



Australian Agricultural Company Limited

ABN 15 010 892 270

2019 Half Year Results

ASX Announcement

20 November 2018

Australian Agricultural Company Limited ('AACo') has today released the Company's Financial Report for the half year ended 30 September 2018.

The documents released today are:

- Appendix 4D
- AACo HY19 Financial Report
- AACo HY19 Media Release
- AACo HY19 Results Presentation

Appendix 4D

Australian Agricultural Company Limited
Results for announcement to the market 20 November 2018
For the six months ended 30 September 2018

H1FY19 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 2018.

\$ mil	H1FY19	H1FY18	Variance Favourable/(unfavourable)	Movement % Favourable/(unfavourable)
Meat Sales	146	170	(24)	(14%)
Cattle Sales	73	27	46	170%
Gross Operating Margin – Statutory	(24)	20	(44)	(220%)
Operating Expenses	(66)	(59)	(7)	12%
Operating Profit	25	7	18	257%
Statutory EBITDA loss	(83)	(36)	(47)	(131%)
Statutory EBIT loss	(89)	(46)	(43)	(93%)
Net finance costs	(9)	(8)	(1)	(13%)
Income tax benefit	29	16	13	81%
Net Statutory loss	(68)	(38)	(30)	(79%)
Net Operating Cash Inflow/(Outflow)	30	(47)	77	164%
	SEP 18	MAR 18	Variance Favourable/(unfavourable)	Movement % Favourable/(unfavourable)
Total Assets - \$ mil	1,340	1,455	(115)	(8%)
Gearing (%)	26.8%	26.3%	5ppt	2%
Net tangible assets per share	1.50	1.62	(0.12)	(7%)
People (FTE)	415	601	(186)	(31%)
Lost time injury frequency rate (LTIFR)	14	8	6	75%

Other Operating Metrics

	H1FY19	H1FY18	Variance Favourable/(unfavourable)	Movement % Favourable/(unfavourable)
Luxury/Prestige beef revenue - \$ mil	93.9	77.9	16	21%
Luxury/Prestige beef kgs sold – mil kg CW ⁽¹⁾	7.1	5.0	2.1	42%
Luxury/Prestige beef sold - \$/kg CW	13.16	15.58	(2.42)	(16%)
Premium beef revenue - \$ mil	21.3	35.9	(14.6)	(41%)
Premium beef kgs sold – mil kg CW	2.1	3.8	(1.7)	(45%)
Premium beef sold - \$/kg CW	10.29	9.44	0.85	9%
Livingstone beef revenue - \$ mil	27.8	56.1	(28.3)	(50%)
Livingstone beef kgs sold – mil kg CW	5.0	13.1	(8.1)	(62%)
Livingstone beef sold - \$/kg CW	5.59	4.28	1.31	31%
Cattle sales – mil kg LW ⁽¹⁾	30.4	7.8	22.6	290%
Cattle revenue – \$mil	72.8	27.3	45.5	167%
Kilograms produced – mil Kg LW	41.5	37.8	3.7	10%
Cost of production – \$/kg LW	2.52	2.13	0.39	18%

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