



Australian Agricultural Company Limited
ABN 15 010 892 270

Appendix 4D

15 November 2017

Manager
ASX Market Announcements
Australian Securities Exchange

Attached is the Australian Agricultural Company Limited's Appendix 4D for the half year ended 30 September 2017.

Issued by:
Bruce Bennett
General Counsel and Company Secretary

Appendix 4D

Australian Agricultural Company Limited
Results for announcement to the market on 16 November 2017
For the six months ended 30 September 2017

H1FY18 IN REVIEW

A review of the operating and financial performance of the Company is included in the directors' report of Australian Agricultural Company Limited (AACo) for the half-year ended 30 September 2017.

\$ mil	H1FY18	H1FY17	Variance Favourable/(unfavourable)	Movement % Favourable/(unfavourable)
Meat Sales	170	196	(26)	(13%)
Cattle Sales	27	18	9	50%
Gross Operating Margin – Statutory	20	145	(125)	(86%)
Operating Expenses	(59)	(59)	-	-
EBITDA – Statutory	(36)	88	(124)	(141%)
– Operating	16	14	2	16%
EBIT – Statutory	(46)	79	(125)	(158%)
– Operating	7	4	3	71%
Net finance costs	(8)	(11)	3	24%
Income tax benefit/(expense)	16	(20)	36	180%
Net (loss)/profit – Statutory	(38)	48	(86)	(179%)
Net Operating Cash Outflow	(47)	(34)	(13)	(38%)
	SEP 17	MAR 17	Variance Favourable/(unfavourable)	Movement % Favourable/(unfavourable)
Total Assets - \$ mil	1,511	1,546	(35)	(2%)
Gearing (%)	26.4%	24.4%	(2ppt)	(8%)
Net tangible assets per share	1.71	1.82	(0.11)	(6%)
People (FTE)	578	549	29	5%
Lost time injury frequency rate (LTIFR)	12	17	5	29%

Other Operating Metrics

	H1FY18	H1FY17	Variance Favourable/(unfavourable)	Movement % Favourable/(unfavourable)
Luxury/Prestige beef revenue - \$ mil	77.9	79.3	(1.4)	(2%)
Luxury/Prestige beef kgs sold – mil kg CW ⁽¹⁾	5.0	5.8	(0.8)	(14%)
Luxury/Prestige beef sold - \$/kg CW	15.58	13.59	1.99	15%
Premium beef revenue - \$ mil	35.9	53.8	(17.9)	(33%)
Premium beef kgs sold – mil kg CW	3.8	6.1	(2.3)	(38%)
Premium beef sold - \$/kg CW	9.44	8.82	0.62	7%
Livingstone beef revenue - \$ mil	56.1	62.8	(6.7)	(11%)
Livingstone beef kgs sold – mil kg CW	13.1	14.4	(1.3)	(9%)
Livingstone beef sold - \$/kg CW	4.28	4.36	(0.08)	(2%)
Cattle sales – mil kg LW ⁽¹⁾	7.8	6.4	1.4	22%
Cattle revenue – \$mil	27.3	18.2	9.1	50%
Third party gross processing cost – \$/kg HSCW ⁽¹⁾ (6 month average)	1.27	1.20	(0.07)	(6%)
Kilograms produced – mil Kg LW	37.8	40.9	(3.1)	(8%)
Cost of production – \$/kg LW	2.13	2.09	(0.04)	(2%)
Cattle purchases – mil kg LW	21.1	29.5	8.4	28%
Cattle purchases – \$/kg LW	3.50	2.64	(0.86)	(33%)
Over the hook purchases ⁽²⁾ – mil kg HSCW	3.5	3.1	(0.4)	(13%)
Over the hook purchases - \$/kg HSCW	3.80	4.50	0.7	16%

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

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