination Committee.

Tiffany has held various accounting, corporate finance, financial advisory and management consulting positions with Arthur Anderson in Australia, the United States and in England and subsequently held roles in investment banking and private equity with Rothschild Australia. As a director in the Rothschild private equity group she focused on the management of Microcap Investments and early stage technology venture capital in Australia and New Zealand.

Tiffany currently serves as Non-Executive director of Computershare Ltd and Smart Parking Ltd and is the Chair of the Audit and Risk Committee of both companies.

#### 2. COMPANY SECRETARY

#### David Thomas LLB. BSc (Hons)

Mr. Thomas joined the Company as General Counsel in July 2012 and was appointed to the position of Company Secretary in October 2012. In addition to being the Company Secretary, Mr. Thomas oversees the Group's legal department and advises the Group on legal, risk and compliance matters. Prior to joining the Company, Mr. Thomas was a Partner of Middletons (now K&L Gates), practising in corporate and commercial law. He has over 23 years' experience in legal practice.

### **Directors' report**

For the year ended 26 June 2016

#### 3. OFFICERS WHO WERE PREVIOUSLY PARTNERS OF THE AUDIT FIRM

There are no officers of the Company during the financial year that were previously partners of the current audit firm, KPMG, at a time when KPMG undertook an audit of the Group.

### 4. DIRECTORS' MEETINGS

The number of directors' meetings (including meetings of committees of directors) and number of meetings attended by each of the directors of the Company during the financial year are:

	Board	Meetings	Audit and Risk Committee Meetings		Remuneration Committee Meetings		Nomination Committee Meetings	
Director	Held	Attended	Held	Attended	Held	Attended	Held	Attended
Neil Chatfield	9	9	3	3	1	1	2	2
Frank Costa	9	8	-	-	1	1	2	2
Harry Debney	9	9	-	-	-	-	-	-
Kevin Schwartz	9	9	-	-	-	-	2	1
Peter Margin	9	9	3	3	1	1	2	2
Tiffany Fuller	5	4	3	3	-	-	2	1

### 5. PRINCIPAL ACTIVITIES

Costa Group is Australia's largest horticulture group and is the largest fresh produce supplier to the major Australian food retailers. The Group's principal activities during the year were:

- the growing of mushrooms, blueberries, raspberries, glasshouse grown tomatoes, citrus and other selected fruits within Australia:
- the packing, marketing and distribution of fruit and vegetables within Australia and to export markets;
- provision of chilled logistics warehousing and services within Australia; and
- licensing of proprietary blueberry varieties and berry farming in international markets.

No significant change in the nature of these activities occurred during the year.

## 6. SIGNIFICANT CHANGES IN STATE OF AFFAIRS DURING THE YEAR

On 24 July 2015, the Group undertook an Initial Public Offering (IPO) on the Australian Securities Exchange. The purpose of the IPO was to:

- provide Costa with access to capital markets to pursue further growth opportunities;
- pay down the Group's existing debt; and
- allow existing shareholders to realise part of their investment.

As a result of the IPO, the Group:

- Issued new shares for \$173.3 million;
- Repaid the existing debt facility of \$238.0 million and drew down \$142.0 million under a new banking facility;
- Disposed of existing options issued to management and Directors under the legacy LTI plan, which resulted in a cash payment of \$11.9 million and acceleration of share-based payments expense \$0.7 million;
- Paid a dividend of \$9.4 million in relation to the Redeemable Preference Shares (RPS). The RPS were subsequently converted to ordinary shares; and
- Write-off of capitalised borrowing costs of \$7.9 million.

### **Directors' report**

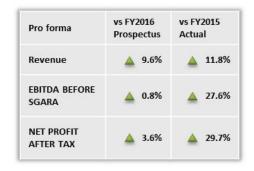
For the year ended 26 June 2016

### 7. REVIEW OF OPERATIONS

#### **RESULTS FOR THE FINANCIAL YEAR ENDED 26 JUNE 2016**

#### **PRO FORMA RESULTS**

Pro forma results are provided for the financial year ended 26 June 2016 to allow shareholders to make a meaningful comparison with the pro forma Prospectus forecast. Pro forma adjustments have been made on a consistent basis with those made in the Prospectus. A reconciliation of the pro forma results to the statutory results is provided in Tables 7 and 8 below.



- Pro forma revenue, EBITDA before SGARA and NPAT have exceeded Prospectus forecast.
- Favourable performance within the portfolio has offset challenging market conditions in the tomato category
- Continued earnings growth contribution from the International segment from both African Blue and royalty income.

Table 1: Pro forma results for FY2016 actual compared to Prospectus forecast<sup>1</sup> and prior year

Consolidated income statement	Pro for	rma		Pro forma	
A\$m	FY20	16		FY2015	
		Prospectus		Restated <sup>3</sup>	
	Actual	Forecast	Change	Actual	Change
Transacted sales <sup>2</sup>	1,042.5	978.8	63.7	922.0	120.5
Revenue	809.0	738.0	71.0	723.5	85.5
Other revenue	12.7	7.9	4.8	9.0	3.7
Total Revenue	821.7	745.9	<i>75.8</i>	732.4	89.3
Raw materials, consumables & third party purchases	(309.8)	(246.0)	(63.7)	(279.2)	(30.5)
Employee benefits expense	(276.4)	(262.7)	(13.6)	(243.8)	(32.6)
Other operating expense	(159.0)	(158.3)	(0.7)	(147.6)	(11.4)
Share of associates profit	14.4	11.5	2.9	9.5	4.9
EBITDA before SGARA	91.1	90.4	0.7	71.4	19.7
Fair value movements in biological assets	4.3	2.3	2.0	3.4	1.0
EBITDA	95.4	92.8	2.6	74.7	20.7
Depreciation & amortisation	(22.5)	(21.8)	(0.7)	(19.0)	(3.5)
Profit/(loss) on sale of assets	(1.0)	-	(1.0)	0.5	(1.5)
Impairment losses	-	-	-	(1.6)	1.6
EBIT	71.9	70.9	1.0	54.6	17.4
Net interest expense	(5.2)	(6.4)	1.1	(5.6)	0.3
Net profit/(loss) before tax	66.7	64.5	2.1	49.0	17.7
Income tax expense	(17.4)	(17.0)	(0.4)	(11.0)	(6.4)
NPAT	49.3	47.6	1.7	38.0	11.3

#### Notes

- 1. FY2016 forecast as per Costa's Prospectus dated 25 June 2015.
- 2. Transacted Sales is a non-IFRS operating measure. See Table 2 for a reconciliation of Transacted Sales to statutory and pro forma revenue. Further details on Transacted Sales are provided in Table 12.
- 3. FY2015 results have been restated as a result of the early adoption of the amendments made to Accounting Standards AASB 116 Property, plant and equipment and AASB 141 Agriculture in relation to bearer plants.

## **Directors' report**

For the year ended 26 June 2016

#### Pro forma results vs FY2015 actual

Pro forma revenue increased by \$85.5 million from the prior year due to stronger results in the Produce segment with solid revenue growth achieved across all core categories. This was slightly offset by the CF&L segment due to depressed banana prices caused by industry oversupply.

Pro forma EBITDA before SGARA increased by \$19.7 million from prior year with all three segments recording an increase in underlying earnings. The Produce and International segments, in particular, reported strong earnings growth of 24% and 78%, respectively, from prior year.

#### Pro forma results vs FY2016 Prospectus forecast

Pro forma revenue was \$71.0 million above Prospectus forecast with uplift across all Produce categories except tomatoes which was impacted by weaker pricing.

Pro forma EBITDA before SGARA was \$0.7 million above Prospectus forecast, with solid performance throughout the Group, offset by negative pricing impact for tomatoes in the Produce segment.

Table 2: Reconciliation of Transacted Sales to pro forma revenue

Reconciliation of Transacted Sales		
A\$m		FY2016
	Note	Actual
Transacted Sales		1,042.5
Agency revenue adjustments	1	(31.9)
Joint venture adjustments	2	(27.6)
Driscoll's Australia Partnership consolidation		
adjustments	3	(169.7)
Royalty income	4	(4.2)
Statutory and pro forma revenue		809.0

#### Notes:

- 1. Under AAS, the invoiced value of agency sales is excluded from revenue with only the commission associated with the agency sales recognised.
- 2. Costa's proportionate share of joint venture sales relating to the African Blue and Polar Fresh joint venture, of 49% and 50% respectively. Under AAS, joint ventures are accounted for under the equity method, with only Costa's share of joint venture NPAT recognised in profit or loss.
- 3. Costa owns 50% of the equity of Driscoll's JV. Transacted Sales includes 100% of Driscoll's JV sales, after eliminating Costa produce sales to the Driscoll's JV.
- 4. Costa earns royalty income on the licensing of Costa blueberry varieties in Australia, the Americas and Africa. Royalty income is classified as other income in the statement of profit or loss.

## **Directors' report**

For the year ended 26 June 2016

## **STATUTORY RESULTS**

Highlights of full year statutory results:



Strong earnings growth reported across the Group despite the negative impact of IPO costs of \$21.8 million and start-up costs for Costa Asia of \$2.0 million recognised during the year.

Table 3: Statutory results for FY2016 actual compared to Prospectus forecast and prior year

Consolidated income statement	Statuto	ory		Statutory	
A\$m	FY201	.6		FY2015	
<del>-</del>		Prospectus		Restated <sup>1</sup>	
	Actual	Forecast	Change	Actual	Change
Revenue	809.0	740.2	68.8	727.0	82.0
Other revenue	12.7	7.9	4.8	9.0	3.7
Total Revenue	821.7	748.1	<i>73.6</i>	736.0	85.7
Raw materials, consumables & third party purchases	(311.8)	(251.3)	(60.4)	(283.7)	(28.0)
Employee benefits expense	(276.4)	(262.7)	(13.6)	(243.8)	(32.6)
Other operating expense	(180.8)	(182.1)	1.3	(157.7)	(23.1)
Share of associates profit	14.4	11.5	2.9	9.5	4.9
EBITDA before SGARA	67.2	63.5	3.7	60.3	6.9
Fair value movements in biological assets	4.3	2.3	2.0	3.4	1.0
EBITDA	71.6	65.9	5.7	63.7	7.9
Depreciation & amortisation	(22.5)	(21.8)	(0.7)	(19.6)	(3.0)
Profit/(loss) on sale of assets	1.4	-	1.4	0.5	0.9
Impairment losses	-	-	-	(18.9)	18.9
EBIT	50.5	44.0	6.5	25.6	24.8
Net interest expense	(14.8)	(14.5)	(0.3)	(20.7)	5.9
Net profit/(loss) before tax	35.7	29.5	6.2	5.0	30.7
Income tax expense	(10.4)	(7.4)	(3.1)	(0.6)	(9.8)
Net profit after tax	25.3	22.2	3.1	4.3	21.0
Non-controlling interest	0.0	0.9	(0.9)	-	0.0
NPAT attributable to shareholders	25.3	23.1	2.2	4.3	21.0

Notes:

#### Statutory results vs FY2015 actual

Statutory revenue increased by \$82.0 million from the prior year, driven by the Produce segment as outlined above in the pro forma results. Additionally, the FY2015 statutory results include revenues of \$3.7 million from the Menindee and St. George grape farms which were closed in January 2015.

Statutory EBITDA before SGARA increased by \$6.9 million compared to prior year. The statutory results were impacted significantly by \$21.8 million of transaction costs incurred associated with the Initial Public Offering (2015: \$5.2 million).

Fair value movements in biological assets increased by \$1.0 million, predominantly due to stronger pricing in the citrus category.

<sup>1.</sup> See note 3 in Table 1.

## **Directors' report**

For the year ended 26 June 2016

Depreciation and amortisation increased by \$3.0 million in line with the increased capital expenditure on the berry growth projects as well as the commencement of depreciation on the new tomato glasshouse. Profit on sale of assets includes \$2.4 million gain on the sale of the St. George grape farm.

The FY2015 result also includes significant impairment costs resulting from the downsizing of the grape category and closure of two sites during the year.

Net interest expense includes all-in net cost of debt (including guarantee fees and amortisation of facility establishment fees). The Group refinanced its debt facility upon completion of the IPO in July 2015 which resulted in write-off of \$7.9 million of borrowing costs on the pre-existing facility. Despite this, net finance costs were \$5.9 million lower than prior year due to a combination of lower prevailing interest rates and lower average debt throughout the year.

Income tax expense increased to \$10.4 million in line with a higher PBT compared to prior year. The prior year also benefited from an overprovision of \$1.8 million as a result of R&D credits received. FY2016 income tax expense also includes \$1.7 million of deferred tax asset not recognised on capital losses associated with site closures during the year. As a result, the effective tax rate increased to 29%.

## **Directors' report**

For the year ended 26 June 2016

#### SEGMENT INFORMATION

#### **PRODUCE**

Highlights of pro forma results:



- > Transacted Sales and revenue growth on FY2015 achieved across all four categories.
- Revenue growth led by citrus, berry and mushroom volume growth.
- ➤ EBITDA before SGARA growth of 24.2% against FY2015, but below Prospectus forecast due to tomato pricing impact.

Figure 1: Pro forma revenue, Transacted Sales and EBITDA before SGARA results from FY2014 to FY2016

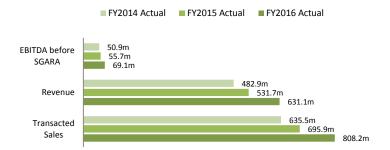


Table 4: Selected pro forma financial information for the Produce segment

Produce	Pro fo	rma		Pro forma	
A\$m	FY20		FY2015		
	Actual	Forecast	Change	Actual	Change
Transacted Sales	808.2	765.0	43.2	695.9	112.3
Revenue	631.1	560.8	70.3	531.7	99.4
EBITDA before SGARA	69.1	73.6	(4.5)	55.7	13.4
EBITDA before SGARA margin	10.9%	13.1%	(220 bps)	10.5%	50 bps

Produce pro forma revenue increased by \$99.4 million on FY2015. The drivers for the increase include:

- continued expansion of the berry category with 76 hectares of new plantings during the year;
- solid year in mushroom driven by production yield improvement;
- exceptional year in citrus due to a combination of strong yields, good quality, favourable exchange rates and contribution from the new Amaroo citrus farm; and
- revenue growth from additional production of sweet snacking tomatoes from the new glasshouse.

However this was offset by price deflation across the tomato category which experienced cyclical lows due to high levels of supply combined with sluggish supermarket sales over the summer period.

Pro forma EBITDA before SGARA increased by \$13.4 million against FY2015. This was predominantly driven by the revenue growth in the citrus, berry and mushroom categories, partially offset by weaker tomato pricing.

Figure 2: Produce pro forma revenue growth % on FY2015

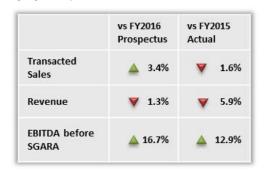


### **Directors' report**

For the year ended 26 June 2016

#### **COSTA FARMS & LOGISTICS**

Highlights of pro forma results:



- Revenue down on FY2015 primarily due to lower banana pricing.
- ➤ EBITDA before SGARA growth of \$1.5 million on FY2015 due to improved logistics earnings through cost control and service volumes.

Figure 3: Pro forma revenue, Transacted Sales and EBITDA before SGARA results from FY2014 to FY2016

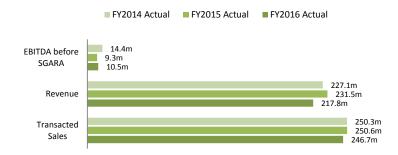


Table 5: Selected pro forma financial information for the CF&L segment

Costa Farms and Logistics	Pro fo	rma		Pro forma	
A\$m	FY2016			FY2015	
		Prospectus			
	Actual	Forecast	Change	Actual	Change
Transacted Sales	246.7	238.7	8.0	250.6	(3.9)
Revenue	217.8	220.7	(2.9)	231.5	(13.7)
EBITDA before SGARA	10.5	9.0	1.5	9.3	1.2
EBITDA before SGARA margin	4.8%	4.1%	80 bps	4.0%	80 bps

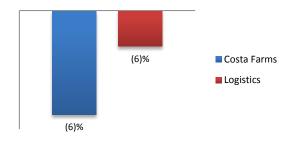
Pro forma revenue decreased by \$13.7 million against FY2015. This was mainly driven by price deflation on bananas caused by industry oversupply and a higher proportion of marketed produce being undertaken on an agency basis.

Pro forma EBITDA before SGARA increased by \$1.2 million against FY2015 driven by:

- improved earnings from the distribution centres through increased throughput and strong cost management; and
- strong performance from the Polar Fresh joint venture through enhanced gain share outcomes.

This was partially offset by the negative impact from banana price deflation.

Figure 4: CF&L pro forma revenue growth % on FY2015



## **Directors' report**

For the year ended 26 June 2016

#### **INTERNATIONAL**

Highlights of pro forma results:



- Strong Transacted Sales growth on both FY2015 and Prospectus forecast with increase in both African Blue and royalty income.
- EBITDA \$5.0 million above FY2015, and \$3.6 million above Prospectus forecast.

Figure 5: Pro forma revenue, Transacted Sales and EBITDA before SGARA results from FY2014 to FY2016

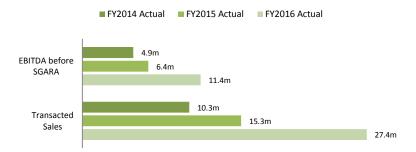


Table 6: Selected pro forma financial information for the International segment

International	Pro fo	rma		Pro forma	
A\$m	FY2016			FY2015	
		Prospectus			
	Actual	Forecast	Change	Actual	Change
Transacted Sales	27.4	18.7	8.7	15.3	12.1
Revenue	-	-	-	-	-
EBITDA before SGARA	11.4	7.8	3.6	6.4	5.0
EBITDA before SGARA margin	nm	nm	nm	nm	nm

Pro forma International segment results are comprised of the African Blue JV and royalty income from the licensing of Costa's blueberry genetics. African Blue is accounted for as an associate and therefore no revenue is recognised. Royalty income is recognised as other income in profit or loss, as opposed to revenue.

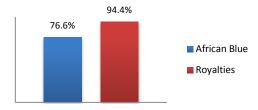
Transacted sales increased by \$12.1 million, or 79.1%, on FY2015. This was primarily driven by:

African Blue FY2016 season exceeding expectations with favourable growing conditions enabling a longer growing season. Consistent high quality has continued to position African Blue as a premium brand attracting strong pricing in target markets of UK and Europe, even in the most competitive parts of the season; and

 Royalty income through increased fruit based sales with farm expansion in existing regions as well as from plantings in newer regions.

Pro forma EBITDA before SGARA growth was \$5.0 million, or 78.1%, against FY2015,

Figure 6: International Transacted Sales growth % on FY2015



## **Directors' report**

For the year ended 26 June 2016

## Reconciliation of pro forma results to statutory results

The pro forma financial information has been derived from the statutory financial information adjusted for certain items as detailed below. Pro forma results are provided to allow shareholders to make a meaningful comparison with the pro forma Prospectus forecast and to make an assessment of the group's performance as a listed company.

The table below shows the reconciliation of Costa's pro forma financial information to the statutory financial information as presented in the Financial Statements.

Table 7: Reconciliation of pro forma EBITDA before SGARA to statutory EBITDA before SGARA

Consolidated EBITDA before SGARA				
A\$m		FY2016		FY2015
			Prospectus	
	Note	Actual	Forecast	Actual
Statutory EBITDA before SGARA		67.2	63.5	60.3
Site closures/exits	1	-	-	3.7
Historical transaction costs	2	-	-	0.3
IPO transaction costs	3	21.8	23.8	5.2
Historical governance structure costs	4	-	-	2.6
Listed company costs	5	-	-	(2.0)
Costa Asia	6	2.0	3.1	1.3
Pro forma EBITDA before SGARA		91.1	90.4	71.4

Refer Table 8 below for notes.

Table 8: Reconciliation of pro forma net profit after tax to statutory net profit after tax

Consolidated net profit after tax				
A\$m		FY2016		
	Note	Actual	Prospectus Forecast	
Statutory net profit after tax		25.3	22.2	
Site closures/exits	1	0.1	-	
IPO transaction costs	3	15.3	16.7	
Costa Asia	6	2.0	3.1	
Interest expense adjustment	7	6.7	5.6	
Pro forma NPAT		49.3	47.6	

#### Note:

- L. These adjustments represent the removal of results and impairment losses from closed sites and divested businesses, including:
  - Menindee and St. George grape farms which were closed in FY2015 as part of the downsizing of the grape category.
- The closures of these sites and divestment of businesses have not impacted the financial performance of the remaining Costa operations.
- 2. Removal of historical transaction costs paid in relation to previous acquisitions.
- 3. An adjustment has been made to remove the costs associated with the IPO process, including adviser fees, break costs associated with the Existing Banking Facilities and share-based payment expense relating to the exercise of share options held by Costa directors and management.
- 4. An adjustment has been made in FY2015 to remove Board related costs and management share-based payments under the pre-IPO governance structure.
- 5. An adjustment has been made in FY2015 for estimated costs associated with being a listed public company. Costs include estimated Board costs, management share-based payments and incremental compliance related costs.
- 6. An adjustment has been made to remove the forecast results from the China operation. Due to the expected start-up of this operation in FY2015 and FY2016, the China operation is forecast to report an operating loss in these years.
- 7. Pro forma interest expense has been adjusted to reflect the terms of the New Banking Facility post completion of the IPO.

## **Directors' report**

For the year ended 26 June 2016

### **BALANCE SHEET**

Table 9: Selected consolidated balance sheet for the year ended 26 June 2016

Net assets		359.6	197.4	162.2
Total liabilities		208.9	330.2	(121.3)
Non-current liabilities		107.9	235.8	(127.8)
Current liabilities		101.0	94.4	6.6
Total assets		568.5	527.6	40.9
Non-current assets		431.1	397.1	34.0
Current assets		137.5	130.5	6.9
As at 26 June 2016	Note	2016	2015	Change
A\$m				
Selected Balance Sheet				

#### **NET ASSETS**

Net assets increased by \$162.2 million. This increase was primarily driven by:

- reduction in borrowings of \$129.1 million as the Group refinanced its finance facility post completion of the IPO;
- a net increase in property, plant and equipment of \$29.3 million in line with the berry and tomato capital expenditure; and
- an increase of \$5.8 million in biological assets due to strong yields and pricing from the citrus category and berry footprint
  expansion.

#### **NET DEBT**

Table 10: Consolidated net debt as at 26 June 2016

Net debt			
A\$m			
As at 26 June 2016	Note	2016	2015
Bank loans		104.5	241.0
Capitalised loan establishment fees included in borrowings		(0.7)	(8.1)
Gross debt		103.8	232.9
Less: Cash and cash equivalents		(4.0)	(9.5)
Net debt		99.8	223.4

Net debt as at 26 June 2016 was \$99.8m and consisted of \$4.0 million in cash and \$103.8 million of borrowings. Net debt decreased by \$123.6 million during the year as the Group refinanced its finance facility upon completion of the IPO.

Under the new banking facilities in place at 26 June 2016, the Group was required to meet set covenant compliance ratios which included total leverage ratio (TLR) and interest coverage ratio (ICR). Both said covenants were comfortably met during the year.

## **Directors' report**

For the year ended 26 June 2016

### **CASH FLOW**

Table 11: Pro forma cash flow before financing, tax and dividends

Consolidated cash flow A\$m	Pro fo			Pro forma FY2015	
AŞIII	FTZ			F12015	
		Prospectus			
	Actual	Forecast	Change	Actual	Change
EBITDA before SGARA	91.1	90.4	0.6	71.4	19.7
Less: Share of profit of JVs	(14.4)	(11.5)	(2.9)	(9.5)	(4.9)
Dividends from JVs	8.1	7.8	0.3	6.1	2.0
Non-cash items in EBITDAS	0.7	-	0.7	-	0.7
Change in working capital	(5.3)	(2.9)	(2.5)	(5.9)	0.5
Net cash flow from operating activities before interest					
and tax	80.1	83.8	(3.7)	62.1	18.0
Maintenance capital expenditure	(12.1)	(12.2)	0.1	(9.8)	(2.3)
Free cash flow	68.0	71.6	(3.6)	52.3	15.7
Productivity and growth capital expenditure	(36.6)	(27.1)	(9.5)	(73.6)	37.0
Payments for business acquisitions	(5.3)	-	(5.3)	-	(5.3)
Repayment of loans from investments	1.9	-	1.9	-	1.9
Proceeds from sale of investments	-	-	-	-	-
Disposal of property, plant and equipment	0.3	-	0.3	0.3	0.0
Net cash flow before financing, tax and dividends	28.3	44.5	(16.1)	(21.0)	49.3
Cash conversion ratio <sup>1</sup>	75%	79%		73%	
At a					

Notes:

#### **Dividends from Joint venture**

Dividends from JVs increased by \$2.0 million on FY2015 resulting from strong financial performance by all three joint ventures.

### **Working capital**

Working capital increased by \$5.3 million in FY2016 primarily as a result of additional exports due to a strong start to the citrus export season.

#### Capital expenditure

Operating capital expenditure increased by \$2.3 million against FY2015 to \$12.1 million in line with Prospectus forecast. This was mainly due to the relocation of Costa Farms Melbourne to Epping and an upgrade to the packing line at the banana farm at Tully.

Growth capital expenditure includes tomato glasshouse (completed) and berries expansion. This expenditure was higher than prospectus forecast due to some expenditure planned for FY2015 being spent in FY2016, and initial expenditure on the second Berry expansion program.

Productivity and growth capital expenditure was higher than prospectus forecast due to some timing into Q1 FY2016 on the tomato glasshouse project.

<sup>1.</sup> Defined as free cash flow divided by EBITDA before SGARA.

## **Directors' report**

For the year ended 26 June 2016

#### STRATEGY AND GROWTH

Costa's current position, operating platform and world class practices provide it with multiple growth drivers in the Australian domestic market and in highly attractive international markets.

Costa's corporate strategy involves a number of initiatives aimed at sustaining long-term growth, which include:

- Continuing to build Costa's market position and expansion of farming footprints;
- Expanding globally licensing of Costa's blueberry varieties;
- Continuing to invest in and expand research and development (R&D) capabilities; and
- Developing new channels to market through product innovation, new customer development and expansion of export markets.

Costa maintains a prudent and disciplined approach to capital deployment and continues to invest in growth opportunities in the medium to long term that generate shareholder value.

#### **MATERIAL BUSINESS RISKS**

The material business risks faced by the company that are likely to have an effect on the financial prospects of the company are:

- Production risks: Changes in weather, climate or water availability can cause price and yield volatility for Costa. Prices can also be negatively impacted by excess supply. Costa partially mitigates against weather risk by investing in weather protective growing environments and equipment. Approximately 75% of Costa's produce related EBITDA before SGARA is derived from crops currently grown under cover indoors or under permanent tunnels. While protected cropping reduces the risk of disease, this risk is still apparent. If Costa's existing water rights are reduced by regulatory changes or if Costa is unable to secure sufficient water for the implementation of its growth projects, this could negatively impact on Costa's operational and financial performance.
- **Brand risk**: Quality issues, product recall, contamination, public health issues, disputes or adverse media coverage could damage Costa's brands or their image which could adversely impact Costa's financial performance.
- **Customer risk**: Costa's top three customers comprised approximately 70% of FY2016 produce sales. Most customer arrangements are uncontracted and supplied at market prices which are subject to fluctuation. Any contractual agreements have supply periods typically for 1 season or 1 to 2 years.
- Regulatory changes: Costa is a significant beneficiary of the import restrictions in place for fresh fruits and vegetables including mushrooms, bananas, tomatoes and berries. Any changes to these import restrictions could have an adverse impact on margins and volumes. However the perishable nature of certain produce also acts as a natural barrier against imports. As Costa operates in the food sector, it is also required to comply with a wide range of other laws and regulations which include food standards, labelling and packaging, fair trading and consumer protection, environment, quarantine rules, customs, etc. Any change to the rules could adversely impact Costa's operations in the form of higher costs and lower margins for the business.
- Competition from new market entrants: While Costa's operations currently benefit from scale and access to superior genetics, this competitive landscape may change over time. If one or more competitors or new market entrants obtained access to favourable genetic varieties which compete in the same categories as those of Costa, or if they achieve greater scale, this could have a material adverse impact on the financial performance and prospects of Costa.
- Foreign exchange risk: Costa is exposed to foreign exchange risk from a number of sources, namely from the export of produce to various countries including Japan and the United States, and through the earnings it generates from its international operations, including the African Blue and Costa Asia joint ventures. Unfavourable movements in the foreign exchange rates between the Australian dollar and other currencies such as the US dollar, Japanese yen and Moroccan dirham can have a material adverse impact on the overall financial performance of Costa.
- Sovereign risk associated with foreign operations: Costa has a significant interest in the African Blue joint venture in Morocco and is in the process of finalising a joint venture with Driscoll's Strawberry Associates Inc. in China. A change in the laws, regulations, policies, government or political and legal system in Morocco or China could materially and adversely impact Costa's net assets or profitability.

## **Directors' report**

For the year ended 26 June 2016

### **Non-IFRS** measures

Throughout this report, Costa has included certain non-IFRS financial information, including EBITDA before SGARA and Transacted Sales. Costa believes that these non-IFRS measures provide useful information to recipients for measuring the underlying operating performance of Costa's business. Non-IFRS measures have not been subject to audit.

The table below provides details of the operating and financial Non-IFRS measures used in this report.

Table 12: Non-IFRS measures

Non-IFRS Financial measures	Non-IFRS Financial measures				
EBIT	Earnings before interest and tax				
EBITDA	Earnings before interest, tax, depreciation and amortisation				
EBITDA before SGARA	EBITDA adjusted for fair value movements in biological assets. For horticultural companies, EBITDA is typically adjusted for fair value movements in biological assets due to the growing and harvesting cycles for fruit and vegetables, and the accounting treatment of live produce and picked produce. The fair value movement in self-generating or regenerating assets (SGARA) is non-cash; therefore, EBITDA before SGARA is used in preference to EBITDA for Costa.				

## Non-IFRS operating measures **Transacted Sales** Transacted Sales are used by management as a key measure to assess Costa's sales and marketing performance and market share. Transacted Sales represent the aggregate volume of sales in which Costa is involved in various capacities (including sales of third party-grown produce marketed by Costa under agency arrangements), as well as royalty income. Transacted Sales are not considered by Costa to be a revenue measure. There are material differences between the calculation of Transacted Sales and the way in which revenue is determined under AAS. Transacted Sales comprise: • statutory revenue; • gross invoiced value of agency sales of third party produce; • Costa's proportionate share of joint venture sales relating to the African Blue and Polar Fresh joint ventures; • royalty income from the licensing of Costa blueberry varieties in Australia, the Americas and Africa; and • 100% of Driscoll's JV sales after eliminating Costa produce sales to the Driscoll's JV. Prior to the formation of Driscoll's JV in 2010, all of Costa's domestic sales and marketing activities for the berry category were managed by Costa.

### **Directors' report**

For the year ended 26 June 2016

#### 8. DIVIDENDS

Costa Group Holdings Ltd declared and paid an interim dividend of \$0.03 per share during the year ended 26 June 2016.

The Board has approved a final dividend of 6.0 cents per share with a record date of 28 September 2016 and a payment date of 26 October 2016. This dividend will be fully franked. As this dividend was approved after year end, it has not been accrued as at 26 June 2016.

This brings the total dividend payment for FY2016 to 9.0 cents per share, in line with Prospectus forecast of approximately 60% of proforma NPAT.

FY2017 dividends will be balanced against the company's need to fund growth objectives, but indicatively will be in the range of 50-70% of NPAT (pre-SGARA).

#### 9. LIKELY DEVELOPMENTS

The Group will continue to explore opportunities that meet the Group's long term growth and development goals. The goal is to provide a superior sustainable increase in profits.

Further information about likely developments in the operations of the Group and the expected results of those operations in future financial years has not been included in this report because disclosure of the information would be likely to result in unreasonable prejudice to the Group.

#### 10. ENVIRONMENTAL REGULATION

The Group is committed to conducting business activities and having due respect for the environment while continuing to meet expectations of shareholders, employees, customers and suppliers.

The Group is subject to environmental regulations under various federal, state and local laws relating predominately to air, noise and water emission levels.

The Group is committed to achieving a level of environmental performance that meets or exceeds Federal, State and local requirements, and improves its use of natural resources and minimises waste.

#### 11. DIRECTORS' INTERESTS

The relevant interest of each director in the shares and options issued by Costa Group Holdings Ltd, as notified by the directors to the ASX in accordance with S205G(1) of the Corporations Act 2001, at the date of this report is as follows:

		Options over
	Ordinary shares	ordinary shares
Neil Chatfield	22,222	400,000
Frank Costa <sup>1</sup>	10,432,099	-
Harry Debney	1,032,078	1,891,944
Kevin Schwartz <sup>2</sup>	29,242	
Peter Margin	14,350	
Tiffany Fuller	10,000	-

Notes:

<sup>1.</sup> Frank Costa's interests represent an indirect interest in approximately 31.67% of the ordinary shares held by Costa AFR Pty Ltd as trustee for the Costa AFR Unit Trust as a result of his shareholding in a series of other entities.

<sup>2.</sup> Kevin Schwartz's interests represent an indirect interest in approximately 0.1% of the ordinary shares held by P&P COS Holdings B.V. as a result of his shareholding in a series of other entities.

### **Directors' report**

For the year ended 26 June 2016

### 12. SHARE OPTIONS

#### Unissued ordinary shares under options

Unissued ordinary shares of Costa Group Holdings Ltd under option at the date of this report are as follows:

Number of unissued ordinary shares under option	Issue price of shares	Expiry date of the options
400,000	\$1.45	October 2019
50,000	\$1.45	October 2024
1,621,428 <sup>1</sup>	\$2.25	June 2020
1,891,944	\$2.81	August 2019

Notes:

All unissued shares are ordinary shares in the Company, or will be converted into ordinary shares immediately after exercise of the relevant option.

No option holder has any right under the options to participate in any other share issue of the group.

#### Shares issued on exercise of options

During the financial year, the Company did not issue any ordinary shares as a result of the exercise of options. The Company issued 2,263,649 fully paid ordinary shares in consideration for the disposal of 6,366,531 options, as described in section 6.3.3.2 of the Company's prospectus dated 25 June 2015.

## 13. INDEMNIFICATION AND INSURANCE OF DIRECTORS AND OFFICERS

Pursuant to its constitution, the Company may indemnify directors and officers, past and present, against liabilities that arise from their position as a director or officer allowed under law. The Company has entered into deeds of indemnity, insurance and access with its existing and past directors, its company secretary and the directors of the Company's subsidiaries. Under the deeds of indemnity, insurance and access, the Company indemnifies each director or officer against all liabilities to another person that may arise from their position as a director or officer of the Company or its subsidiaries, to the extent permitted by law. The deeds stipulate that the Company will meet the full amount of any such liabilities, including reasonable legal costs and expenses.

During the financial year, the Group paid premiums to insure all directors and officers against certain liabilities as contemplated under the Company's constitution. Disclosure of the total amount of the premiums paid under this insurance policy is not permitted under the provisions of the insurance contract.

Further disclosure required under section 300(9) of the *Corporations Act 2001* is prohibited under the terms of the contract.

## 14. INDEMNIFICATION AND INSURANCE OF AUDITORS

No indemnities have been given or insurance premiums paid, during or since the end of the year, for any person who is or has been an auditor of the group.

These options represent options granted to management under the FY16 LTI plan, including 282,738 options issued to Linda Kow and 407,738 options issued to George
Haggar, as KMP of the Company, and 61,905 options issued to David Thomas, the company secretary of the Company.

## **Directors' report**

For the year ended 26 June 2016

### 15. NON-AUDIT SERVICES

During the year KPMG, the Group's auditors, has performed certain other services in addition to the audit and review of the financial statements.

The Board has considered the non-audit services provided during the year by the auditor and is satisfied that the provision of those non-audit services during the year by the auditor is compatible with, and did not compromise, the auditor independence requirements of the Corporations Act 2001 for the following reasons:

- All non-audit services were subject to the corporate governance procedures adopted by the Group and have been reviewed by the Audit and Risk Committee to ensure they do not impact the integrity and objectivity of the auditor; and
- the non-audit services provided do not undermine the general principles relating to auditor independence as set out in APES 110
   Code of Ethics for Professional Accountants, as they did not involve reviewing or auditing the auditor's own work, acting in a management or decision making capacity for the Group, acting as an advocate for the Group or jointly sharing risks and rewards.

Details of the amounts paid to the auditor of the Group, KPMG, and its network firms for audit and non-audit services provided during the year are set out below.

	2016	2015	2014
Other services provided by KPMG			
Taxation compliance and other taxation advisory services (including R&D)	175,000	277,030	109,160
Other assurance services (including IPO services)	-	785,000	60,000
Other services (including IPO services)	21,000	575,230	14,500
	196,000	1,637,260	183,660

#### 16. ROUNDING OFF

The financial report is presented in Australian dollars with all values rounded to the nearest thousand unless otherwise stated, in accordance with ASIC Corporations Instrument 2016/191.

## 17. LEAD AUDITOR'S INDEPENDENCE DECLARATION

The Lead auditor's independence declaration is set out on page 33 and forms part of the directors' report for the financial year ended 26 June 2016.

## **Directors' report**

For the year ended 26 June 2016

Remuneration report (audited)

#### 1 Introduction

The directors are pleased to present the FY2016 Remuneration Report, outlining the Board's approach to the remuneration for key management personnel (KMP).

KMP are individuals who have authority and responsibility for planning, directing and controlling the activities of the Group, directly or indirectly, and comprise the directors and the senior executives of the Group, as listed below.

Name	Position Held		
Directors			
Neil Chatfield	Chairman Non-executive director		
Frank Costa	Non-executive director		
Kevin Schwartz	Non-executive director		
Peter Margin	Non-executive director		
Tiffany Fuller	Non-executive director (Appointed 1 <sup>st</sup> October 2015)		
Harry Debney	Chief Executive Officer, Managing Director		
Executives			
Linda Kow	Chief Financial Officer	Chief Financial Officer	
George Haggar	Chief Operating Officer		

The information in this report has been audited as required by section 308(3C) of the Corporations Act 2001 (Cth).

#### 2 Corporate Governance

#### 2.1 Remuneration Committee

The Group has established a Remuneration Committee that is comprised of non-executive directors, the majority of whom are independent in accordance with the Remuneration Committee Charter.

The Remuneration Committee is responsible for assisting and advising the Board on:

- Remuneration policies and practices for executives, and employees of the Group;
- Incentive schemes and equity-based remuneration plans; and
- Shareholder and other stakeholder engagement in relation to the Group's remuneration policies and practices.

A full charter outlining the Remuneration Committee's responsibilities is available at: <a href="http://investors.costagroup.com.au/investor-centre/?page=corporate-governance.">http://investors.costagroup.com.au/investor-centre/?page=corporate-governance.</a>

#### 2.2 Use of Remuneration Consultants

The Remuneration Committee can engage remuneration consultants to provide it with information on current market practice, and other matters to assist the Committee in the performance of its duties. The Board did not use any remuneration consultants for the purposes of remuneration for FY2016. The Remuneration Committee has engaged Ernst and Young to undertake a review of the Long Term Incentive Plan ('LTIP') for FY2017. The objectives in the review include benchmark material and market positioning of the LTIP to align participant performance with the long term growth and business strategy delivering shareholder value.

## **Directors' report**

For the year ended 26 June 2016

Remuneration report (audited)

### 2.3 Associated Policies

The Group has established a number of policies to support a strong governance framework, including a Diversity Policy, Disclosure Policy and Securities Trading Policy. These policies and procedures have been implemented to uphold ethical behaviour and responsible decision making. Further information on the Group's policies is available at: <a href="http://investors.costagroup.com.au/investor-centre/?page=corporate-governance">http://investors.costagroup.com.au/investor-centre/?page=corporate-governance</a>.

#### **3 Executive Remuneration**

#### 3.1 Remuneration Framework

The remuneration framework adopted by the Board is designed to attract and retain key talent, reward the achievement of strategic objectives and align reward with the creation of shareholder wealth. The key principles supporting the Group's remuneration framework are:

Principle	Objective	Application
Competitive Remuneration	Reward employees fairly and competitively for their contributions to the Group's success.	<ul> <li>Total remuneration is set having regard to the individual's capabilities and experience.</li> <li>Remuneration is set with regard to an appropriate comparator group of companies within the consumer discretionary and consumer staples sectors of the S&amp;P/ASX Small Ordinaries Index.</li> <li>The Board obtains independent advice on the appropriateness of total remuneration package.</li> </ul>
Performance Driven	Executives are rewarded for achieving strategic goals that create sustainable growth in shareholder wealth.	<ul> <li>Significant 'at risk' reward ensures executive's interests remain aligned with creation of shareholder value. Equity is used as a key element of the variable remuneration to align executives and shareholders.</li> <li>At risk rewards are driven by the Group's short and long-term performance incentives. Performance measures are designed to ensure a focus on long term sustainable growth.</li> <li>Equity is used as a key element of the variable remuneration to align executives and shareholders.</li> </ul>

## 3.1.1 Remuneration overview for FY2016

The FY2016 remuneration for the CEO, CFO and COO ("Executive KMP") includes a combination of fixed remuneration, short-term incentives and long-term incentives in the form of options over shares.

## **Directors' report**

For the year ended 26 June 2016

#### Remuneration report (audited)

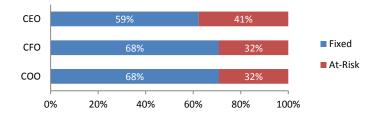
#### 3.1.2 Remuneration mix for FY2016

Total remuneration for the Executive KMP includes both fixed and 'at risk' reward components. 'At risk' reward includes short and long term incentives, which are based on individual and group performance outcomes. In FY2016, the Executive KMP received fixed remuneration, together with the following 'at risk' components:

- short term incentives, as outlined in section 3.2.2; and
- long term incentives, as outlined in sections 3.3 and 3.4,

as outlined in Section 7 – Directors' and Executive Officers' Remuneration.

The mix of fixed versus variable 'at risk' remuneration payable for FY2016 for the Executive KMP was as follows:



#### Notes:

1. Includes cash and deferred equity component of FY2016 STI plan (section 3.2.2) and share-based payments associated with the FY2016 LTI arrangements (sections 3.3 and 3.4).

#### 3.2 Remuneration Components

#### 3.2.1 Fixed remuneration

Total fixed remuneration ("TFR") is comprised of cash salary, superannuation contributions, and other non-monetary benefits such as car leasing arrangements and additional superannuation contributions. TFR is reviewed annually by the Remuneration Committee with regard to individual and Group performance. The Committee's review of TFR has consideration for the Executive KMP's total remuneration package.

#### 3.2.2 Short Term Incentive ("STI") Plan

#### FY2016 STI Plan overview

The STI Plan enables Executive KMP and other members of senior management to receive an incentive payment calculated as a percentage of total fixed remuneration ("TFR") conditional on achieving EBIT hurdles as set out below. Solely for the purposes of this section 3.2.2 all references to "EBIT" mean management EBIT-S.

- If the Group achieves less than 90% of budget EBIT for the year, no STI will be paid.
- Target STI is paid to a participant on the Group achieving 100% of budget EBIT and the participant satisfying their other STI performance measures, with pro rata payments if EBIT is between 90% and 100% of budget EBIT.
- Stretch STI is payable if the Group achieves over 100% of budget EBIT, with the maximum STI being payable at 110% of budget
  EBIT (and the participant satisfying their other STI performance measures). The stretch STI component is measured solely on EBIT
  and is calculated on a straight line basis between 100% and 110% of budget EBIT.

The EBIT hurdle was selected on the basis that it has a direct correlation to the financial performance of the Group.

## **Directors' report**

For the year ended 26 June 2016

**Remuneration report (audited)** 

## 2016 Short Term Incentive Plan features

The table below outlines the key features of the FY2016 STI Plan, as it applied to the Executive KMP and other members of senior management:

Objective	To reward participants for achieving goals directly linked with the Group's business strategy					
Participants	All Executives and selected ser	nior management				
Performance Period	Financial year ending 26 June 2	2016				
Opportunity	CEO – Target STI is 40% of TFR, with a maximum opportunity of 60% TFR for exceeding stargets.					
	CFO, COO – Target STI is 3     stretch targets.	30% of TFR, with a maximur	n opportunity of 50% TFR for exceeding			
Performance Measures	STI will be assessed against bo	th financial and non-financi	al measures, and will be weighted as follows:			
	Measure	Weighting				
	EBIT	50%				
	Cash Flow	30%				
	Individual Performance	20%				
Payment Method	Individual Performance will be measured against KPIs appropriate for the Executive's role and will include key business measures such as market share, innovation, safety, quality and people.  • Cash - Two thirds will be paid in cash following the end of the performance year: and					
	<ul> <li><u>Cash</u> - Two thirds will be paid in cash following the end of the performance year; and</li> <li><u>Deferred</u> - One third will be deferred for 12 months and settled in equity, if the participant remains employed by the Group at that time (or has ceased employment in circumstances where they are regarded as a 'good leaver').</li> </ul>					

The performance against the key targets identified under the STI Plan resulted in each KMP receiving an incentive as follows:

КМР	Target STI	% of target STI achieved in the year
CEO	\$380,000	123%
CFO	\$142,500	131%
coo	\$205,500	131%

## **Directors' report**

For the year ended 26 June 2016

**Remuneration report (audited)** 

## 3.3 LTIP – Legacy arrangements for CEO implemented prior to Listing

In July 2015, the CEO was granted 1,891,944 options as part of his LTIP. The Options included an exercise price that was set at a 25% premium to the Listing Price. The key terms of this grant are outlined below.

Term	Description				
Consideration for grant	Nil				
Instrument	Option to acquire ordinary shares in Costa Group Holdings Ltd				
Number of options granted	1,891,944				
Exercise price	\$2.81				
	This is a 25% premium to the share price on Listing				
Performance and vesting	July 2015 to August 2017				
period	Options will vest following the announcement of the Group's FY2017 results. Fifty percent (50%) of the Options (or shares acquired by exercising the Options) will remain in escrow until the announcement of the Group's FY2018 results.				
Vesting condition	Successful Listing of the Group's shares on the ASX within a specified time period and the CEO's continued employment at the date of vesting.				
Entitlements	Options will not carry rights to dividends or voting rights prior to vesting.				
Service conditions	The options will be subject to tenure conditions and will be forfeited where the CEO resigns or is dismissed prior to the vesting date, except that the options will not be forfeited where the CEO is deemed a 'good leaver', unless otherwise determined by the Board.				

The CEO did not participate in the FY2016 LTIP disclosed in section 3.4. The CEO will participate in future LTIPs beyond FY2016.

## 3.4 LTIP for FY2016

The Board introduced an LTIP in FY2016 for the Executive KMP (other than the CEO) and other senior executives.

Term	Description				
Eligibility	CFO, COO and selected members of the senior management team				
	The CEO will not be entitled to participate in the LTIP due to the options that were issued to the CEO in FY2016 prior to the Company's Listing (as described in section 3.3 above).				
Consideration for grant	Nil				
Instrument	Options to acquire ordinary shares in Costa Group Holdings Limited				
Number of options granted	The number of options was determined based on a set percentage of the participant's TFR ("LTI Incentive Amount"). The options were valued by an independent external valuer, using a Monte Carlo simulation model. The number of options issued to each participant was determined by dividing that participant's LTI Incentive Amount by the value per Option as determined by the independent valuer.				
Exercise price	\$2.25 per share This was the market value of Costa Group Holdings shares at date of Listing				
Performance Period	The FY2016 LTI performance period will be from the date of Listing to June 2017. Fifty percent (50%) of options (or shares acquired by exercising options) will be subject to an additional sale restriction until August 2018 (following release of the FY2018 results). For all future grants, it is intended that the performance period will be 3 years.				

### **Directors' report**

For the year ended 26 June 2016

### **Remuneration report (audited)**

Per	form	ance	Mea	sure

50% - Earnings Per Share ("EPS") (basic) compound annual growth rate ("CAGR") over the performance period.

50% - Relative total shareholder return ("TSR")

#### Performance Assessment

The LTI will be tested at the end of the vesting period, and will vest in line with the below schedule:

#### **50% EPS**

	% of options that vest
Less than 15% CAGR	Nil
15% CAGR	50%
Between 15% and 18% CAGR	50% - 100% on a straight line sliding scale
Above 18% CAGR	100%

#### 50% Relative TSR

	% of options that vest
Less than 50 <sup>th</sup> percentile	Nil
50 <sup>th</sup> percentile	50%
Between 50 <sup>th</sup> percentile and 75 <sup>th</sup> percentile	50% - 100% on a straight line sliding scale
75 <sup>th</sup> percentile and above	100%

The comparator group for relative TSR is comprised of companies in the consumer discretionary and consumer staples sectors of the S&P/ASX Small Ordinaries Index. Each company's (and Costa's) share price will be measured using the average closing price over 60 days up to (but excluding) the first day of the performance period, and the average closing price over 60 days up to and including the last day of the performance period.

#### Entitlements

Options will not carry rights to dividends or voting rights prior to vesting.

#### Restrictions on Dealing

Participants must not sell, transfer, encumber, hedge or otherwise deal with their options granted under

Participants will be free to deal with the Shares allocated on exercise of the options, following payment of the exercise price, subject to the requirements of the Company's securities trading policy and the escrow on the FY2016 options until August 2018 (as outlined above).

#### Service conditions

Any unvested options granted under the LTIP will be forfeited where the participant is dismissed during the performance period, or resigns in circumstances where they are not considered to be a 'good leaver'. Where the participant is considered a 'good leaver' (which includes death, disability or redundancy), the unvested options and/or performance rights will remain on foot subject to Board discretion.

## **Directors' report**

For the year ended 26 June 2016

**Remuneration report (audited)** 

### **4 Executive Remuneration Disclosure**

#### 4.1 Executives' Contract Terms

A summary of the key terms of employment for executives as at 30 June 2016 is presented in the below table:

Executive	Role	Notice by the Group	Notice on Resignation
Harry Debney	Chief Executive Officer	6 Months	6 Months
Linda Kow	Chief Financial Officer	3 Months	3 Months
George Haggar	Chief Operating Officer	3 Months	3 Months

## **5 Non-executive Directors**

The details of fees paid to non-executive directors in FY2016 are included in Section 7 of this report. Non-executive directors' fees were fixed and they did not receive any performance based remuneration.

The table below outlines the fee structure for non-executive directors in FY2016. The annual aggregate fee pool for non-executive directors is \$1,200,000. Board and committee fees, which are inclusive of statutory superannuation contributions, are included in this aggregate fee pool.

Table 5.1

Board/Committee	Chairman Fee (\$)	Member Fee (\$)
Board base fee	230,000 (inclusive of Committee fees)	100,000
Audit and Risk Committee	20,000	10,000
Remuneration Committee	15,000	7,500
Nomination Committee	-	-

## 6 Relationship between remuneration policy and Group performance

Key performance indicator	FY2016	FY2016	FY2015 Restated <sup>2</sup>	FY2015 Restated <sup>2</sup>	FY 2014	FY2014
'000	Actual	Pro forma <sup>1</sup>	Actual	Pro forma <sup>1</sup>	Actual	Pro forma <sup>1</sup>
Revenue	809,027	809,027	727,029	723,500	699,075	662,300
EBITDA before SGARA	67,248	91,059	60,226	71,000	64,536	70,200
EBIT	50,477	71,915	25,551	54,900	31,142	59,700
Dividend paid for the year (cents per ordinary share)	3.00	3.00	Nil	Nil	Nil	Nil

## Notes in relation to KMP transactions:

<sup>1.</sup> The pro forma information presented above is unaudited.

<sup>2.</sup> FY2015 has been restated as a result of the early adoption of the amendments made to Accounting Standards AASB 116 Property, plant and equipment and AASB 141 Agriculture in relation to bearer plants.

## **Directors' report**

For the year ended 26 June 2016

Remuneration report (audited)

## 7 Directors' and Executive Officers' Remuneration

Details of the nature and amount of each major element of remuneration of each director of the Company, and other KMP of the consolidated entity are:

		Short-term			Post- employment	Long- term benefits	Termination	Share- based payments	Total	
		Salary & fees	STI (cash)	Non- monetary benefits	Total	Superannuation benefits	Long service leave	Termination benefits		
Non-executive Directors <sup>4,5</sup>		\$	\$	\$	\$	\$	\$	\$	\$	\$
Neil Chatfield <sup>3</sup>	2016	210,321	-	-	210,231	19,679	-	-	-	230,000
	2015	104,423	-	-	104,423	-	-	-	68,800	173,223
Frank Costa 1	2016	98,173	-	167	98,340	9,327	-	-	-	107,667
	2015	-	-	201,063	201,063	-	-	-	-	201,063
Kevin Schwartz <sup>2</sup>	2016	100,000	-	-	100,000	-	-	-	-	100,000
	2015	-	-	-	-	-	-	-	-	-
Peter Margin	2016	108,947	-	-	108,947	11,053	-	-	-	120,000
	2015	7,403	-	-	7,403	-	-	-	-	7,403
Tiffany Fuller	2016	82,192	-	-	82,192	7,808	-	-	-	90,000
	2015	-	-	-	-	-	-	-	-	-
Managing Director and Executive Officers										
Harry Debney	2016	931,217	312,770	-	1,243,987	19,308	15,547	-	272,275	1,551,117
	2015	931,217	399,691	7,592	1,338,500	18,783	24,939	-	357,194	1,739,416
Linda Kow	2016	455,692	124,718	-	580,410	19,308	11,295	-	75,071	686,084
	2015	406,217	143,047	-	549,264	18,783	8,154	-	134,759	710,960
George Haggar	2016	665,692	179,857	-	845,549	19,308	15,990	-	108,260	989,107
	2015	616,217	212,047	-	828,264	18,783	13,044	-	173,060	1,033,151

#### Notes in relation to the table of directors' and Executive officers' remuneration:

- 1. In FY2015, the aggregate directors' fees paid to Frank Costa and Robert Costa was \$500,000. By agreement between those directors, this amount was paid to State Logistics Pty Ltd (2016: nil) and then distributed between the two directors. The Group is unable to confirm the individual amounts paid to Frank Costa.
- 2. In FY2015, the aggregate directors' fees paid to Kevin Schwartz, Bruno Ferrari Garcia de Alba, Greg Hunt and Angelos Dassios were \$400,000 (2016: nil). By agreement between those directors, this amount was paid to Paine & Partners LLC, and then distributed between the three directors. The Group is unable to confirm the individual amounts paid to these directors.
- 3. In FY2015, \$100,000 of the directors' fees paid to Neil Chatfield were paid through State Logistics Pty Ltd. In FY2016, the amounts were paid directly to Neil Chatfield
- 4. Bruno Ferrari Garcia De Alba, Robert Costa, Greg Hunt and Angelos Dassios were non-executive directors in the prior year but resigned as non-executive directors effective 24 June 2015.
- 5. Reasonable travel, accommodation and other costs incurred by Directors in the course of their duties are reimbursed to Directors, in addition to the remuneration noted above.

## **Directors' report**

For the year ended 26 June 2016

**Remuneration report (audited)** 

## **8 Equity Instruments**

#### 8.1 Movements in shares

The movement during the reporting period in the number of ordinary shares in Costa Group Holdings Ltd held, directly, indirectly or beneficially, by each key management person, together with shares held by their close family members, is set out below:

	Held at 28 June 2015	Other shares converted to ordinary shares	Shares acquired	Shares sold	Other changes <sup>5</sup>	Held at 26 June 2016
Neil Chatfield (directly & indirectly held)	F	-	22,222	-	-	22,222
Neil Chatfield (close family members)	-	-	29,222	15,222	-	14,000
Peter Margin (indirectly held)	-	-	14,350	-	-	14,350
Tiffany Fuller (directly held)	-	-	10,000	-	-	10,000
Frank Costa <sup>1, 2</sup>	-	10,432,099	-	-	-	10,432,099
Kevin Schwartz <sup>3, 4</sup>	-	38,990	-	9,748	-	29,242
Harry Debney (directly & indirectly held)	-	-	23,041	-	1,009,037	1,032,078
Linda Kow (directly held)	-	-	-	-	213,404	213,404
George Haggar (directly held)	-	-	-	-	327,336	327,336

#### Notes in relation to Table 8.1 (Movement in shares)

- 1. At 28 June 2015 (prior to the Company's Listing on the ASX), Frank Costa held an indirect interest in Class B shares and redeemable preference shares in the Company.
- 2. Frank Costa's interests represent an indirect interest in approximately 31.67% of the ordinary shares held by Costa AFR Pty Ltd as trustee for the Costa AFR Unit Trust as a result of his shareholding in a series of other entities.
- 3. At 28 June 2015 (prior to the Company's Listing on the ASX), Kevin Schwartz held an indirect interest in Class A shares and redeemable preference shares in the Company.
- 4. Kevin Schwartz's interests represent an indirect interest in approximately 0.1% of the ordinary shares held by P&P COS Holdings B.V. as a result of his shareholding in a series of other entities.
- 5. Other changes represent shares that were issued in consideration for disposal of legacy LTI options, as described in section 6.3.3.2 of the Company's prospectus dated 25 June 2015.

## **Directors' report**

For the year ended 26 June 2016

**Remuneration report (audited)** 

### 8.2 Options over equity instruments granted as compensation

The movement during the reporting period, in the number of options over ordinary shares granted as compensation to KMP, is as follows:

	Number of options granted during 2016	Grant date	Fair Value per option \$	Exercise price per option \$	Expiry date	Number of options vested during 2016
Harry Debney	1,891,944	15 July 2015	0.230	2.81	31 August 2019	-
Linda Kow	282,738	26 October 2015	0.390	2.25	30 June 2020	-
George Haggar	407,738	26 October 2015	0.390	2.25	30 June 2020	-

## 8.3 Details of equity incentives affecting current and future remuneration

The table below outlines each KMP's unvested options at the end of the reporting period. Details of vesting profiles of the options held by each KMP are detailed below:

	Instrument	Number	Grant date	% vested in year	% forfeited in year	Financial year in which grant vests
Harry Debney	Options	1,891,944	15 July 2015	-	-	2018
Linda Kow	Options	282,738	26 October 2015	-	-	2018
George Haggar	Options	407,738	26 October 2015	-	-	2018

#### 8.4 LTI grants and movement during the year

The movement during the reporting period, of options over ordinary shares held, directly, indirectly or beneficially, by each KMP, including their related parties, is as follows:

	Held at 26 June 2015	Granted as compensation	Exercised	Other changes*	Held at 26 June 2016	Vested during the year	Vested and exercised or disposed of at 26 June 2016	Vested and Exercisable 26 June 2016
Neil Chatfield	400,000	-	-	-	400,000	400,000	-	400,000
Harry Debney	9,459,722	1,891,944	-	(9,459,722)	1,891,944	9,459,722	9,459,722	-
Linda Kow	2,000,677	282,738	-	(2,000,677)	282,738	2,000,677	2,000,677	-
George Haggar	3,068,778	407,738	-	(3,068,778)	407,738	3,068,778	3,068,778	-

<sup>\*</sup>Other changes represent options that were disposed of in July 2015 in consideration for a cash payment (30%) and shares (70%), as described in section 6.3.3.2 of the Company's prospectus dated 25 June 2015.

## **Directors' report**

For the year ended 26 June 2016

**Remuneration report (audited)** 

### 8.5 Key Management personnel transactions

Mr Frank Costa (Director)

- Payment of rent by Costa's Pty Ltd to Frank Costa for the lease of 1111 Aviation Road, Werribee of AUD \$1 (2015: AUD \$1).
- Costa Asset Management Pty Ltd as trustee for Costa Asset Management Unit Trust provided advisory services to the
  Group in relation to the Company's ASX Listing, for which an advisory fee was paid totalling \$5,374,474 GST inclusive
  (2015: Nil). Although Costa Asset Management Unit Trust is not a related party of Frank Costa, it is understood that
  Costa Asset Management Unit Trust subsequently paid part of that advisory fee to entities associated with Frank
  Costa. The Group is unable to determine how much was paid to Frank Costa.

### Mr Kevin Schwartz (Director)

• An employee of Paine and Partners, LLC, an entity associated with P&P COS Holdings B.V. P&P COS Holdings B.V. is a 9.16% shareholder in Costa Group Holdings Ltd. Paine and Partners, LLC provided advisory services to the Group in relation to the Company's ASX Listing, for which advisory fees of AUD \$6,433,312 (2015: AUD \$Nil) were paid.

This Directors' Report is made in accordance with a resolution of the directors.

**Neil Chatfield** 

Chairman

Melbourne

24 August 2016



## Lead Auditor's Independence Declaration under Section 307C of the Corporations Act 2001

To: the Directors of Costa Group Holdings Limited

I declare that, to the best of my knowledge and belief, in relation to the audit for the financial year ended 26 June 2016 there have been:

- (i) no contraventions of the auditor independence requirements as set out in the *Corporations Act 2001* in relation to the audit; and
- (ii) no contraventions of any applicable code of professional conduct in relation to the audit.

KPMG

**KPMG** 

Paul J McDonald

- Pane of My Jenus

Partner

Melbourne

24 August 2016

## Costa Group Holdings Ltd Consolidated Statement of Profit and Loss and Other Comprehensive Income For the year ended 26 June 2016

			2015
	Natas	2016	*Restated
	Notes	\$ '000	\$ '000
Revenue			
Sales revenue	A2	809,027	727,029
Other revenue	A2	12,834	9,202
		821,861	736,231
Less: expenses			
Raw materials, consumables and third party purchases		(311,761)	(283,728)
Depreciation and amortisation expenses		(22,507)	(19,554)
Employee benefits expenses	A2	(276,376)	(243,755)
Occupancy expenses		(52,716)	(49,852)
Finance costs	A2	(14,283)	(20,895)
Profit on sale of assets		1,387	470
Impairment losses	A2	-	(18,941)
Leasing expenses		(9,117)	(8,095)
Freight and cartage		(49,346)	(44,731)
Gain on fair value adjustments - biological assets		4,349	3,350
Gain / (loss) on fair value of derivatives		(870)	58
Other expenses	A2	(69,382)	(55,120)
		(800,622)	(740,793)
Share of net profits of associates and joint ventures accounted for using the equity method	D1	14,442	9,515
Profit before income tax		35,681	4,953
Income tax expense	E2	(10,423)	(640)
Profit for the year		25,258	4,313
Total comprehensive income for the year		25,258	4,313
Profit attributable to owners of Costa Group Holdings Ltd		25,258	4,313
Total comprehensive income attributable to owners of Costa Group Holdings Ltd		25,258	4,313
		2016	2015
		Cents	Cents
Earnings per share for profit attributable to ordinary equity holders:		2.2.	
Basic earnings per share	A3	8.04	0.11
Diluted earnings per share	А3	7.96	0.11

The above Consolidated Statement of Profit and Loss and Other Comprehensive Income should be read in conjunction with the accompanying notes.

<sup>\*</sup>Refer to note E3 for details regarding the restatements as a result of the early adoption of the amendments made to Accounting Standards AASB 116 Property, plant and equipment and AASB 141 Agriculture in relation to bearer plants.

## Costa Group Holdings Ltd Consolidated Statement of Financial Position As at 26 June 2016

	Notes	2016 \$ '000	2015 *Restated \$ '000
ASSETS		Ţ 000	7 000
Current assets			
Cash and cash equivalents	В1	4,002	9,504
Receivables	B2	72,807	62,551
Inventories	В3	17,904	16,124
Biological assets	В6	37,408	31,571
Other assets	B5	5,333	6,517
Assets classified as held for sale	E5	-	4,242
Total current assets	_	137,454	130,509
Non-current assets			
Receivables	В2	-	125
Other financial assets	E6	327	2,036
Equity accounted investments	D1(b)	33,665	27,587
Intangible assets	В8	142,782	141,865
Deferred tax assets	E2	4,957	5,504
Property, plant and equipment	В7	249,324	219,987
Total non-current assets		431,055	397,104
Total assets		568,509	527,613
LIABILITIES			
Current liabilities			
Payables	В4	81,638	74,495
Borrowings	C1	-	4,885
Provisions	В9	13,217	13,483
Derivative financial liabilities	C8	242	-
Current tax liabilities	E2	5,879	1,563
Total current liabilities	_	100,976	94,426
Non-current liabilities			
Borrowings	C1	103,766	228,004
Redeemable preference shares	C2	-	1,119
Provisions	B9	4,172	3,290
Derivative financial liabilities	C8	-	3,337
Total non-current liabilities		107,938	235,750
Total liabilities		208,914	330,176
NET ASSETS		359,595	197,437
EQUITY			
Share capital	С3	395,688	238,564
Profit reserve	C4	20,005	4,313
Share based payment reserve	E1	523	1,759
Accumulated losses		(56,621)	(47,199)
TOTAL EQUITY		359,595	197,437

The above Consolidated Statement of Financial Position should be read in conjunction with the accompanying notes.

<sup>\*</sup>Refer to note E3 for details regarding the restatements as a result of the early adoption of the amendments made to Accounting Standards AASB 116 Property, plant and equipment and AASB 141 Agriculture in relation to bearer plants.

## Costa Group Holdings Ltd Consolidated Statement of Changes in Equity As at 26 June 2016

	Share capital	Share based payment reserve	Accumulated losses	Profit reserve	Total equity
Consolidated	\$ '000	\$ '000	\$ '000	\$ '000	\$ '000
Balance as at 30 June 2014	238,564	449	(47,199)	-	191,814
Profit for the year	-	-	4,313	-	4,313
Transfer to profit reserve	-	-	(4,313)	4,313	-
Total comprehensive income for the year *	-	-	-	4,313	4,313
Transactions with owners in their capacity as owners:					
Options granted / vested during the year	-	1,310	-	-	1,310
Balance restated as at 28 June 2015 *	238,564	1,759	(47,199)	4,313	197,437
Balance as at 29 June 2015	238,564	1,759	(47,199)	4,313	197,437
Profit for year	-	-	25,258	-	25,258
Transfer to profit reserve			(25,258)	25,258	-
Total comprehensive income for the year	-	-	-	25,258	25,258
Transactions with owners in their capacity as owners:					
Options granted / vested during the year	-	446	-	-	446
Conversion of Redeemable Preference Shares	1,126	-	-	-	1,126
Issue of ordinary shares net of transaction costs	166,200	-	-	-	166,200
Dividend paid on Redeemable Preference Shares	-	-	(9,422)	(0.500)	(9,422)
Dividend paid on Ordinary Shares Disposal of share options	- (11,884)	-	-	(9,566)	(9,566) (11,884)
Settlement of share based payment	1,682	(1,682)	-	-	(11,004)
Balance as at 26 June 2016	395,688	523	(56,621)	20,005	359,595

The above Consolidated Statement of Changes in Equity should be read in conjunction with the accompanying notes.

<sup>\*</sup>Refer to note E3 for details regarding the restatements as a result of the early adoption of the amendments made to Accounting Standards AASB 116 Property, plant and equipment and AASB 141 Agriculture in relation to bearer plants.

## Costa Group Holdings Ltd Consolidated Statement of Cash Flows For the year ended 26 June 2016

	Notes	2016 \$ '000	2015 \$ '000
Cash flow from operating activities			
Receipts from customers		815,709	746,337
Payments to suppliers and employees		(743,863)	(698,330)
Interest received		115	209
Interest paid		(6,774)	(18,218)
Dividends received		113	42
Income taxes paid	_	(2,523)	(2,064)
Net cash provided by operating activities	B1(a)	62,777	27,976
Cash flow from investing activities			
Payments for property, plant and equipment		(48,433)	(80,762)
Proceeds from sale of investments		150	4,034
Dividends from equity accounted investments		8,109	6,099
Acquisition of investments		-	(4)
Payment for intangible assets		(249)	(2,217
Acquisition of business (net of cash acquired)		(5,272)	
Proceeds from sale of intangible assets		3,772	4,855
Proceeds from sale of property, plant and equipment		2,725	298
Net cash used in investing activities		(39,198)	(67,697)
Cash flow from financing activities			
Settlement of derivatives		(3,957)	-
Proceeds from share issue, net of transaction costs		518,730	-
Acquisition of shares		(377,370)	-
Dividend payments on ordinary shares		(9,566)	-
Dividend payments on redeemable preference shares		(9,422)	-
Redemption of options		(11,884)	-
Proceeds from loans from related party associates		1,884	-
Repayment of borrowings		(676,502)	-
Proceeds from borrowings	_	539,006	22,994
Net cash provided by / used in financing activities		(29,081)	22,994
Reconciliation of cash		0 -0 -	20.25
Cash at beginning of the financial year		9,504	26,231
Net decrease in cash held	_	(5,502)	(16,727)
Cash at end of financial year	B1	4,002	9,504

The above Consolidated Statement of Cash Flows should be read in conjunction with the accompanying notes.

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### **OVERVIEW**

### Reporting entity

The financial report is for Costa Group Holdings Ltd and its controlled entities (the "Group"). Costa Group Holdings Ltd (the "Company") is a company limited by shares, incorporated and domiciled in Australia. Costa Group Holdings Ltd is a for profit entity for the purpose of preparing the financial statements.

The Group's registered office is Unit 1, 275 Robinsons Road, Ravenhall, VIC, Australia, 3023.

The financial report is a general purpose financial report which has been prepared in accordance with Australian Accounting Standards (AASBs) adopted by the Australian Accounting Standards Board (AASB) and the Corporations Act 2001. The financial report complies with International Financial Reporting Standards (IFRS) adopted by the International Accounting Standards Board (IASB).

The financial report was authorised for issue by the directors as at 24 August 2016.

## Basis of preparation of the financial report

The notes to the financial report include additional information required to understand the Group's financial statements that is material and relevant to its operations, financial position and performance. Information is considered material and relevant if, the amount in question is significant because of its size or nature or it helps to explain the impact of significant changes in the business, for example, acquisitions and asset write-downs.

The notes are organised into the following sections:

*Group Performance:* focuses on the Group's financial results and performance. It provides disclosures relating to income, expenses, segment information, material items and earnings per share.

Operating assets and liabilities: provides information regarding the physical assets and non-physical assets used by the Group to generate revenues and profits. This section also explains the accounting policies applied and specific judgements and estimates made by management in arriving at the value of these assets and liabilities.

Capital structure and financing: provides information about capital management practices. Particularly, how much capital is raised from shareholders (equity) and how much is borrowed from financial institutions (debt) in order to finance our activities both now and in the future.

Group structure: explains aspects of the Group's structure.

Other: provides information on other items relevant to the Financial Report.

### **Historical Cost Convention**

The financial report has been prepared under the historical cost convention, except for revaluations to fair value for certain classes of assets and liabilities as described in the accounting policies.

### Rounding

The financial report is presented in Australian dollars with all values rounded to the nearest thousand unless otherwise stated, in accordance with ASIC Corporations Instrument 2016/191.

## Going concern

The financial report has been prepared on a going concern basis.

## Goods and services tax (GST)

Revenues, expenses, liabilities and assets are recognised net of the amount of GST, except where the amount of GST incurred is not recoverable from the Tax Office. In these circumstances the GST is recognised as part of the cost of acquisition of the asset or as part of an item of the expense. Receivables and payables in the statement of financial position are shown inclusive of GST.

Cash flows are presented in the statement of cash flows on a gross basis.

#### **Basis of consolidation**

#### **Subsidiaries**

Subsidiaries are entities controlled by the Group. The Group controls an entity when it is exposed to, or has rights to variable returns from its involvement with the entity and has the ability to affect those returns through its power over the entity. The financial statements of subsidiaries are included in the financial report from the date that control commences until the date that control ceases.

### Investments in associates and joint ventures (equity accounted investments)

Associates are those entities in which the Group has significant influence, but not control or joint control, over the financial and operating policies. Significant influence is presumed to exist when the Group holds between 20 and 50 percent of the voting power of another entity. Joint ventures are those entities over whose activities the Group has joint control established by contractual agreement and requiring unanimous consent for strategic, financial and operating activities.

Investments in associates and joint ventures are accounted for under the equity method and are initially recognised at cost. The cost of the investment includes transaction costs. The financial report includes the Group's share of the profit or loss and other comprehensive income of equity accounted investments after adjustments to align the accounting policies with those of the Group, from the date that significant influence commences until the date that significant influence ceases.

#### Transactions eliminated on consolidation

Intercompany balances and transactions, and any unrealised income and expenses arising from intercompany transactions, are eliminated in preparing the financial report. Unrealised gains arising from transactions with equity accounted investments are eliminated against the investment to the extent of the Group's interest in the investments. Unrealised losses are eliminated in the same way as unrealised gains, but only to the extent that there is no evidence of impairment.

### Foreign currency translations and balances

## Functional and presentation currency

The financial statements of each entity within the Group are measured using the currency of the primary economic environment in which that entity operates (the functional currency). The financial report is presented in Australian dollars which is the Group's functional and presentation currency.

### Transactions and balances

Transactions in foreign currencies of entities within the consolidated Group are translated into functional currency at the applicable exchange rate at the date of the transaction.

Foreign currency monetary items that are outstanding at the reporting date (other than monetary items arising under foreign currency contracts where the exchange rate for that monetary item is fixed in the contract) are translated using the spot rate at the end of the reporting period.

All resulting exchange differences arising on settlement or restatement are recognised as revenues and expenses for the reporting period.

Entities that have a functional currency different from the presentation currency are translated as follows:

- Assets and liabilities are translated at reporting period end exchange rates prevailing at that reporting date;
- Income and expenses are translated at actual exchange rates or average exchange rates for the reporting period, where appropriate; and
- All resulting exchange differences are recognised as a separate component of equity.

## **Critical accounting estimates and judgements**

The preparation of the financial report requires management to make judgements, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates.

Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimates are revised and in any future periods affected.

Information about assumptions and estimation uncertainties that have a significant risk of resulting in a material adjustment within the next financial year can be found in the following notes:

Accounting estimates and judgements	Note	Page
Revenue recognition (agency commission)	A2 - Revenue and expenses	44
Valuation of biological assets	B6 - Biological assets	52
Recoverability of goodwill	B8 – Intangible assets	58
Recoverability of non-financial assets other than goodwill	C6 - Capital and risk management	70
Fair value measurement	C6 - Capital and risk management	70
Income tax	E2 - Taxation	83

## New accounting standards adopted by the Group

The Group has elected to early adopt the amendments made to AASB 116 Property, Plant and Equipment and AASB 141 Agriculture in relation to bearer plants. The resulting changes to the accounting policies and retrospective adjustments made to the financial statements are explained in Note E3.

## A. GROUP PERFORMANCE

## A1. Segment performance

Segment information is reported in a manner consistent with internal reporting provided to the chief operating decision maker. The chief operating decision maker, who is responsible for allocating resources and assessing performance of the operating segments, is the Chief Executive Officer (CEO).

### (a) Basis for segmentation

The reportable segments are based on the aggregation of operating segments determined by the similarity of the nature of products, the production process, types of customers and the method used to distribute the products.

The Group has three reportable segments, as described below, based on the internal reports that are reviewed and used by the CEO in assessing performance and in determining the allocation of resources. The following summary describes the operations in each of the Group's reportable segments:

### Produce

The Produce segment operates in four core categories: berries, mushrooms, glasshouse grown tomatoes and citrus. These operations are vertically integrated in terms of farming, packing and marketing, with the primary domestic sales channel being the major Australian food retailers.

## Costa Farms & Logistics ("CF&L")

The CF&L segment incorporates interrelated logistics, wholesale avocado marketing and banana farming and marketing operations within Australia. These categories share common infrastructure, such as warehousing and ripening facilities, and are predominantly trading and services focused.

#### International

The International segment comprises royalty income from licensing of Costa's blueberry varietals in Australia, the Americas and Africa, and international berry farming operations in Morocco and China.

## (b) Information about reportable segments

Performance is measured based on segment EBITDA before SGARA, as included in the internal management reports that are reviewed by the CEO. Group financing costs and income taxes are managed at the group level and are not allocated to operating segments. The information presented to the CEO does not report on segment assets and liabilities and as such is not presented in this report. It is the Group's policy that business support costs that are not directly attributable to a specific segment are allocated to the Produce segment, which is the Group's largest reportable segment, on the basis that it utilises the majority of these resources. Inter-segment revenue is eliminated on consolidation, however, is shown within the segment revenue to reflect segment level performance. Inter-segment transactions are on commercial terms. Information regarding the results of each reportable segment is included below.

2016	Produce	CF&L	International	Adjustments and eliminations	Total
Revenue					
External customers	593,215	215,812	-	-	809,027
Inter-segment	37,842	1,975	-	(39,817)	-
Total revenue	631,057	217,787	-	(39,817)	809,027
EBITDA before SGARA	69,103	10,547	9,401	-	89,051

2015 *Restated	Produce *Restated	CF&L *Restated	International	Adjustments and eliminations	Total
Revenue					
External customers	498,155	228,874	-	-	727,029
Inter-segment	37,129	2,651	-	(39,780)	
Total revenue	535,284	231,525	-	(39,780)	727,029
EBITDA before SGARA	51,268	9,345	5,060	-	65,673

The Group principally supplies fresh produce to the major supermarkets in Australia, including Coles, Woolworths and ALDI, which collectively comprise approximately 70% of the Group's Australian based produce sales in the 2016 financial year (2015: 70%).

## (c) Reconciliation of segment EBITDA before SGARA to profit before tax

		2016	2015
	Notes _	\$ '000	*Restated \$ '000
EBITDA before SGARA for reportable segments		89,051	65,673
IPO and other transaction costs	(i)	(21,803)	(5,447)
FV movements in biological assets		4,349	3,350
Depreciation and amortisation		(22,507)	(19,554)
Impairment losses		-	(18,941)
Profit on sale of assets		1,387	470
Interest income		115	239
Finance costs		(14,283)	(20,895)
Gain / (loss) on fair value of derivatives	(ii)	(628)	58
Income tax expense	_	(10,423)	(640)
Profit after tax	_	25,258	4,313

- (i) IPO and other transaction costs have not been allocated to reportable segments.
- (ii) Fair value movements on derivatives relating to the pre-IPO finance facility.

## A2. Revenue and expenses

## REVENUE

	2016 \$ '000	2015 \$ '000
Sales revenue		
Sale of goods and commissions received	781,477	701,677
Rebates and discounts provided	(13,308)	(12,379)
Rendering of services	40,858	37,731
Total sales revenue	809,027	727,029
Total other revenue	12,834	9,202
Total revenue	821,861	736,231

<sup>\*</sup>Refer to note E3 for details regarding the restatements as a result of the early adoption of the amendments made to Accounting Standards AASB 116 Property, plant and equipment and AASB 141 Agriculture in relation to bearer plants.

### **Recognition and measurement**

## Sale of goods

Revenue from sale of goods is recognised when the significant risks and rewards of ownership of the goods have passed to the buyer and the costs incurred or to be incurred in respect of the transaction can be measured reliably. Revenue is usually recognised when goods are despatched or at the time of delivery of the goods to the customer when the title is transferred.

### Rendering of services

Revenue from the rendering of services is recognised upon the delivery of the service to the customers.

#### **Dividends**

Dividend income is recognised when the right to receive a dividend has been established. Dividends received from associates and joint ventures are accounted for in accordance with the equity method of accounting.

### Interest income

Interest income is recognised when it becomes receivable on a proportional basis taking into account the interest rates applicable to the financial assets.

### Rental income

Rental income is recognised on a straight line basis over the rental term.

### Royalty income

Royalty income is recognised on an accrual basis in accordance with the substance of the relevant agreements. Royalty income is recognised in relation to rights provided to entities external to the Group to sell plants and produce that arise from the Group's operations.

## Commission income

Commission income is recognised by the Group for sale of goods undertaken by the Group in its capacity as an agent of the transaction. In respect of commissions, management considers that the following factor indicates that the Group acts as an agent:

• the Group neither takes title to nor is exposed to inventory risk related to the goods, and has no significant responsibility in respect of the goods sold;

All revenue is stated net of the amount of goods and services tax (GST).

## Critical accounting estimate and judgement

## Revenue recognition (agency commission)

Certain sales undertaken by the Group are performed in their capacity as an agent, and not merchant relationship. The Group identifies these agency relationships when the Group pays the grower any proceeds that are received for the sale of the produce, after deduction of the commission and expenses applicable to the produce sold (and, if elected by the Group, after deducting any amounts owing by the grower under any other agreement.) The Group acknowledges that the deduction of commission or expenses constitutes payment of these amounts by the grower.

### **EXPENSES**

	2016 \$ '000	2015 \$ '000
Finance costs		
Bank charges	92	89
Interest expense on borrowings	5,642	18,275
Amortisation / write off of borrowing costs*	8,542	2,448
Interest expense on redeemable preference shares	7	83
	14,283	20,895
Impairment losses**		
Property, plant and equipment	-	11,992
Goodwill	<del>-</del>	6,949
	<u> </u>	18,941

<sup>\*</sup>The Group refinanced its borrowings during the year under a new banking facility and wrote off its loan establishment costs in relation to the previous facility. Refer to note C1 for further detail.

## **Borrowing costs**

Borrowing costs can include interest, amortisation of discounts or premiums relating to borrowings, ancillary costs incurred in connection with arrangement of borrowings and foreign exchange losses net of hedged amounts on borrowings.

Borrowing costs are expensed as incurred, except for borrowing costs incurred as part of the cost of the construction of a qualifying asset which are capitalised until the asset is ready for its intended use or sale.

Loan establishment costs have been capitalised and amortised over the life of the loan facility. Establishment costs relating to loans extinguished during the reporting period have been expensed.

	2016 \$ '000	2015 \$ '000
Employee expenses		
Salaries, contractors and wages (including on-costs)	250,086	218,305
Superannuation costs	14,455	12,399
Leave entitlements	7,998	7,569
Share-based payments expense	446	1,310
Other employee expenses	3,391	4,172
	276,376	243,755
	2016	2015
	\$ '000	\$ '000
Other expenses		
Repair and maintenance expenses	15,225	13,656
Legal and consulting expenditure*	24,271	9,797
Insurance	6,787	6,330
Other**	23,099	25,337
	69,382	55,120

<sup>\*</sup>In FY2016, legal and consulting expenditure includes \$19.6m of costs associated with the IPO (2015: \$3.8m).

<sup>\*\*</sup>The impairment losses for FY2015 were attributed to the produce segment and relates to the downsizing of the grape category.

<sup>\*\*</sup>Other expenses includes telecommunications, marketing, information technology and general administration expenditure.

## A3. Earnings per share

	2016	2015* Restated
	Cents per share	Cents per share
Basic EPS		
Basic EPS (cents) based on net profit attributable to members of Costa Group Holdings Limited	8.04	0.11
Diluted EPS		
Diluted EPS (cents) based on net profit attributable to members of Costa Group Holdings Limited	7.96	0.11
-	2016	2015
-	Number	Number
Weighted average number of shares (in thousands)		
Weighted average number of ordinary shares on issue used in the calculation of basic EPS	310,345	194,600
Effect of potentially dilutive securities		
Redeemable Preference Shares Equity-settled share options	3,091 200	45,000
Equity-settled shale options	200	-
Weighted average number of ordinary shares on issue used in the calculation of diluted EPS -	313,636	239,600
<u>-</u>	2016	2015*
	ć logo	Restated
Earnings reconciliation	\$ '000	\$ '000
Basic EPS		
Net profit attributable to owners of Costa Group Holdings Limited	25,258	4,313
Dividends on redeemable preference shares	(294)	(4,098)
Adjusted profit/(loss) attributable to ordinary shareholders of Costa	24,964	215
Diluted EPS		
Earnings used in calculating basic EPS	24,964	215
Interest expense on Redeemable Preference Shares (net of tax)	7	58
Net profit attributable to owners of Costa Group Holdings Limited (diluted)	24,971	273

<sup>\*</sup>Refer to note E3 for details regarding the restatements as a result of the early adoption of the amendments made to Accounting Standards AASB 116 Property, plant and equipment and AASB 141 Agriculture in relation to bearer plants.

## Calculation of earnings per share

Earnings per share is the amount of post-tax profit attributable to each share. Basic earnings per share is computed using the weighted average number of shares outstanding during the period.

Diluted earnings per share is computed using the weighted average number of shares outstanding during the period plus the dilutive effect of redeemable preference shares and share options outstanding during the period.

## A4. Subsequent events

There have been no matters or circumstances other than those referred to in the financial statements or notes thereto, that have arisen since the end of the financial year, that have significantly affected, or may significantly affect, the operations of the Group, the results of those operations, or the state of affairs of the Group in subsequent financial years.

## **B. OPERATING ASSETS AND LIABILITIES**

## **B1.** Cash and cash equivalents

	2016 \$ '000	2015 \$ '000
Cash on hand	25	26
Cash at bank	3,927	9,435
Cash on deposit	50	43
	4,002	9,504
(a) Deconciliation of quality often too to not each flows from anomating activities		
(a) Reconciliation of profit after tax to net cash flows from operating activities	2016	2015
	\$ '000	\$ '000
Profit for the year	25,258	4,313
Non-cash adjustments to reconcile profit before tax to net cash flows:	23,230	4,313
Depreciation and amortisation	22,507	19,554
(Profit)/loss on sale of assets	(1,387)	(470)
Borrowing costs written-off / amortised	8,373	-
Impairment losses	-	18,941
(Gain)/loss on fair value adjustments - biological assets	(4,349)	(3,350)
(Gain)/loss on fair value of derivatives	870	(58)
Share-based payments expense	446	1,310
(Gain)/loss on fair value of assets	-	2
Transaction costs on issuance of shares	21,803	-
Share of profit of equity-accounted investees, net of tax	(14,442)	(9,515)
	59,079	30,727
Change in working capital and tax balances:		
(Increase)/decrease in inventories	(1,762)	(1,430)
(Increase)/decrease in receivables	(10,256)	4,687
(Increase)/decrease in biological assets	(804)	-
(Increase)/decrease in other assets	1,184	(3,620)
Increase/(decrease) in interest payable	(873)	83
Increase/(decrease) in payables	7,693	61
Increase/(decrease) in provisions	616	(1,108)
(Increase)/decrease in deferred taxes	3,584	(886)
Increase/(decrease) in current tax payables	4,316	(538)
Net cash generated from operating activities	62,777	27,976
	-	

## **Recognition and measurement**

Cash comprises cash on hand and demand deposits. Cash equivalents comprise short-term and highly liquid cash deposits that are readily convertible to known amounts of cash and which are subject to an insignificant risk of change in value. For the purposes of the Statement of Cash Flows, cash includes cash on hand, demand deposits and cash equivalents. All cash on deposit has maturing terms of less than 90 days.

### **B2.** Receivables

	2016 \$ '000	2015 \$ '000
CURRENT	, Jos	<del> </del>
Trade debtors	65,939	51,248
Less: Allowance for impairment losses on trade receivables	(419)	(1,009)
	65,520	50,239
Other receivables	7,287	12,312
	72,807	62,551
NON CURRENT		
Other receivables		125
		125

(i) Other receivables comprise GST receivable and accrued income.

## **Recognition and measurement**

Trade receivables are recognised initially at invoice value (fair value) and subsequently measured at amortised cost, less allowance for doubtful debts.

Credit terms are generally between 15-60 days depending on the nature of the transaction. An allowance for doubtful debt is raised to reduce the carrying amount of trade receivables based on a review of outstanding amounts at reporting date where there is credit risk.

## **B3.** Inventories

	2016	2015
	\$ '000	\$ '000
CURRENT		_
At cost		
Raw materials	12,003	10,706
Finished goods	5,901	5,418
	17,904	16,124

## **Recognition and measurement**

Inventories are measured at the lower of cost and net realisable value.

Costs incurred in bringing each product to its present location and condition are accounted for as follows:

- Raw materials and consumables: purchase cost on a first in, first out basis and weighted average; and
- Finished goods and work in progress: cost of direct material and labour and a proportion of manufacturing overheads based on normal operating capacity.

Raw materials and consumables include packaging, supplies and other materials not consumed in the production or growing processes. Finished goods include purchased agricultural produce and own farm fruit held for sale and other stock held for sale.

Net realisable value is the estimated selling price in the ordinary course of business, less estimated costs of production and the estimated costs necessary to complete the sale.

## **B4.** Payables

	2016	2015
	\$ '000	\$ '000
CURRENT		
Unsecured liabilities		
Trade creditors	37,237	29,909
Sundry creditors and accruals	44,401	44,586
	81,638	74,495

## **Recognition and measurement**

Trade and other payables including accruals are recorded as future payments required to be made as a result of purchases of goods or services. Trade and other payables are carried at cost less accumulated amortisation (if applicable).

B5.			

CURRENT         5,333         6,517           Prepayments         5,333         6,517           B6. Biological assets         2016         2015           CURRENT           Produce - at fair value         31,650         25,512           Produce - at cost         5,758         6,059           Total biological assets         37,408         31,571           (a) Reconciliation of changes in carrying amount of biological assets           Opening balance         31,571         28,054           Gain arising from changes in fair value         4,349         3,350           Increases due to purchases         155,834         144,254           Decreases due to purchases         (155,030)         (144,087)           Increases resulting from acquisition of business         684         -           Closing balance         37,408         31,571	B5. Other assets		
CURRENT         5,333         6,517           Prepayments         5,333         6,517           B6. Biological assets         2016         2015           \$ '000         \$ '000         \$ '000           CURRENT         31,650         25,512           Produce - at fair value         31,650         25,512           Produce - at cost         5,758         6,059           Total biological assets         37,408         31,571           Qening balance         31,571         28,054           Gain arising from changes in fair value         4,349         3,350           Increases due to purchases         155,834         144,254           Decreases due to harvest         (155,030)         (144,087)           Increase resulting from acquisition of business         684		2016	2015
Prepayments   5,333   6,517   5,333   6,517   5,333   6,517   5,333   6,517   5,333   6,517   5,333   6,517   5,333   6,517   5,333   6,517   5,333   6,517   5,333   6,517   5,330   5,330   5,330   6,517   6,530		\$ '000	\$ '000
Prepayments   5,333   6,517   5,333   6,517   5,333   6,517   5,333   6,517   5,333   6,517   5,333   6,517   5,333   6,517   5,333   6,517   5,333   6,517   5,333   6,517   5,330   5,330   5,330   6,517   6,530			
S,333   6,517     B6. Biological assets	CURRENT		
CURRENT	Prepayments	5,333	6,517
CURRENT   Strong		5,333	6,517
CURRENT   Strong	R6. Riological assets		
CURRENT         \$ '000         \$ '000           Produce - at fair value         31,650         25,512           Produce - at cost         5,758         6,059           Total biological assets         37,408         31,571           (a) Reconciliation of changes in carrying amount of biological assets           Opening balance         31,571         28,054           Gain arising from changes in fair value         4,349         3,350           Increases due to purchases         155,834         144,254           Decreases due to harvest         (155,030)         (144,087)           Increase resulting from acquisition of business         684         -	bo. biological assets		
CURRENT         Produce - at fair value       31,650       25,512         Produce - at cost       5,758       6,059         Total biological assets       37,408       31,571         (a) Reconciliation of changes in carrying amount of biological assets         Opening balance       31,571       28,054         Gain arising from changes in fair value       4,349       3,350         Increases due to purchases       155,834       144,254         Decreases due to harvest       (155,030)       (144,087)         Increase resulting from acquisition of business       684       -			
Produce - at fair value         31,650         25,512           Produce - at cost         5,758         6,059           Total biological assets         37,408         31,571           (a) Reconciliation of changes in carrying amount of biological assets         5,758         5,758           Opening balance         31,571         28,054           Gain arising from changes in fair value         4,349         3,350           Increases due to purchases         155,834         144,254           Decreases due to harvest         (155,030)         (144,087)           Increase resulting from acquisition of business         684         -		\$ .000	\$ '000
Produce - at cost 5,758 6,059 Total biological assets 37,408 31,571  (a) Reconciliation of changes in carrying amount of biological assets Opening balance 31,571 28,054 Gain arising from changes in fair value 4,349 3,350 Increases due to purchases 155,834 144,254 Decreases due to harvest (155,030) (144,087) Increase resulting from acquisition of business 684 -	CURRENT		
Produce - at cost 5,758 6,059 Total biological assets 37,408 31,571  (a) Reconciliation of changes in carrying amount of biological assets Opening balance 31,571 28,054 Gain arising from changes in fair value 4,349 3,350 Increases due to purchases 155,834 144,254 Decreases due to harvest (155,030) (144,087) Increase resulting from acquisition of business 684 -		31.650	25.512
Total biological assets  (a) Reconciliation of changes in carrying amount of biological assets  Opening balance Gain arising from changes in fair value Increases due to purchases Decreases due to harvest Increase resulting from acquisition of business  31,571 28,054 4,349 3,350 144,254 155,834 144,254 0 684 -			
Opening balance31,57128,054Gain arising from changes in fair value4,3493,350Increases due to purchases155,834144,254Decreases due to harvest(155,030)(144,087)Increase resulting from acquisition of business684-	Total biological assets	37,408	
Opening balance31,57128,054Gain arising from changes in fair value4,3493,350Increases due to purchases155,834144,254Decreases due to harvest(155,030)(144,087)Increase resulting from acquisition of business684-			
Gain arising from changes in fair value4,3493,350Increases due to purchases155,834144,254Decreases due to harvest(155,030)(144,087)Increase resulting from acquisition of business684-	(a) Reconciliation of changes in carrying amount of biological assets		
Increases due to purchases155,834144,254Decreases due to harvest(155,030)(144,087)Increase resulting from acquisition of business684-	Opening balance	31,571	28,054
Decreases due to harvest (155,030) (144,087) Increase resulting from acquisition of business 684 -		4,349	3,350
Increase resulting from acquisition of business 684 -	Increases due to purchases	155,834	144,254
	Decreases due to harvest	(155,030)	(144,087)
Closing balance 37,408 31,571	Increase resulting from acquisition of business	684	
	Closing balance	37,408	31,571

## **Recognition and measurement**

Biological assets are measured at their fair value less costs to sell at each reporting date. The fair value is determined as the net present value of cash flows expected to be generated by these crops (including a risk adjustment factor). Where fair value cannot be measured reliably, biological assets are measured at cost.

Net increments and decrements in the fair value of the growing assets are recognised as income or expense in the statement of profit/loss and other comprehensive income, determined as:

- The difference between the total fair value of the biological assets recognised at the beginning of the reporting period and the total fair value of the biological assets recognised at reporting date.
- Costs incurred in maintaining or enhancing the biological assets recognised at the beginning of the reporting period and the total fair value of the biological assets recognised at the reporting date.
- The market value of the produce picked during the reporting period is measured at their fair value less estimated costs to be incurred up until the time of picking. Market price is determined based on underlying market prices of the product.

#### Measurement of fair values

## Fair value hierarchy

The fair value measurements for the Group's hanging crop have been categorised as Level 3 fair values based on the inputs to the valuation techniques used, which are not based on observable market data.

### Valuation techniques and significant unobservable inputs

The following table provides a description of the various biological asset types, shows the valuation techniques used in measuring Level 3 fair values, as well as the significant unobservable inputs used. Refer to note C6 for further detail on Level 3 fair value measurement.

#### Measurement of fair values (Continued)

Туре
Hanging crop (citrus,
grapes, avocados,
tomatoes, blueberries,
raspberries and bananas)

#### Description

These are crops from trees and bushes that have an annual crop production cycle and a reasonably stable development cycle.

## Valuation technique

### Discounted cash flows:

The valuation model considers the present value of the net cash flows expected to be generated by the plantation. The cash flow projections include specific estimates for one year. The expected net cash flows are discounted using a risk-adjustment factor to factor in volatility for weather, production and pricing and future farming costs.

#### Significant unobservable inputs

#### Inclusive of:

- Estimated future crop prices.
- Estimated cash inflows based on forecasted sales.
- Estimated yields per hectare.
- Estimated remaining farming, harvest and transportation costs.
- Risk adjustment factor.

# Inter-relationship between key unobservable inputs and fair value measurement

The estimated fair value would increase (decrease) if:

- the estimated fruit prices were higher (lower);
- the estimated yields per hectare were higher (lower);
- the estimated harvest and transportation costs were lower (higher); or
- the risk-adjusted discount rates were lower (higher).

## Measurement of biological assets at cost

Short lived crops (mushrooms) are measured at cost. These crops typically have a short term development cycle of less than three months. The calculation of market value for these crops is based on total cost due to the inherent difficulty in accurately determining the biological advancement percentage of the crop. As such, the cost approach takes into account actual costs for preparation and cultivation.

## Risk management strategy related to biological activities

### Regulatory and environmental risks

The Group is subject to laws and regulations in the various locations in which it operates. The Group has established environmental policies and procedures aimed at compliance with local environmental and other laws.

## Supply and demand risk

The Group is exposed to risks arising from fluctuations in the price and sales volume of all its fruit and vegetables. Management performs regular industry trend analysis to project harvest volumes and pricing. Where possible, the Group manages this risk by aligning its harvest volume to market supply and demand.

## Climate and other risks

The Group's biological assets are exposed to the risk of damage from climatic changes, diseases and other natural forces. The Group has extensive processes in place aimed at monitoring and mitigating these risks, including protected cropping techniques across most crops, and geographical diversification.

## **Critical accounting estimate and judgement**

### Valuation of biological assets

The valuation takes into account expected sales prices, yields, growth profile, picked fruit quality and expected direct costs related to the production and sale of the assets and management must make a judgement as to the trend in these factors.

## **B7. Property, plant and equipment**

	2016	2015* Restated
	\$ '000	\$ '000
Land and buildings at cost	149,114	113,791
Accumulated depreciation and impairment	(42,501)	(42,043)
	106,613	71,748
Assets Under Construction at cost	13,996	58,959
Plant and equipment at cost	202,015	166,164
Accumulated depreciation and impairment	(95,166)	(90,072)
	106,849	76,092
Leased plant and equipment at cost	1,728	1,728
Accumulated depreciation and impairment	(1,728)	(1,714)
	-	14
Improvements at cost	20,133	13,394
Accumulated depreciation and impairment	(5,047)	(4,148)
	15,086	9,246
Bearer plants at cost	11,346	8,240
Accumulated depreciation and impairment	(4,566)	(4,312)
	6,780	3,928
Total property, plant and equipment	249,324	219,987

## (a) Reconciliations

Reconciliation of the carrying amounts of property, plant and equipment at the beginning and end of the current financial year.

	2016	2015* Restated
	\$ '000	\$ '000
Land and buildings	74 740	02.400
Opening carrying amount	71,748	83,100
Additions	1,936	922
Disposals  Depreciation expense	(4,863)	(16) (4,835)
Impairment	(4,803)	(5,800)
Transfers, reclassifications and adjustments	37,792	(1,623)
Closing carrying amount	106,613	71,748
Closing carrying amount		71,740
Assets Under Construction		
Opening carrying amount	58,959	13,008
Additions	38,474	60,893
Disposals	(276)	-
Transfers, reclassifications and adjustments	(83,161)	(14,942)
Closing carrying amount	13,996	58,959
Plant and equipment		
Opening carrying amount	76,092	63,607
Additions	4,875	17,827
Disposals	(598)	(518)
Depreciation expense	(13,684)	(12,296)
Impairment	- · · · · -	(2,954)
Transfers, reclassifications and adjustments	40,164	10,426
Closing carrying amount	106,849	76,092
Leased plant and equipment		
Opening carrying amount	14	137
Depreciation expense	(14)	(123)
Closing carrying amount	- (2.7)	14
Leasehold Improvements Opening carrying amount	9,246	5,350
Opening carrying amount Additions	1,515	1,121
Disposals	(199)	(3)
Depreciation expense	(882)	(346)
Transfers, reclassifications and adjustments	5,406	3,124
Closing carrying amount	15,086	9,246
	<del></del>	
Bearer Plants	2.020	6.000
Opening carrying amount	3,928	6,009
Additions  Depresiation expanse	4,660	2,230
Depreciation expense Impairment	(1,808)	(1,073)
	6 700	(3,238)
Closing carrying amount	6,780	3,928

	2016	2015* Restated
	\$ '000	\$ '000
Total property, plant and equipment		
Opening carrying amount	219,987	171,211
Additions	51,460	82,993
Disposals	(1,073)	(537)
Depreciation expense	(21,251)	(18,673)
Impairment	-	(11,992)
Transfers, reclassifications and adjustments	201	(3,015)
Closing carrying amount	249,324	219,987

<sup>\*</sup>Refer to note E3 for details regarding the restatements as a result of the early adoption of the amendments made to Accounting Standards AASB 116 Property, plant and equipment and AASB 141 Agriculture in relation to bearer plants.

## **Recognition and measurement**

Each class of property, plant and equipment is carried at cost less, where applicable, any accumulated depreciation and any accumulated impairment losses.

### Depreciation

The depreciable amount of all fixed assets is depreciated over their estimated useful lives commencing from the time the asset is held ready for use. Land owned by the Group is freehold land and accordingly is not depreciated.

Leasehold improvements are depreciated over the shorter of either the unexpired period of the lease or the estimated useful lives of the improvements.

Class of fixed asset	Depreciation rates	Depreciation basis
Land and buildings at cost	3% - 10%	Straight line
Plant and equipment at cost	5% - 33%	Straight line
Leased plant and equipment at cost	10% - 20%	Straight line
Bearer plants at cost	4% - 25%	Straight line

Assets under construction are measured at cost and not depreciated until the assets are ready for use.

## **Capital commitments**

As at 26 June 2016, the Group has capital commitments amounting to \$673,306 (2015: 16,636,525) in relation to the purchase of property, plant and equipment, which are contracted for but not provided for.

## **B8.** Intangible assets

	2016	2015
	\$ '000	\$ '000
Goodwill at cost	131,495	131,285
Capitalised software costs	8,697	8,457
Accumulated amortisation and impairment	(2,883)	(1,636)
	5,814	6,821
Brand names at cost	1,730	1,730
Lease premiums at cost	1,665	1,665
Accumulated amortisation and impairment	(643)	(643)
	1,022	1,022
Water rights at cost	2,721	1,007
Total intangible assets	142,782	141,865

## Reconciliations

Reconciliation of the carrying amounts of intangible assets at the beginning and end of the current financial year.

	2016 \$ '000	2015 \$ '000
Goodwill		_
Opening balance	131,285	138,258
Additions from acquisitions	210	-
Impairment	-	(6,949)
Transfers, reclassifications and adjustments	-	(24)
Closing balance	131,495	131,285
Capitalised software costs		
Opening balance	6,821	5,623
Additions	249	2,071
Amortisation expense	(1,255)	(881)
Transfers, reclassifications and adjustments	(1)	8
Closing balance	5,814	6,821
Brand names		
Opening balance / closing balance	1,730	1,730
Lease premiums		
Opening balance / closing balance	1,022	1,022
Water Rights		
Opening balance	1,007	3,176
Additions	1,714	146
Transfers, reclassifications and adjustments	-	(2,315)
Closing balance	2,721	1,007

Amortisation expense in relation to intangible assets is included within depreciation and amortisation expenses in the statement of profit or loss and other comprehensive income. Impairment losses in relation to intangible assets are included within impairment losses in the statement of profit or loss and other comprehensive income.

## **Recognition and measurement**

#### Goodwill

Goodwill is recognised initially as the excess over the aggregate of the consideration transferred, the fair value of the non-controlling interest, and the acquisition date fair value of the acquirer's previously held equity interest (in case of step acquisition), less the fair value of the identifiable assets acquired and liabilities assumed.

Goodwill is not amortised, but is tested for impairment annually or more frequently if events or changes in circumstances indicate that it might be impaired, and is carried at cost less accumulated impairment losses.

#### **Brand names**

Brand names are measured initially at their cost of acquisition. Brand names are an indefinite useful life intangible asset as there is no expiry date associated with the underlying assets in terms of its generation of future economic benefits to the Group, and are therefore tested for impairment annually. The carrying amount of brand names is supported by a value in use calculation.

## Lease premiums

The value of market lease premiums is recorded in the financial report at cost. Market lease premiums are an indefinite life intangible asset as there is no expiry date associated with the underlying assets in terms of its generation of future economic benefits to the Group, and are therefore tested for impairment annually. The carrying amount of market lease premiums is supported by a value in use calculation.

#### Water rights

Water rights are measured initially at their cost of acquisition. Water rights are an indefinite life intangible asset as there is no expiry date associated with the underlying assets in terms of its generation of future economic benefits to the Group, and are therefore tested for impairment annually. The carrying amount of water rights is supported by a value in use calculation.

## Software

Software is measured initially at the cost of acquisition and amortised over the useful life of the software. Expenditure on software development activities is capitalised only when it is expected that future benefits will exceed the deferred costs, and these benefits can be reliably measured. Capitalised development expenditure is stated at cost less accumulated amortisation. Amortisation is calculated using the straight line method to allocate the cost of the intangible asset over its estimated useful life (not exceeding seven years) commencing when the intangible asset is available for use. Other development expenditure is recognised as an expense when incurred.

### **Acquisitions**

Intangible assets acquired separately are capitalised at cost. Intangible assets acquired through a business combination are capitalised at fair value as at the date of acquisition. Following initial recognition, intangible assets are carried at cost less any accumulated amortisation and any accumulated impairment losses.

Internally generated intangible assets are capitalised when the Group is certain that there are future economic benefits that will arise from these assets. Other internally generated intangible assets that do not fit this recognition criteria are charged against the statement of comprehensive income in the reporting period in which the expenditure is incurred.

The useful lives of intangible assets are assessed to be either finite or indefinite. Intangible assets with finite lives are amortised over the useful life and assessed for impairment whenever there is an indication that the intangible asset may be impaired. The amortisation period and the amortisation method for an intangible asset with a finite useful life are reviewed at least at each financial year end. Changes in the expected useful life or the expected pattern of consumption of future economic benefits embodied in the asset are accounted for by changing the amortisation period or method, as appropriate, which is a change in accounting estimate. The amortisation expense on intangible assets with finite lives is recognised in the statement of comprehensive income in the expense category consistent with the nature of the intangible asset.

## Allocation of goodwill

The allocation of goodwill across the Group's reportable segments is provided below:

	Produce 2016	CF&L 2016	International 2016	Total 2016
	\$ '000	\$ '000	\$ '000	\$ '000
Goodwill				
Carrying amount at start of year	127,444	3,841	-	131,285
Additions for the year	210	-	-	210
Carrying amount at end of year	127,654	3,841	-	131,495

	Produce 2015 \$ '000	CF&L 2015 \$ '000	International 2015 \$ '000	Total 2015 \$ '000
Goodwill				
Carrying amount at start of year	134,417	3,841	-	138,258
Impairment losses for the year	(6,949)	-	-	(6,949)
Reclassification	(24)	-	-	(24)
Carrying amount at end of year	127,444	3,841	-	131,285

### Impairment testing

Intangible assets with indefinite useful lives are tested for impairment annually either individually or at the cash generating unit (CGU) level. Such intangibles are not amortised. The useful life of an intangible asset with an indefinite life is reviewed each reporting period to determine whether indefinite life assessment continues to be supportable. If not, the change in useful life assessment from indefinite to finite is accounted for as a change in an accounting estimate and is thus accounted for on a prospective basis.

In FY2016, the recoverable amount of our CGUs exceeds their carrying values and as a result no impairment loss has been recognised (2015: \$6,949,027).

## **Critical accounting estimate and judgement**

## Projected cash flows

Goodwill is allocated to CGUs according to applicable business operations. The recoverable amount of a CGU is based on value in use calculations that are based on the board approved budget covering a one year period together with management prepared cash flow through to FY2019. For FY2020 onwards, the Group assumes a long-term growth rate to allow for organic growth on the existing asset base. Management's determination of cash flow projections and gross margins are based on past performance and its expectation for the future.

## Long-term growth rate

An average growth rate of 2.5% to 3.0% (2015: 2.5%) has been used for cash flows for FY2020 onwards with a terminal value growth rate of 2.5% to 3.0% (2015: 3.0%).

### Discount rate

A post-tax discount rate to post-tax cash flows has been applied as the valuation calculated using this method closely approximates applying pre-tax discount rates to pre-tax cash flows. The Group used a pre-tax discount rate of 13.0% to 14.0% for financial year 2016 which was revised for post IPO capital structure (2015: 12.8% to 13.4%).

### Sensitivity Analysis

Other than as discussed below, the Group believes that for all other CGUs, any reasonable possible change in the key assumptions would not cause the carrying value of the CGUs to exceed their recoverable amount.

For the tomato CGU included within the Produce segment, a reasonable possible change in the underlying assumptions could result in the carrying value of the CGU exceeding its recoverable amount. The tomato category experienced a challenging year in FY2016 with price deflation impacting the earnings from that category. The cash flow projections used in the valuation of recoverable amount assumes that prices will progressively recover towards a more longer term average. Should prices not recover as anticipated, absent any changes in other assumptions the carrying value of the CGU could exceed its recoverable amount.

### **B9. Provisions**

		2016	2015
	_	\$ '000	\$ '000
GURDENIT			
CURRENT			
Employee benefits	(a)	13,217	12,452
Onerous leases	(c)	-	908
Restructuring and other	(d)	-	123
	_	13,217	13,483
NON CURRENT	=		
Employee benefits	(a)	4,042	3,290
Provision for make good costs		130	-
	_	4,172	3,290
	=		
(a) Aggregate employee benefits liability  These consist of provisions for annual leave and long service leave.		17,259	15,742
(b) Reconciliations Reconciliation of the carrying amounts of provisions at the beginning and er	d of the current finar	cial year:	

Employee benefits		
Opening balance	15,742	15,804
Amounts used	(5,313)	(7,299)
Additional amounts recognised	6,830	7,237
Closing balance	17,259	15,742
Restructuring and other		
Opening balance	123	2,077
		•
Amounts used	(172)	(1,968)
Additional amounts recognised	49	14
Closing balance	<u> </u>	123
Onerous leases		
Opening balance	908	-
Amounts used	(908)	-
Additional amounts recognised	<del>_</del>	908
Closing balance	<u> </u>	908

## (c) Onerous leases

As part of the Group's decision to downsize its growing exposure in the grape category, Costa ceased farming operations on a leased property adjacent to its Mundubbera grape farm in January 2015. The expected payout costs associated with the lease have now been settled.

#### (d) Restructuring

Estimated restructuring costs mainly included employee termination benefits.

### **Recognition and measurement**

Provisions are recognised if, as a result of a past event, the Group has a present legal or constructive obligation that can be estimated reliably, and it is probable that an outflow of economic benefits will be required to settle the obligation. Provisions are determined by discounting the expected future cash flows at a pre-tax rate that reflects current market assessments of the time value of money and the risks specific to the liability. When discounting is used, the increase in the provision due to the passage of time is recognised as a finance cost.

Where the Group expects some or all of a provision to be reimbursed, for example under an insurance contract, the reimbursement is recognised as a separate asset but only when the reimbursement is virtually certain. The expense relating to any provision is presented in the statement of comprehensive income net of any reimbursement.

## Short-term employee benefit obligations

Liabilities arising in respect of wages and salaries, annual leave, long service leave and any other employee benefits expected to be settled within twelve months of the reporting date are measured at their nominal amounts based on remuneration rates which are expected to be paid when the liability is settled. The expected cost of short term employee benefits in the form of compensated absences such as annual leave is recognised in the provision for employee benefits. All other short term employee benefit obligations are presented as payables.

### Long-term employee benefit obligations

Liabilities arising in respect of long service leave and annual leave which is not expected to be settled within twelve months of the reporting date are measured at the present value of the estimated future cash outflow to be made in respect of services provided by employees up to the reporting date.

### **Termination benefits**

Termination benefits are payable when employment of an employee or group of employees is terminated before the normal retirement date, or when the Group provides termination benefits as a result of an offer made and accepted in order to encourage voluntary redundancy. The Group recognises a provision for termination benefits when the entity can no longer withdraw the offer of those benefits, or if earlier, when the termination benefits are included in a formal restructuring plan that has been announced to those affected by it.

## **B10. Contingent Liabilities**

From time to time the Group is party to claims from customers and suppliers arising from operations in the ordinary course of business. At the date of this report there are no claims or contingent liabilities that are expected to materially impact, either individually or in aggregate, the Group's financial position or results from operations.

## C. CAPITAL STRUCTURE AND FINANCING

## C1. Borrowings

	2016 \$ '000	2015 \$ '000
CURRENT		_
Unsecured liabilities		
Bank loans	-	4,884
Hire purchase liability		1
	-	4,885
NON CURRENT		
Unsecured liabilities		
Bank loans	103,766	228,004
	103,766	228,004

## Terms and conditions relating to the above financial instruments

The Group refinanced its borrowings during the year under a new banking facility.

Details of the key terms and conditions of the banking facility available at year end are as follows:

- Facility A \$125m facility that can be drawn upon as required. This facility matures 3 years from July 2015. \$104.5m was drawn down at the end of the 2016 financial year.
- Facility B \$125m facility that can be drawn upon as required. This facility matures 4 years from July 2015 with nil balance drawn at June 2016.
- The nominal rate for each facility consists of a floating cash rate plus a margin dependant on the amount of leverage.
- Lending covenants for both facilities include Interest Cover Ratio and Total Gearing Ratio. The Group met all its lending covenants during the 2016 financial year.
- It is noted that the banking facility is unsecured.

The Group has financial guarantees to other persons of \$12.2 million that could be called up at any time in the event of a breach of our financial obligations. We do not expect any payments will eventuate under these financial guarantees as we expect to meet our respective obligations to the beneficiaries of these guarantees. The financial guarantees are applied against the available drawdown limit for Facility A and B as detailed above.

## **Recognition and measurement**

Borrowings are initially recognised at fair value of the consideration received, net of directly attributable costs.

After initial recognition, borrowings are measured at amortised cost, using the effective interest rate method. Amortised cost is calculated by taking into account any issue costs, and any discount or premium on issuance. Gains and losses are recognised in the statement of profit or loss and other comprehensive income if borrowings are derecognised. The fair value approximates carrying value as borrowings are fully variable.

Borrowings are presented net of capitalised loan establishment costs.

## **C2.** Redeemable preference shares

	2016 \$ '000	2015 \$ '000
Redeemable preference shares (RPS)	-	1,119
	-	1,119

All RPS on issue at the end of 2015 were converted to ordinary shares in July 2015 prior to the completion of the initial public offering (IPO).

## C3. Share capital

	2016 \$ '000	2015 \$ '000
Issued and paid-up capital		
Ordinary shares	401,093	194,600
Transaction costs for issued share capital (net of tax)	(7,087)	-
Settlement of share based payment	1,682	-
Redeemable preference shares	-	43,964
	395,688	238,564

	2016		2015	
	Number '000	\$ '000	Number '000	\$ '000
(a) Ordinary shares				
Opening balance	194,600	194,600	194,600	194,600
Ordinary shares issued on 24 July 2015	77,017	173,287	-	-
Conversion of redeemable preference shares to ordinary shares	45,000	45,090	-	-
Settlement of share based payment	-	1,682	-	-
Disposal of share options	-	(11,884)	-	-
Issue of new shares on disposal of options	2,263	-	-	-
Transaction costs incurred in respect of initial public offering (net of tax)	-	(7,087)	-	-
Closing balance	318,880	395,688	194,600	194,600
(b) Redeemable preference shares	-	-	-	-
Opening balance	45,000	43,964	45,000	43,964
Redeemable preference shares liability converted to equity	-	1,126	-	-
Conversion of redeemable preference shares to ordinary shares	(45,000)	(45,090)	-	-
Closing balance	-	-	45,000	43,964
Total share capital	318,880	395,688	239,600	238,564

## **Ordinary shares**

Ordinary shares participate in dividends and the proceeds on winding up of the parent entity in proportion to the number of shares held.

At shareholders meetings, each ordinary share is entitled to one vote when a poll is called; otherwise each shareholder has one vote on a show of hands.

Ordinary shares are classified as equity. Incremental costs directly attributable to the issue of ordinary shares are recognised as a deduction from equity, net of any tax effects.

## C4. Reserves

The profit reserve comprises the transfer of net profit for the year and characterises profits available for distribution as dividends in future years. The profit reserve balance as at balance sheet date (in thousands) is \$20,005 (2015: \$4,313).

## C5. Dividends

Dividends declared and paid during the year:

	2016 \$ '000	2015 \$ '000
Dividends on redeemable preference shares (equity component):		_
Dividend paid upon completion of the IPO on 24 July 2015	9,422	-
Dividends on ordinary shares:		
Interim franked dividend for 2016	9,566	-

The Board has approved a final dividend of 6.0 cents per share with record date of 28 September 2016 and payment date of 26 October 2016. This dividend will be fully franked. As this dividend was approved after year end, it has not been accrued as at 26 June 2016.

## C6. Capital and risk management

The following table shows the carrying amounts and fair values of financial assets and financial liabilities, including their levels in the fair value hierarchy. It does not include fair value information for financial assets and liabilities not measured at fair value if the carrying amount is a reasonable approximation of fair value.

	Fair value hierarchy	2016 \$ '000	2015 \$ '000
Financial assets			
Loans and receivables			
Current receivables	-	72,807	62,551
Cash and cash equivalents	-	4,002	9,504
Loans to related party associates	<u> </u>	80	1,631
		76,889	73,686
Available for sale	=	-	
Shares in unlisted corporations	Level 3	247	397
	<del></del>	247	397
Designated at fair value			
Interest rate swap-option	Level 2	-	8
		-	8
Financial liabilities	<del>-</del>		
Designated at fair value			
Interest rate swaps	Level 2	-	3,337
Forward exchange contracts	Level 2	242	-
		242	3,337
Other financial liabilities not measured at fair value	=		
Payables	-	81,638	74,495
Bank loans	Level 2	103,766	232,888
Hire purchase liabilities	Level 2	-	1
Redeemable preference shares (liability component)	Level 2	-	1,119
		185,404	308,503
	<del></del>	·	

## Classification

The Group classifies its financial assets into the following categories: financial assets at fair value through profit and loss, loans and receivables and available for sale financial assets. The classification depends on the purpose for which the instruments were acquired. Management determines the classification of its financial instruments at initial recognition.

## **Derivative financial instruments**

Derivatives are recognised initially at fair value; any directly attributable transaction costs are recognised in statement of comprehensive income as they are incurred. Subsequent to initial recognition, derivatives are measured at fair value, and changes therein are generally recognised in the statement of comprehensive income.

## Foreign exchange contracts

The Group enters into foreign exchange contracts to hedge its exposure against foreign currency risk in line with the Group's risk management strategy.

## Non-derivative financial instruments

Non-derivative financial instruments consist of investments in equity securities, trade and other receivables, cash and cash equivalents, borrowings, and trade and other payables.

Non-derivative financial instruments are initially recognised at fair value, plus directly attributable transaction costs (if any). After initial recognition, non-derivative financial instruments are measured as described below.

#### Loans and receivables

Loans and receivables are measured at fair value at inception and subsequently at amortised cost using the effective interest rate method. Loan and receivables include trade receivables.

#### Available-for-sale

Available-for-sale financial assets include any financial assets not included in the above categories and are measured at fair value. Unrealised gains and losses arising from changes in fair value, other than impairment losses, are recognised in other comprehensive income and presented in equity. The cumulative gain or loss is held in equity until the financial asset is disposed of, at which time the cumulative gain or loss held in equity is recognised in profit and loss.

## Financial liabilities

Financial liabilities include trade payables, other creditors and loans from third parties and loans from or other amounts due to related entities.

Non derivative financial liabilities are recognised at amortised cost, comprising original debt less principal payments and amortisation.

Financial liabilities are classified as current liabilities unless the Group has an unconditional right to defer settlement of the liability for at least twelve months after the reporting period.

### Impairment

## Non-derivative financial assets

### Financial assets measured at amortised cost

The Group considers evidence of impairment for financial assets measured at amortised cost (loans and receivables) at both a specific asset and collective level. All individually significant assets are assessed for specific impairment. Those found not to be specifically impaired are then collectively assessed for any impairment that has been incurred but not yet identified. Assets that are not individually significant are collectively assessed for impairment by grouping together assets with similar risk characteristics.

In assessing collective impairment, the Group uses historical trends of the probability of default, timing of recoveries and the amount of loss incurred, adjusted for management's judgement as to whether current economic and credit conditions are such that the actual losses are likely to be greater or lesser than suggested by historical trends.

An impairment loss in respect of a financial asset measured at amortised cost is calculated as the difference between its carrying amount and the present value of the estimated future cash flows discounted at the asset's original effective interest rate. Losses are recognised in the statement of comprehensive income and reflected in an allowance account against loans and receivables. Interest on the impaired asset continues to be recognised. When an event occurring after the impairment was recognised causing the amount of the impairment loss to decrease, the decrease in impairment loss is reversed through the statement of comprehensive income.

## Non-financial assets

The carrying amounts of the Group's non-financial assets, other than biological assets, equity accounted investments, inventories and deferred tax assets, are reviewed at each reporting date to determine whether there is any indication of impairment. If any such indication exists, then the asset's recoverable amount is estimated. Goodwill and indefinite life intangible assets are tested annually for impairment. An impairment loss is recognised if the carrying amount of an asset or cash-generating unit (CGU) exceeds its recoverable amount.

The recoverable amount of an asset or CGU is the greater of its value in use and its fair value less costs to sell. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset or CGU. For impairment testing, assets are grouped together into the smallest group of assets that generates cash inflows from continuing use that are largely independent of the cash inflows or other assets or CGUs. Subject to an operating segment ceiling test, CGUs to which goodwill has been allocated are aggregated so that the level at which impairment testing is performed reflects the lowest level at which goodwill is monitored for internal reporting purposes.

Impairment losses are recognised in the statement of comprehensive income. Impairment losses recognised in respect of CGUs are allocated first to reduce the carrying amount of any goodwill allocated to the CGU (group of CGUs), and then to reduce the carrying amounts of the other assets in the CGU (group of CGUs) on a pro rata basis.

An impairment loss in respect of goodwill is not reversed. For other assets, an impairment loss is reversed only to the extent that the asset's carrying amount does not exceed the carrying amount that would have been determined, net of depreciation or amortisation, if no impairment loss has been recognised.

The Group's financial risk management objective is to minimise the potential adverse effects of financial performance arising from changes in financial risk. Financial risks are managed centrally by the Group's finance team under the direction of the directors and the Board's Risk and Audit Committee. Management regularly monitors the Group's exposure to any of these financial risks and reports to the Board.

The Group's activities expose it to a number of financial risks, including market risk (interest rate risk and foreign currency risk), liquidity risk and credit risk.

The Group does not enter into or trade financial instruments, including derivative financial instruments, for speculative purposes.

### (a) Market risk

Market risk is the risk that changes in market prices, such as interest rates, foreign exchange rates and equity prices will affect the Group's income or the value of its holdings of financial instruments.

### Interest rate risk

Interest rate risk is the risk that the fair value of future cash flows of a financial asset or financial liability will change as a result of changes in market interest rates. The Group's exposure to market interest rate risk relates primarily to its borrowings. The Group has historically managed its cash flow interest rate risk by using floating to fixed interest rate swaps for a portion of variable rate borrowings. Such interest rate swaps have the economic effect of converting borrowings from floating rates to fixed rates.

As at reporting date, the Group had the following financial assets and liabilities exposed to variable interest rate risk:

	2016	2015
	\$ '000	\$ '000
Variable rate instruments		
Assets		
Cash and cash equivalents	4,002	9,504
Derivative financial assets		8
	4,002	9,512
Liabilities		_
Bank loans	104,500	54,500
Derivative financial liabilities		3,337
	104,500	57,837
	<u>.                                      </u>	
Net financial liabilities	100,498	48,325

Sensitivity analysis for variable rate instruments

At 26 June 2016, if interest rates had changed by -/+ 100 basis points from the year end rates with all other variables held constant, profit or loss would have increased/(decreased) by:

	2016	\$ '000
	\$ '000	
Increase of 100 basis points in interest rate	(1,005)	(483)
Decrease of 100 basis points in interest rate	1,005	483

## Foreign currency risk

The Group's exposure to the risk of changes in foreign exchanges rates relates to the Group's operating activities and investments in foreign joint ventures. The Group imports and exports produce and is exposed to foreign exchange risk, primarily movements in exchange rates of US dollar and Japanese Yen. In addition, it is also exposed to exchange rate movements in Moroccan Dirhams ("MAD") through its investment in the African Blue joint venture. The Group also makes purchases and capital expenditure that expose it to movements in exchange rates of US dollar and Euro. The Group enters into forward contracts to hedge some of its exposure against foreign currency risk.

The Group's exposure to foreign exchange risk at the end of the reporting period, expressed in Australian dollars, was as follows:

2016	USD	JPY	EUR
	\$ '000	\$ '000	\$ '000
Cash	1,130	298	-
Trade and other receivables	4,610	4,231	-
Trade and other payables	(3)	-	(7)
Derivative financial liabilities	13	(255)	-
Net exposure	5,750	4,274	(7)
2015			
	USD	JPY	EUR
	\$ '000	\$ '000	\$ '000
Cash	1,720	7	-
Trade and other receivables	3,417	322	-
Trade and other payables	(4)	-	(100)
Net exposure	5,133	329	(100)

## Sensitivity analysis

At 26 June 2016, had the Australian dollar weakened/strengthened by 10% against the MAD, the US dollar, the Euro and Japanese Yen, with all other variables held constant, the impact to profit or loss and equity would be an increase/(decrease) of:

	MAD	USD	JPY	EUR
	\$ '000	\$ '000	\$ '000	\$ '000
Australian Dollar Weakened by 10%	672	575	427	(1)
Australian Dollar Strengthened by 10%	(672)	(575)	(427)	1

## (b) Liquidity risk

Liquidity risk is the risk that the Group will encounter difficulty in meeting the obligations associated with its financial liabilities that are settled by delivering cash or another financial asset. The Group's approach to managing liquidity risk is to ensure it always has sufficient liquidity to meet its liabilities when due without incurring unacceptable losses or risking damage to the Group's reputation.

The Group manages its liquidity risk using a recurring planning tool, and maintaining, at all times, an appropriate minimum level of liquidity, comprising committed, unused bank facilities and cash resources, to meet the Group's financial obligations as and when they fall due.

The Group manages liquidity risk by maintaining sufficient cash reserves, banking facilities and standby borrowing facilities and by monitoring forecast and actual cash flows. As at reporting date, unused credit facilities net of bank guarantees of the Group were \$133.3 million. In addition, the Group maintains an overdraft facility of \$3.0 million.

The Group is in compliance with all undertakings under its various financial arrangements.

The following are the remaining contractual maturities at the end of the reporting period of financial liabilities, including estimated interest payments and excluding the impact of netting agreements.

### 2016

	Less than 6				
	months	6 - 12 months	1 - 5 years	Over 5 years	Total
Non-derivative financial liabilities					
Bank loans*	104,500	-	-	-	104,500
Finance lease liabilities	1	-	-	-	1
Trade payables	81,638	=	=	-	81,638
	186,139	-	-	-	186,139
Derivative financial liabilities		_			
Forward exchange contracts	242	-	-	-	242
	242	-	-	-	242

<sup>\*</sup>Bank loans consist of commercial bills. The Group expects to and has the discretion to refinance or rollover the bank loans for at least 12 months after the end of the reporting period under the existing banking facility. Refer to note C1 for details of terms and conditions on bank loans.

## 2015

	Less than 6 months	6 - 12 months	1 - 5 years	Over 5 years	Total
Non-derivative financial liabilities					
Bank loans	9,931	10,464	266,660	-	287,055
Redeemable convertible preference shares (CPS50)	-	-	-	45,000	45,000
Finance lease liabilities	1	-	-	-	1
Trade payables	74,495	=	-	-	74,495
	84,427	10,464	266,660	45,000	406,551
Derivative financial liabilities					
Interest rate swaps	-	-	3,337	-	3,337
	-	-	3,337	-	3,337

## (c) Credit Risk

Credit risk refers to the risk that a counterparty will default on its contractual obligations, resulting in financial loss to the Group.

The Group is exposed to counterparty credit risk arising from its operating activities, primarily from trade receivables. Trade receivable balances are monitored on a weekly basis. The finance function assesses the credit quality of the customer, taking into account its financial position, past experience and other factors. Individual risk limits are set based on internal or external ratings and regularly monitored by management.

The maximum exposure to credit risk is as follows:

	2016 \$ '000	2015 \$ '000
Cash and cash equivalents	4,002	9,504
Receivables	72,807	62,676
	76,809	72,180

The ageing analysis of trade receivables is set out in the table below. The credit quality of financial assets that are neither past due nor impaired is assessed based on the application of the credit risk policies described above.

	2016	2015
	\$ '000	\$ '000
Neither past due nor impaired	54,427	39,784
Past due 1 - 30 days	9,829	11,045
Past due 31 - 60 days	939	269
Past due over 60 days	744	150
	65,939	51,248

Management believes that the unimpaired amounts that are past due by more than 30 days are still collectible in full, based on historical payment behaviour and extensive analysis of customer credit risk, including underlying customers' credit ratings if they are available. Major Australian supermarkets, including Coles, Woolworths, Aldi and IGA comprise approximately 47% of the Group's trade debtors at 26 June 2016.

### Impairment losses on trade receivables

Trade receivables are non-interest bearing with credit terms generally between 15 and 60 day terms. An impairment loss is recognised when there is objective evidence that an individual trade receivable is impaired. The impairment losses have been included within other expenses in the statement of profit or loss and other comprehensive income. All trade receivables that are not impaired are expected to be received within credit terms.

	2016 \$ '000	2015 \$ '000
Movements in the accumulated impairment losses were:		
Opening balance at 29 June 2015	(1,009)	(1,083)
Impairment loss (recognised) / reversed	518	(665)
Amounts written off	72	739
Closing balance at 26 June 2016	(419)	(1,009)

### (d) Capital management

The primary objective of the Group's capital management is to maintain investor, creditor and market confidence and a strong credit rating and healthy capital ratios to support its business and maximise shareholder value. Capital includes equity attributable to the equity holders of the parent.

The Group manages its capital structure and makes adjustments to it in light of changes in economic conditions. To maintain or adjust the capital structure, the Group may adjust the dividend payment to shareholders, return capital to shareholders or issue new shares.

Various financial ratios and internal targets are assessed and reported to the Board on a regular basis by management to monitor and support the key objectives as set out above. These ratios and targets include;

- an earnings to net interest expense ratio;
- a total net indebtedness to earnings ratio; and
- adjusted earnings to interest expense ratio.

## **Critical accounting estimates and judgements**

## Recoverability of non-financial assets other than goodwill

All assets are assessed for impairment at each reporting date by evaluating whether indicators of impairment exist in relation to the continued use of the asset by the consolidated entity. Impairment triggers include declining product or manufacturing performance, technology changes, adverse changes in the economic or political environment or future product expectations. If an indicator of impairment exists the recoverable amount of the asset is determined.

### Fair value measurement

The Group measures certain financial instruments, including derivatives, and certain biological assets, at fair value at each balance sheet date.

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants in its principal or most advantageous market at the measurement date. It is measured using the assumptions that market participants would use when pricing the asset of liability, assuming that market participants act in their economic best interest. A fair value measurement of a non-financial item assumes it is put to its highest and best use.

The Group utilises valuation techniques that are appropriate in the circumstances and for which sufficient data is available to measure fair value, maximising the use of relevant observable inputs and minimising the use of unobservable inputs.

Accounting standards prescribe a fair value hierarchy, described as follows, based on the lowest level input that is significant to the fair value measurement as a whole:

- Level 1: Quoted (unadjusted) market prices in active markets for identical assets of liabilities.
- Level 2: Valuation techniques for which the lowest level input that is significant to the fair value measurement is directly (i.e. as prices) or indirectly (i.e. derived by prices) observable.
- Level 3: Valuation techniques for which the lowest level input that is significant to the fair value measurement is unobservable.

#### C7. Capital and leasing commitments

#### (a) Operating lease commitments

Non-cancellable operating leases contracted for but not capitalised in the financial statements:

	2016	2015
	\$ '000	\$ '000
Payable		<u> </u>
- not later than one year	31,006	29,343
- later than one year and not later than five years	110,995	107,233
- later than five years	101,807	116,016
	243,808	252,592

Operating lease commitments are in relation to property rentals and various rentals of plant and equipment.

#### (b) Bank guarantees

The Group maintains bank guarantees of \$12,171,871 (2015: \$8,481,174).

In addition to the above, bank guarantees of \$2.5 million are committed in relation to an overdraft facility for the Driscoll's Australia joint venture.

#### Leases

Leases are classified at their inception as either operating or finance leases based on the economic substance of the agreement so as to reflect the risks and benefits incidental to ownership.

#### Finance leases

Leases of fixed assets, where substantially all the risks and benefits incidental to the ownership of the asset, but not the legal ownership, are transferred to the Group are classified as finance leases. Finance leases are capitalised, recording an asset and a liability equal to the present value of the minimum lease payments, including any guaranteed residual values. The interest expense is calculated using the interest rate implicit in the lease and is included in finance costs in the statement of profit and loss and other comprehensive income. Leased assets are depreciated on a straight line basis over their estimated useful lives where it is likely that the group will obtain ownership of the asset, or over the term of the lease. Lease payments are allocated between the reduction of the lease liability and the lease interest expense for the period.

#### **Operating leases**

Lease payments for operating leases, where substantially all the risks and benefits remain with the lessor, are recognised as an expense on a straight line basis over the term of the lease.

Lease incentives received under operating leases are recognised as a liability and amortised on a straight line basis over the life of the lease term.

#### **C8.** Derivative financial instruments

2016	2015
\$ '000	\$ '000
	_
242	-
242	-
	3,337
	3,337
	\$ '000 242 242

#### Measurement of fair values

The fair value of the financial assets and financial liabilities is the amount at which the asset could be sold or the liability transferred in a current transaction between market participants, other than in a forced or liquidation sale. The financial liabilities above disclosed in Note E6 are the only financials assets and liabilities of the Group that are measured at fair value. The carrying amounts of financial assets and financial liabilities not measured at fair value are a reasonable approximation of fair value.

#### Fair value hierarchy

When measuring the fair values of financial assets and financial liabilities, the Group uses market observable data for identical assets or liabilities, which are Level 2 with reference to the AASB 13 Fair Value Hierarchy. The fair values of the derivative financial instruments are based on mark-to-market valuations.

#### **D. GROUP STRUCTURE**

#### D1. Joint ventures and associates

#### (a) Details of Associates and Joint Ventures

	Equity instrument	Ownership interest	Ownership interest	Measurement basis	Principal place of business and country of incorporation
		2016	2015		
Associates		%	%		
African Blue SARL	Ordinary shares	49	49	Equity Accounted	Moulay- Bousselham, Morocco
Polar Fresh Partnership	Ordinary shares	50	50	Equity Accounted	Victoria, Australia
Joint Ventures  Driscolls Australia Partnership	Ordinary shares	50	50	Equity Accounted	Victoria, Australia

#### (b) Summarised financial information for associates and joint ventures

	African Blue SARL \$ '000	Polar Fresh Partnership \$ '000	Driscolls Australia Partnership \$ '000	Total \$ '000
Reconciliation of carrying amount in joint ventures and associates:				_
Opening balance at 29 June 2015	12,244	8,534	6,809	27,587
Total share of profit	7,204	3,398	3,840	14,442
Reclassification	(333)	-	-	(333)
Other (FX movement against loan)	78	-	-	78
Dividends paid	(1,649)	(3,460)	(3,000)	(8,109)
Closing balance at 26 June 2016	17,544	8,472	7,649	33,665

#### (a) African Blue SARL

In 2007, the Group entered into a joint venture to establish African Blue, a Moroccan-based grower and marketer of blueberries. The African Blue joint venture holds an exclusive licence to grow Costa blueberry varieties in Morocco for sale worldwide (excluding Americas). In financial year 2016, sales revenue for African Blue was \$47,339,352 (2015: \$26,813,125), and net assets were \$30,137,457 (2015: \$19,375,918).

#### (b) Polar Fresh Partnership

The Polar Fresh Partnership is a provider of cold storage, warehousing and distribution solutions. Polar Fresh Partnership operates three cold storage sites throughout Australia. In financial year 2016, sales revenue for the Polar Fresh Partnership was \$8,714,674 (2015: \$7,175,041), and net assets were \$2,145,569 (2015: \$2,270,072).

#### (c) Driscoll's Australia Partnership

In 2010, the Group entered into a partnership with Driscoll's Strawberry Associates Inc. to form Driscoll's Australia Partnership, which is an Australian berry marketing business. The majority of the Groups' berries grown are marketed in Australia through the Driscoll's brand. In financial year 2016, sales revenue for the Driscoll's Australia Partnership was \$78,160,839 (2015: \$80,416,042), and net assets were \$15,640,287 (2015: \$13,850,964).

#### **Recognition and measurement**

#### Investments in joint ventures

Investments in joint ventures are accounted for using the equity method of accounting.

#### Investments in associates

Investments in entities over which the Group has the ability to exercise significant influence, but not control, are accounted for using equity method of accounting. The investment in associates is carried at cost plus post-acquisition changes in the Group's share of the associates' net assets, less any impairment in value.

### **D2: List of subsidiaries**

The following are the Group's significant subsidiaries:

Costa Group Holdings (Finance) Pty Ltd	Subsidiaries of Costa Group Holdings Ltd:	Country of incorporation	Ownership interest held by the group		
Costa Group Holdings (Finance) Pty Ltd         Australia         100         100           Costa's Pty Ltd         Australia         100         100           ACN 151 702 251 Pty Ltd         Australia         100         100           Costa Exchange Holdings Pty Ltd         Australia         100         100           Costa Asia Pty Ltd (formerly ACN 125 158 741 Pty Ltd)         Australia         100         100           Grape Exchange Management Euston Pty Ltd         Australia         100         100           North Fresh Pty Ltd         Australia         100         100           Vinefresh Pty Ltd         Australia         100         100           Southern Cross Overseas Pty Ltd         Australia         100         100           Costa Berry Holdings Pty Ltd (formerly CostaExchange Ltd)         Australia         100         100           Costa Berry Holdings Pty Ltd         Australia         100         100           Costa Berry Pty Ltd         Australia         100         100           Costa Berry Pty Ltd         Australia         100         100           Blueberry Investments Morocco Pty Ltd         Australia         100         100           ESP Pty Ltd         Australia         100         100			2016	2015	
Costa's Pty Ltd         Australia         100         100           ACN 151 702 251 Pty Ltd         Australia         100         100           Costa Exchange Holdings Pty Ltd         Australia         100         100           Costa Asia Pty Ltd (formerly ACN 125 158 741 Pty Ltd)         Australia         100         100           Grape Exchange Management Euston Pty Ltd         Australia         100         100           North Fresh Pty Ltd         Australia         100         100           Vinefresh Pty Ltd         Australia         100         100           Southern Cross Overseas Pty Ltd         Australia         100         100           Costa Exchange Pty Ltd (formerly CostaExchange Ltd)         Australia         100         100           Costa Berry Holdings Pty Ltd         Australia         100         100           Costa Bresh Age Pty Ltd         Australia         100         100			%	%	
ACN 151 702 251 Pty Ltd	Costa Group Holdings (Finance) Pty Ltd	Australia	100	100	
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North Fresh Pty Ltd Vinefresh Pty Ltd Australia 100 100 Southern Cross Overseas Pty Ltd Australia 100 Costa Berry Hold (formerly Costa Exchange Ltd) Costa Berry Holdings Pty Ltd Australia 100 Costa Berry Holdings Pty Ltd Australia 100 Costa Berry Pty Ltd Australia 100 Ind Raspberry Fresh Pty Ltd Australia 100 CBSP Pty Ltd	Costa Asia Pty Ltd (formerly ACN 125 158 741 Pty Ltd)	Australia	100	100	
Vinefresh Pty Ltd Southern Cross Overseas Pty Ltd Costa Exchange Pty Ltd (formerly Costa Exchange Ltd) Costa Berry Holdings Pty Ltd Costa Berry Holdings Pty Ltd Costa Berry Pty Ltd Australia 100 100 Costa Berry Pty Ltd Australia 100 100 Blueberry Investments Morocco Pty Ltd Australia 100 100 Raspberry Fresh Pty Ltd Australia 100 100 RBSP Pty Ltd Australia 100 100 CBSP Pty Ltd Australia 100 100 CBSP Pty Ltd Australia 100 100 FruitExpress Pty Ltd Australia 100 100 ACN 057 689 246 Pty Ltd Australia 100 100 Freshexchange Pty Ltd Australia 100 100 AgriExchange Pty Ltd Australia 100 100 Mushroom Holdings Exchange Pty Ltd Australia 100 100 Mushroom Exchange Pty Ltd Australia 100 100 Costa Fresh Logistics Pty Ltd Australia 100 100 Grape Exchange Farming Pty Ltd Australia 100 100 Grape Exchange Farming Mundubbera Pty Ltd Australia 100 100 Grape Exchange Farming Mundubbera Pty Ltd Australia 100 100 AgriExchange Farming Mundubbera Pty Ltd Australia 100 100 Grape Exchange Farming Mundubbera Pty Ltd Australia 100 100 Grape Exchange Murtho Pty Ltd Australia 100 100 Grape Exchange Murtho Pty Ltd Australia 100 100 AgriExchange Farming Mundubbera Pty Ltd Australia 100 100 Grape Exchange Farming Mundubbera Pty Ltd Australia 100 100 Grape Exchange Murtho Pty Ltd Australia 100 100 AgriExchange Murtho Pty Ltd	Grape Exchange Management Euston Pty Ltd	Australia	100	100	
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Innisfail Holdings Pty Ltd Australia 100 100		Australia			
Exchange Brisbane Pty Ltd Australia 100 100		Australia			
Costa Asia Ltd Hong Kong 100 100					
Costa China (Hong Kong) Ltd Hong Kong 100 100					

#### D3: Related party disclosures

#### (a) Transactions with associates and joint ventures

The group transacted with jointly controlled entities during the 2016 financial period as follows:

- African Blue SARL Accrual of royalty income on blueberry sales of \$1,247,250 (2015: \$764,000).
- African Blue SARL Dividends received amounting to \$1,648,773 (2015: \$1,353,810).
- African Blue SARL Other costs charged of \$173,705 (2015: \$130,986).
- Polar Fresh Partnership Dividends received amounting to \$3,460,029 (2015: \$2,745,143) and \$125,000 (2015: \$125,000) for transactional and management services provided.
- Polar Fresh Partnership Receivable of \$19,097 (2015: \$3,819) for management fees.
- Driscoll's Australia Partnership Commission paid on sale of berries \$17,903,083 (2015: \$13,820,539).
- Driscoll's Australia Partnership Sales of produce \$136,592,526 (2015: \$109,126,476).
- Driscoll's Australia Partnership Receivable of \$6,376,880 (2015: \$4,471,199) for sale of produce.
- Driscoll's Australia Partnership Dividends received amounting to \$3,000,000 (2015: \$2,000,000).

The Group has a loan to African Blue (Joint Venture). This is to fund working capital and was incurred in prior years. The balance as at 26 June 2016 is AUD \$80,230 (2015: AUD \$1,630,585).

(b) Transactions with key management personnel of the entity or its parent and their personally related entities

#### Mr Kevin Schwartz (Director)

• An employee of Paine and Partners, LLC, an entity associated with P&P COS Holdings B.V. P&P COS Holdings B.V. is a 9.16% shareholder in Costa Group Holdings Ltd. Paine and Partners, LLC provided advisory services to the Group in relation to the Company's ASX Listing, for which advisory fees of AUD \$6,433,312 (2015: AUD \$Nil) were paid.

#### Mr Frank Costa (Director)

- Payment of rent by Costa's Pty Ltd to Frank Costa for lease of 1111 Aviation Road, Werribee of AUD \$1 (2015: AUD \$1).
- Costa Asset Management Pty Ltd as trustee for Costa Asset Management Unit Trust provided advisory services to the Group in
  relation to the Company's ASX Listing, for which an advisory fee was paid totalling \$5,374,474 GST Inclusive (2015: Nil). Although
  Costa Asset Management Unit Trust is not a related party of Frank Costa, it is understood that Costa Asset Management Unit
  Trust subsequently paid part of that advisory fee to entities associated with Frank Costa. The Group is unable to determine how
  much was paid to Frank Costa.

	2016	2015
	\$'000	\$'000
Compensation received by key management personnel of the group:		
- Short-term employee benefits	3,591	3,341
- Post-employment benefits	106	65
- Long-term employee benefits	43	46
- Share-based payment benefits	301	742
	4,041	4,194

### **D4: Parent entity disclosures**

### (a) Summarised presentation of the parent entity, Costa Group Holdings Ltd

	2016	2015
	\$ '000	\$ '000
Assets		
Current assets	28	211
Non current assets	414,649	264,944
Total Assets	414,677	265,155
Liabilities		
Current liabilities	5,879	2,017
Non current liabilities	43,879	39,803
Total Liabilities	49,758	41,820
Net Assets	364,919	223,335
Equity		
Share capital	395,688	238,564
Profit reserve	20,005	4,313
Share based payment reserve	523	1,759
Accumulated losses	(51,297)	(21,301)
Total Equity	364,919	223,335

Loss for the year	(4,882)	(2,152)
Total comprehensive loss for the year	(4,882)	(2,152)

### (c) Parent entity guarantees in respect of debts of its subsidiaries

The parent entity has entered into a Deed of Cross Guarantee with the effect that the Company guarantees debts in respect of certain subsidiaries. Further details of the Deed of Cross Guarantee and the subsidiaries subject to the Deed are disclosed in Note D5.

#### D5. Deed of cross guarantee

The wholly owned subsidiaries listed in Note D2 (excluding Hillston Investments Pty Ltd and Innisfail Holdings Pty Ltd) are parties to a deed of cross guarantee under which each company guarantees the debts of the others. These parties to the deed of cross guarantee consist of only the Australian wholly owned subsidiaries.

Pursuant to ASIC Class Order 98/1418 (as amended), these wholly owned subsidiaries listed in Note D2 (excluding Hillston Investments Pty Ltd and Innisfail Holdings Pty Ltd) are relieved from the Corporations Act requirements to prepare a financial report and director's report.

A consolidated statement of profit or loss and other comprehensive income and a consolidated statement of financial position for the year ended 26 June 2016, comprising the above listed parties to the deed which represent the "closed group", are set out below:

#### (a) Consolidated Statement of Comprehensive Income of the closed group

	2016 \$ '000	2015 \$ '000
Revenue	821,861	736,231
Less: Expense	(800,622)	(740,763)
Profit / (loss) before income tax expense	21,239	(4,532)
Income tax expense	(10,423)	(640)
Total loss / total comprehensive loss for the year	10,816	(5,172)

#### (b) Consolidated Statement of Financial Position of the closed group

ASSETS Current assets Cash and cash equivalents Receivables	<b>\$ '000</b> 4,002	\$ '000
Current assets Cash and cash equivalents Receivables	4,002	
Cash and cash equivalents Receivables	4,002	
Receivables	4,002	
		9,504
	72,458	62,201
Inventories	17,904	16,124
Biological assets	37,408	31,571
Other assets	5,333	6,517
Assets classified as held for sale		4,242
Total current assets	137,105	130,159
Non-current assets		
Receivables	=	125
Other financial assets	327	2,036
Equity accounted investments	33,665	27,587
Intangible assets	142,782	141,865
Deferred tax assets	4,957	5,504
Property, plant and equipment	249,324	219,987
Total non-current assets	431,055	397,104
Total assets	568,160	527,263
LIABILITIES		
Current liabilities		
Payables	81,638	74,495
Borrowings	-	4,885
Provisions	13,217	13,483
Derivative financial liabilities	242	
Current tax liabilities	5,879	1,563
Total current liabilities	100,976	94,426
Non-current liabilities		
Borrowings	103,766	228,004
Redeemable preference shares	-	1,119
Provisions	4,172	3,290
Derivative financial liabilities	-	3,337
Total non-current liabilities	107,938	235,750
Total liabilities	208,914	330,176
NET ASSETS	359,246	197,087
EQUITY		
Contributed equity	384,098	226,975
Share based payment reserve	523	1,759
Profit reserve	20,005	4,313
Accumulated losses	(45,380)	(35,960)
Total equity	359,246	197,087

<sup>\*</sup>Refer to note E3 for details regarding the restatements as a result of the early adoption of the amendments made to Accounting Standards AASB 116 Property, plant and equipment and AASB 141 Agriculture in relation to bearer plants.

#### E. OTHER

#### E1. Share-based payments

	2016 \$ '000	2015 \$ '000
Share-based payments reserve	523	1,759

The share-based payments reserve is used to record the fair value of shares or equity-settled share-based payment options issued to employees.

#### Share-Based Payment Plan - Employee Share Option Plan

The Group continued to offer equity-settled share-based payments via employee participation in long term incentive schemes as part of the remuneration packages for the key management personnel and executives of the Company.

During the financial year 2016, 3,513,372 (2015: 2,455,000) options have been granted to key management personnel and the executive team under new option plans.

#### **Recognition and measurement**

The Group provides benefits to its employees and Directors in the form of share-based payment transactions, whereby services are rendered in exchange for shares or options ("equity-settled transactions").

The fair value of options and performance rights is recognised as an expense with the corresponding increase in equity (share-based payments reserve). The fair value is measured at grant date and recognised over the period during which the holder becomes unconditionally entitled to the options.

#### **Measurement of Fair Values**

The fair value of the options issued under this Option Plan was measured on using a Black-Scholes pricing model. The inputs used in the measurement of the fair values at grant date of the options were as follows:

Employee share option programs	2016				2015			
		CEO		MP and recutives		/IP and ecutives		executive rectors
Number issued		1,891,944		1,621,428	:	2,005,000		450,000
Fair value at grant date	\$	0.23	\$	0.39	\$	0.19	\$	0.17
Share price at grant date	\$	2.16	\$	2.30	\$	1.29	\$	1.29
Exercise price	\$	2.81	\$	2.25	\$	1.45	\$	1.45
Expected volatility		27.00%		27.00%		28.43%		28.43%
Expected dividend yield		3.75%		3.75%		0.00%		0.00%
Risk-free rate		1.98%		1.81%		2.67%		2.58%

The expected volatility has been based on an evaluation of the historical volatility using comparable companies to the Group. The Group has accounted for the options as equity settled share based payments.

#### Reconciliation of outstanding share options

The number and weighted average exercise prices of options under the employee share option program are as follows:

		Weighted average		Weighted average
	Number of	exercise price	Number of	exercise price
	options 2016	2016	options 2015	2015
Opening balance	21,671,752	1.45	19,216,752	1.45
Disposed for cash or settled for shares during the year	(21,221,752)	1.45	-	1.45
Granted during the year	3,513,372	2.51	2,455,000	1.45
Closing balance	3,963,372	2.39	21,671,752	1.45
Exercisable at year end	450,000	1.45	-	<u>-</u>

The options outstanding as at 26 June 2016, which have not been vested, have an exercise price of \$2.51 (2015: \$1.45). All outstanding options in 2015 vested as part of the IPO undertaken on 24 July 2015.

#### **E2. Taxation**

	2016 \$ '000	2015 \$ '000
(a) Components of tax expense		
Current tax	7,387	3,296
Deferred tax	3,101	(886)
Over provision in prior years	(65)	(1,770)
	10,423	640

#### (b) Prima facie tax payable

The prima facie tax payable on profit before income tax is reconciled to the income tax expense as follows:

Profit before income tax	35,681	4,953
Prima facie income tax expense on profit before income tax at 30.0%	10,704	1,486
Add tax effect of:		
- non-deductible entertainment	146	35
- deferred tax asset not recognised on capital losses	1,726	-
- goodwill impairment loss	-	2,085
- share-based payments expense	134	394
- other assessable items	44	-
- other non-deductible items	28	25
	2,078	2,539
Less tax effect of:		
- research and development tax credits	750	750
- non-assessable, non-exempt income	1,544	865
- over provision in prior years	65	1,770
	2,359	3,385
Income tax expense attributable to profit	10,423	640

	2016 \$ '000	2015 \$ '000
(c) Current tax		
Current tax relates to the following:		
Current tax liabilities / (assets)		
Opening balance	1,563	2,101
Current year tax expense	7,387	3,296
Tax refunds/(payments)	(2,389)	(2,064)
Foreign withholding tax credits received	(207)	-
Under / (over) provisions	(475)	(1,770)
Closing balance	5,879	1,563
(d) Deferred tax		
Deferred tax relates to the following:		
Deferred tax assets		
The balance comprises:		
Property, plant and equipment	-	1,550
Provisions	5,343	5,357
Trade and other payables	2,973	3,167
Capital (black hole) deductions (section 40-880)	8,534	2,574
Borrowings	-	725
Other	760	60
Derivative financial liabilities	73	1,043
Derivative intalical hashines	17,683	14,476
Deferred tax liabilities		
The balance comprises:		
Property, plant and equipment	1,362	_
Trade and other receivables	260	68
Biological assets	9,495	6,554
Intangible assets	1,609	2,306
Derivative financial assets	-	44
Derivative infancial assets	12,726	8,972
Net deferred tax assets	4,957	5,504
		<u> </u>
(e) Deferred tax expense included in income tax comprises		
Decrease / (increase) in deferred tax assets	(650)	(2,188)
Increase / (decrease) in deferred tax liabilities	3,751	1,302
	3,101	(886)
(f) Deferred tax movement		
Opening balance – net deferred tax asset	5,504	4,618
Other	(483)	-
(Decrease)/increase in DTA recognised in P&L	(3,101)	886
(Decrease)/increase in DTA recognised in equity	3,037	<u>-</u>
Closing balance – net deferred tax asset	4,957	5,504
and an area of the control to the co		3,304

The Group's franking account balance as at 26 June 2016 is \$11,284,609 (2015: \$17,310,771).

#### **Recognition and measurement**

Current income tax expense or benefit is the tax payable or receivable on the current period's taxable income based on the applicable income tax rate adjusted by changes in deferred tax assets and liabilities.

Deferred tax assets and liabilities are recognised for temporary differences at the applicable tax rates when the assets are expected to be recovered or liabilities are settled. No deferred tax asset or liability is recognised in relation to temporary differences if they arose in a transaction, other than a business combination, that at the time of the transaction did not affect either accounting profit or taxable profit or loss.

Deferred tax assets are recognised for deductible temporary differences and unused tax losses only if it is probable that future taxable amounts will be available to utilise those temporary differences and losses.

Current and deferred tax balances attributable to amounts recognised directly in equity are also recognised directly in equity.

#### **Tax Consolidation**

The parent entity Costa Group Holdings Ltd and its subsidiaries have implemented the tax consolidation legislation and have formed a tax consolidated Group. The parent entity and subsidiaries in the tax consolidated Group have entered into a tax funding agreement such that each entity in the tax consolidated Group recognises the assets, liabilities, expenses and revenues in relation to its own transactions, events and balances only. This means that:

- the parent entity recognises all current and deferred tax amounts relating to its own transactions, events and balances only;
- the subsidiaries recognise current or deferred tax amounts arising in respect of their own transactions, events and balances; and
- current tax liabilities and deferred tax assets arising in respect of tax losses are transferred from the subsidiary to the head entity
  as inter-company payables or receivables.

The tax consolidated Group also has a tax sharing agreement in place to limit the liability of subsidiaries in the tax consolidated Group arising under the joint and several liability requirements of the tax consolidation system, in the event of default by the parent entity to meet its payment obligations.

#### Critical accounting estimate and judgement

#### Income Tax

Income tax benefits are based on the assumption that no adverse change will occur in the income tax legislation and the anticipation that the group will derive sufficient future assessable income to enable the benefit to be realised and comply with the conditions of deductibility imposed by the law.

Deferred tax assets are recognised for deductible temporary differences as management considers that it is probable that future taxable profits will be available to utilise those temporary differences.

#### E3. New accounting standards

Amendments to AASB 116 Property, Plant and Equipment and AASB 141 Agriculture distinguish bearer plants from other biological assets. Bearer plants are solely used to grow produce over their productive lives and are seen to be similar to an item of machinery. They will therefore now be accounted for under AASB 116 Property, Plant and Equipment, and will be measured using the *cost less accumulated depreciation* method. Agricultural produce growing on bearer plants will remain within the scope of AASB 141 Agriculture and continue to be measured at fair value less costs to sell.

As required under the standards, these changes have been applied retrospectively to the earliest period presented in the financial statements (FY2015). As permitted under the transitional rules, the fair value of the bearer plants at 29 June 2014 will be the deemed opening cost value at the start of FY2015. They will then be depreciated over their remaining useful life using the straight line method. Furthermore, costs associated with re-planting will now be capitalised instead of expensed as they are incurred.

The table below summarises the impact of these changes on the Group's financial statements.

Consolidated statement of profit and loss and other comprehensive income (extract)  Other expenses (55,452) 332  Gain on fair value adjustments – biological assets (252) 3,602	(EE 120)
Other expenses (55,452) 332	(EE 120\
•	/EE 120\
Gain on fair value adjustments – biological assets (252) 3,602	(55,120)
	3,350
Depreciation and amortisation expense (18,481) (1,073)	(19,554)
Impairment losses (15,703) (3,238)	(18,941)
Profit before income tax 5,330 (377)	4,953
Income tax benefit/(expense) (753) 113	(640)
NPAT attributable to shareholders 4,577 (264)	4,313
Basic earnings per share (cents per share) 0.25 (0.14)	0.11
Diluted earnings per share (cents per share) 0.22 (0.11)	0.11
Consolidated statement of financial position (extract)	
Biological assets (non-current) 4,305 (4,305)	-
Property, plant and equipment 216,059 3,928	219,987
Deferred tax assets 5,391 113	5,504
Total assets 527,876 (264)	527,612
Net assets 197,701 (264)	197,437
Statement of changes in equity (extract)	
Profit reserve 4,577 (264)	4,313
Total equity 197,701 (264)	197,437

#### **New Accounting Standards and Interpretations**

Since 29 June 2015, the Group has adopted the following new and revised Accounting Standards issued by the Australian Accounting Standards Board (AASB) that are relevant to the Group's operations:

- AASB 2014-6 Amendments to Australian Accounting Standards Agriculture: Bearer Plants
- AASB 2015-3 Amendments to Australian Accounting Standards arising from the Withdrawal of AASB 1031 Materiality
- AASB 2015-4 Amendments to Australian Accounting Standards Financial Reporting Requirements for Australian Groups with a Foreign Parent

The adoption of these standards did not have a significant impact on the Group's financial position or performance.

#### **Recently issued or amended Accounting Standards**

The following relevant Australian Accounting Standards and Interpretations have been issued or amended but are not yet effective and the Group has not yet adopted them:

- AASB 15 Revenue from Contracts with Customers
- AASB 9 Financial Instruments
- AASB 16 Leases
- AASB 2014-10 Amendments to Australian Accounting Standards Sale or Contribution of Assets between an Investor and its
  Associate or Joint Venture
- AASB 2016-1 Amendments to Australian Accounting Standards Recognition of Deferred Tax Assets or Unrealised Losses
- AASB 2016-2 Amendments to Australian Accounting Standards Disclosure Initiative: Amendments to AASB 107
- AASB 1057 Application of Australian Accounting Standards
- AASB 2015-5 Amendments to Australian Accounting Standards Investment Entities: Applying the Consolidation Exception
- AASB 2015-2 Amendments to Australian Accounting Standards Disclosure Initiative: Amendments to AASB 101
- AASB 2015-1 Amendments to Australian Accounting Standards Annual Improvements to Australian Accounting Standards 2012-2014 Cycle
- AASB 2014-9 Amendments to Australian Accounting Standards Equity method in Separate Financial Statements
- AASB 2014-4 Amendments to Australian Accounting Standards Clarification of Acceptable Methods of Depreciation and Amortisation
- AASB 2014-3 Amendments to Australian Accounting Standards Accounting for Acquisitions of Interests in Joint Operations

The Group is currently assessing the impact of these standards to its financial position and performance.

#### **E4. Auditor's Remuneration**

		2016	2015
Audit and review services provided by			
KPMG Audit and review of financial reports		340,700	245,700
Addit and review of infancial reports		340,700	243,700
Other services provided by KPMG			
Taxation compliance and other taxation advisory services (including R&D)		175,000	277,030
Other assurance services (including IPO services)		_	785,000
Other services (including IPO services)		21,000	575,230
		196,000	1,637,260
Total Remuneration of KPMG Australia		536,700	1,882,960
E5. Assets classified as held for sale			
		2016	2015
	_	\$ '000	\$ '000
Water licences	(a)	-	2,315
Property, plant and equipment	(b)	-	1,927
	_	-	4,242

(a) In 2015, the Group held Water access licenses (water rights) across various locations in Australia, in which the following two were classified as assets held for sale:

- · St George (Western Queensland)
- · Darling River, Menindee (New South Wales)

During 2016, these rights have been sold to external parties in accordance with the closure of these farms.

(b) In 2015, the Group also had property, plant and equipment held for sale from the Mushroom sites which were no longer operational. One of the two sites was sold in 2016.

#### Assets held for sale

Non-current assets, or disposal groups comprising assets and liabilities, are classified as held-for-sale or held-for-distribution if it is highly probable that they will be recovered primarily through sale rather than through continuing use. This condition is regarded as met when the sale is highly probable and the asset or disposal group is available for immediate sale in its present condition. Management must be committed to the sale, which should be expected to qualify for recognition as a completed sale within one year from date of classification.

Immediately before classification as held-for-sale, the assets, or components of a disposal group, are remeasured in accordance with the Group's accounting policies. Thereafter, the assets, or disposal group, are measured at the lower of their carrying amount and fair value less costs to sell. Impairment losses on initial classification as held-for-sale and subsequent gains or losses on re-measurement are recognised in the statement of comprehensive income. Gains are not recognised in excess of any cumulative impairment loss.

Once classified as held-for-sale or held-for-distribution, intangible assets and property, plant and equipment are no longer amortised or depreciated, and any equity accounted investments are no longer equity accounted.

#### Critical accounting estimate and judgement

#### Valuation of assets held-for-sale

Assets held-for-sale are valued at the lower of cost and fair value less costs to sell upon classification. There are no indicators that assets held-for-sale are impaired. Based on recent market transactions entered into by the Group, the sales price of these assets are higher than the carrying value

#### E6. Other financial assets

	2016 \$ '000	2015 \$ '000
NON CURRENT		
Loans to related party associates	80	1,631
Interest rate swap-option*	-	8
Available for sale financial assets		
Shares in unlisted corporations	247	397
	327	2,036

<sup>\*</sup>Refer to Note C8 for disclosure on fair valuation technique of this asset.

#### E7. Other accounting policies

#### Research and development expenditure

Expenditure on research activities is recognised as an expense when incurred.

Expenditure on development activities is capitalised only when technical feasibility studies demonstrate that the project will deliver future economic benefits and these benefits can be measured reliably. Capitalised development expenditure is stated at cost less accumulated amortisation. Amortisation is calculated using the straight line method to allocate the cost of its estimated useful life commencing when the intangible asset is available for use.

Other development expenditure is recognised as an expense when incurred.

#### Bonus plan

The Group recognises a provision when a bonus is payable in accordance with the employee's contract of employment, and the amount can be reliably measured.

#### **Government grants**

Government grants are initially recognised as deferred income at fair value when there is recoverable assurance that they will be received and that the Group will comply with the conditions associated with the grant. Subsequently, they are recognised in the statement of comprehensive income to offset the applicable expenses incurred by the Group as stated in the provisions of the government grants.

#### **Costa Group Holdings Ltd**

#### Directors' Declaration

- In the opinion of the directors of Costa Group Holdings Ltd ("the Company"):
  - (a) the consolidated financial report and notes A1 to E6 and the Remuneration Report in the Directors' Report, are in accordance with the Corporations Act 2001, including:
    - (i) giving a true and fair view of the Group's financial position as at 26 June 2016 and of its performance, for the financial year ended on that date; and
    - (ii) complying with Australian Accounting Standards and the Corporations Regulations 2001; and
  - (b) there are reasonable grounds to believe that the Company will be able to pay its debts as and when they become due and payable.
- There are reasonable grounds to believe that the Company and the Group entities identified in Note D5 will be able to meet any obligations or liabilities to which they are or may become subject to by virtue of the Deed of Cross Guarantee between the Company and the Group entities pursuant to ASIC Class Order 98/1418.
- The directors have been given the declarations required by Section 295A of the Corporations Act 2001 from the Chief Executive Officer and Chief Financial Officer for the financial year ended 26 June 2016.
- 4. The directors draw attention to the "Overview" section of the consolidated financial report, which includes a statement of compliance with International Financial Reporting Standards.

Signed in accordance with a resolution of the directors:

Dated at Melbourne 24<sup>th</sup> day of August 2016.

Harry Debney

Managing Director & CEO

Neil Chatfield

Chairman



### Independent auditor's report to the members of Costa Group Holdings Limited Report on the financial report

We have audited the accompanying financial report of Costa Group Holdings Limited (the Company), which comprises the Consolidated Statement of Financial Position as at 26 June 2016, the Consolidated Statement of Profit or Loss and Other Comprehensive Income, Consolidated Statement of Changes in Equity and Consolidated Statement of Cash Flows for the year ended on that date, the Overview on pages 39 to 41, notes A1 to E7 comprising a summary of significant accounting policies and other explanatory information and the Directors' Declaration of the Group comprising the Company and the entities it controlled at the year's end or from time to time during the financial year.

Directors' responsibility for the financial report

The Directors of the Company are responsible for the preparation of the financial report that gives a true and fair view in accordance with Australian Accounting Standards and the *Corporations Act 2001* and for such internal control as the Directors determine is necessary to enable the preparation of the financial report that is free from material misstatement whether due to fraud or error. In the Overview, the Directors also state, in accordance with Australian Accounting Standard AASB 101 *Presentation of Financial Statements*, that the financial statements of the Group comply with International Financial Reporting Standards.

#### Auditor's responsibility

Our responsibility is to express an opinion on the financial report based on our audit. We conducted our audit in accordance with Australian Auditing Standards. These Auditing Standards require that we comply with relevant ethical requirements relating to audit engagements and plan and perform the audit to obtain reasonable assurance whether the financial report is free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial report. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the financial report, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation of the financial report that gives a true and fair view in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the directors, as well as evaluating the overall presentation of the financial report.

We performed the procedures to assess whether in all material respects the financial report presents fairly, in accordance with the *Corporations Act 2001* and Australian Accounting Standards, a true and fair view which is consistent with our understanding of the Group's financial position and of its performance.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### Independence

In conducting our audit, we have complied with the independence requirements of the *Corporations Act 2001*.



#### Auditor's opinion

#### In our opinion:

- (a) the financial report of the Group is in accordance with the Corporations Act 2001, including:
  - (i) giving a true and fair view of the Group's financial position as at 26 June 2016 and of its performance for the year ended on that date; and
  - (ii) complying with Australian Accounting Standards and the Corporations Regulations 2001.
- (b) the financial report also complies with International Financial Reporting Standards as disclosed in the Overview.

#### **Report on the Remuneration Report**

- Paul J. M. Jenus

We have audited the Remuneration Report included in pages 22 to 32 of the Directors' Report for the year ended 26 June 2016. The Directors of the Company are responsible for the preparation and presentation of the Remuneration Report in accordance with Section 300A of the *Corporations Act 2001*. Our responsibility is to express an opinion on the Remuneration Report, based on our audit conducted in accordance with auditing standards.

Auditor's opinion

KPMG

In our opinion, the Remuneration Report of Costa Group Holdings Limited for the year ended 26 June 2016, complies with Section 300A of the *Corporations Act 2001* 

**KPMG** 

Paul J McDonald

Partner Melbourne

24 August 2016