

## ASX RELEASE

23 May 2017

### CALTEX REFINER MARGIN UPDATE (APRIL 2017)

Caltex advises its realised lagged<sup>1</sup> Caltex Refiner Margin (CRM<sup>2</sup>), in respect of CRM sales from production for the month of April 2017.

	April 2017	March 2017	April 2016
Unlagged CRM	US\$15.74/bbl	US\$11.26/bbl	US\$8.80/bbl
Impact of pricing lag positive/(negative)	US(\$0.41)/bbl	US\$0.39/bbl	US(\$0.43)/bbl
Realised CRM	US\$15.32/bbl	US\$11.65/bbl	US\$8.37/bbl
CRM Sales from production	525 ML	534 ML	554ML

The April unlagged CRM was US\$15.74/bbl. This is above the prior month (March 2017: US\$11.26/bbl) and prior year monthly comparative (US\$8.80/bbl).

The unlagged Caltex Singapore Weighted Average Margin was US\$13.64/bbl, which is above the prior month (March 2017: US\$12.04/bbl) and the prior year (April 2016: US\$10.69/bbl).

Higher petrol and diesel refiner margins in the last week of April drove an unfavourable US(\$0.41)/bbl pricing lag (March favourable pricing lag: US\$0.39/bbl).

The April 2017 realised CRM was US\$15.32/bbl including the pricing lag. This is above the March 2017 CRM of US\$11.65/bbl and prior year comparative (March 2016: US\$8.37/bbl).

Sales from production in April 2017 of 525 ML were below the prior month (March 2017: 534 ML) and prior year comparative (March 2016: 554 ML).

For the four months to 30 April 2017, the average realised CRM was US\$13.05/bbl (2016 US\$10.01/bbl) with CRM sales from production totalling 1,984 ML (2016: 1,997 ML).

Period ended 30 April	2017	2016
Realised CRM	US\$13.05/bbl	US\$10.01/bbl
Unlagged CRM	US\$12.92/bbl	US\$10.13/bbl
CRM Sales from production	1,984 ML	1,997 ML

#### Notes

1. A fall in the Australian dollar crude price, particularly at the latter end of the month, produces a positive lag effect on the CRM (i.e. increases the CRM) and, conversely, in the event of a rise in the Australian dollar crude price, a negative lag effect occurs (i.e. reduces the CRM).
2. CRM represents the difference between the cost of importing a standard Caltex basket of products to eastern Australia and the cost of importing the crude oil required to make that product basket.

The CRM is calculated in the following manner:

Weighted Singapore product prices (for a standard Caltex basket of products)  
Less: Reference crude price (the Caltex reference crude marker is Dated Brent)  
Equals: Singapore Weighted Average Margin (Dated Brent basis)  
Plus: Product quality premium  
Crude discount  
Product freight  
Less: Crude premium  
Crude freight  
Yield Loss  
Equals: Caltex Refiner Margin

The Caltex Refiner Margin is converted to an Australian dollar basis using the prevailing average monthly exchange rate.

CRM is just one contributor to the replacement cost of sales operating profit (RCOP) EBIT earnings (excluding significant items). Other items contributing to the RCOP EBIT include Transport Fuels volume and margin, Lubricants and Specialties volume and margin, Non-Fuel Income and Other Margin less Operating Expenses.

3. RCOP excludes the unintended impact of the fall or rise in oil and product prices (a key external factor) and presents a clearer picture of the company's underlying business performance. It is calculated by restating the cost of sales using the replacement cost of goods sold rather than the historic cost, including the effect of contract based revenue lags.

### **Caltex Australia**

A proud and iconic Australian company, Caltex has grown to become the nation's leading transport fuel supplier, with a vast network of approximately 1,900 company-owned, franchised or affiliated sites. Caltex aims to be the market leader in complex supply chains and the evolving convenience marketplace, by delivering the fuel and other everyday needs of its diverse customers through its networks. With a history tracing back to 1900, Caltex has safely and reliably fuelled the needs of Australian motorists and businesses for more than a century. It operates as a refiner, importer and marketer of fuels and lubricants. It is listed as CTX on the Australian Securities Exchange. For more information visit [www.caltex.com.au](http://www.caltex.com.au)

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