



Australian Agricultural Company Limited

ABN 15 010 892 270

FINANCIAL REPORT 2021

DIRECTORS' REPORT

Your Directors submit their report for the year ended 31 March 2021.

DIRECTORS

The names and details of the Company's Directors in office during the financial period and until the date of this report are set out in the following section. All Directors were in office for the entire period unless otherwise stated.



Donald McGauchie AO, FAICD (Non-executive Chairman)

Mr McGauchie was appointed a Director on 19 May 2010 and subsequently Chairman on 24 August 2010. Mr McGauchie is the Chairman of the Nomination Committee and a member of the Staff and Remuneration Committee and Brand, Marketing & Sales Committee.

Mr McGauchie is currently a Director of GrainCorp Limited. His previous roles with public companies include Chairman of Nufarm Limited, Chairman of Telstra Corporation Limited, Deputy Chairman of Ridley Corporation Limited, Director of National Foods Limited, Chairman of Woolstock, Chairman of the Victorian Rural Finance Corporation (statutory corporation), Director of James Hardie Industries plc, and also President of the National Farmers Federation. During 2011 he retired as a member of the Reserve Bank Board. In 2001 Mr McGauchie was named the Rabobank Agribusiness Leader of the Year, was later awarded the Centenary Medal for services to Australian society through agriculture and business, and in 2004 was appointed an Officer of the Order of Australia.

During the past three years, Mr McGauchie has served as a Director of the following listed companies:

- > GrainCorp Limited* – appointed December 2009
- > Nufarm Limited – retired September 2020

*Denotes current Directorship



Hugh Killen GMP (Harvard Business School)

Mr Killen was appointed Managing Director and Chief Executive Officer in February 2018. Prior to this, he held the position of Chief Commercial Officer in a consulting capacity assisting AACo's operations and finance functions.

Mr Killen is a highly experienced senior executive with over 25 years' experience in global financial markets and has worked in London, New York and Sydney.

Before joining AACo, Mr Killen spent 15 years at Westpac Institutional Bank. He held several senior executive roles which included managing Westpac Banking Corporation's North American business throughout the global financial crisis, and finally as the Managing Director of Fixed Income, Currency and Commodities.

Mr Killen has also served as a board member of the Association for Financial Markets Global Foreign Exchange Division, sat on the Reserve Bank of Australia's (RBA) Australian Foreign Exchange Committee, and has represented Australia internationally as the RBA appointed member of the BIS Working Group developing the Global Code of Conduct for foreign exchange markets.

Mr Killen is an alumni of the Kings School, Parramatta and Harvard Business School, and a Member of the Australian Institute of Company Directors. Mr Killen has a lifelong association with agriculture, having being raised on pastoral properties in northern NSW and south-west Queensland, and has retained strong personal involvement in the industry through private investments in farming.

DIRECTORS' REPORT

DIRECTORS (continued)



Stuart Black AM, FCA, FAICD, BA (Accounting)

Mr Black was appointed a Director on 5 October 2011. Mr Black is Chairman of the Audit and Risk Management Committee and a member of the Nomination Committee.

Mr Black has extensive experience in agribusiness. He is a current non-executive director of Palla Pharma Limited and Freedom Foods Group Limited, a former director of NetComm Wireless Limited, Coffey International Limited, Country Education Foundation of Australia Limited, former Chairman of the Chartered Accountants Benevolent Fund Limited, and a past President of the Institute of Chartered Accountants of Australia. He was the inaugural Chair and is a past Board

Member of the Australian Accounting Professional and Ethical Standards Board.

In 2012 he was appointed a Member of the Order of Australia for services to the profession of accounting, to ethical standards, as a contributor to professional organisations and to the community.

During the past three years Mr Black has served as a Director of the following listed companies:

- > NetComm Wireless Limited – resigned June 2019
- > Palla Pharma Limited* – appointed June 2016
- > Freedom Foods Group Limited* – appointed March 2021

*Denotes current Directorship



Tom Keene BEd, FAICD

Mr Keene was appointed a Director on 5 October 2011. Mr Keene is Chairman of the Staff and Remuneration Committee and a member of the Nomination Committee.

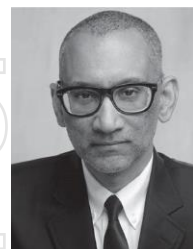
Mr Keene has had an extensive career in agriculture; he is the former Managing Director of GrainCorp Limited, and is currently a Director of the leading Australian wood fibre exporter, Midway Limited. He is also the former Chairman of Grain Trade Australia Limited and a former Director of Cotton Seed Distributors Limited.

In 2007, Mr Keene was named the NAB Agribusiness Leader of the Year.

During the past three years Mr Keene has served as a Director of the following listed companies:

- > Midway Limited* – appointed August 2008

*Denotes current Directorship



Dr Shehan Dissanayake Ph.D.

Dr Shehan Dissanayake was appointed as a Director on 27 April 2012, and was an Executive Director from 11 April 2017 to 20 November 2019. Dr Dissanayake is a senior Managing Director of the Tavistock Group.

Before joining Tavistock Group in 2002, Dr Dissanayake was a Managing Partner of Arthur Anderson.

He holds a Ph. D in Pharmacological and Physiological Sciences from The University of Chicago.

During the past three years Dr Dissanayake has not served as a Director of any other listed company.

DIRECTORS' REPORT

DIRECTORS (continued)



Anthony Abraham BEc LLB (Accountancy and Law)

Mr Abraham was appointed a Director on 7 September 2014. Mr Abraham is a member of the Audit and Risk Management Committee and Nomination Committee.

Mr Abraham has over 30 years' experience in banking, finance and investment management including 18 years specifically in food and agriculture. Mr Abraham established Macquarie Group's agricultural funds management business and is currently a member of ROC Partners' food and agricultural investment team.

Mr Abraham consults to the Clean Energy Finance Corporation's food and agricultural team who seek investments aimed at facilitating the reduction of carbon intensity in the Australian agricultural sector.

During the past three years Mr Abraham has not served as a Director of any other listed company.



Neil Reisman JD

Mr Reisman was appointed a Director on 10 May 2016. He is a member of the Audit and Risk Management Committee and the Nomination Committee.

Neil has more than 30 years of business experience with emphasis on operations, legal, tax, investments and finance. He has worked at various multinational companies, including Tavistock Group, Arthur Andersen and Amoco Corporation.

He received his juris doctor in 1986 from the University of Pennsylvania Law School and his Bachelor of Science in Accountancy in 1983 from the University of Illinois.

During the past three years Mr Reisman has served as a Director of the following listed companies:

- > Mirati Therapeutics – resigned December 2018



Jessica Rudd BCom LLB (Hons)

Ms Rudd was appointed a director on 15 November 2017. Ms Rudd is a member of the Staff and Remuneration Committee, Nomination Committee and Brand, Marketing & Sales Committee.

In 2015, Ms Rudd founded Jessica's Suitcase, an e-commerce retail platform which offers high quality Australian products direct to Chinese consumers through online cross-border channels. In 2018, Ms Rudd announced the sale of Jessica's Suitcase to eCargo Holdings (ASX:ECG), on whose board she served as a non-executive director until 2020.

Ms Rudd has served on the Griffith University Council since January 2020 and was appointed co-chair of the National Apology Foundation in 2021.

Beginning her career as a media and intellectual property lawyer, Ms Rudd later worked in London as a crisis management consultant for a global communications firm before moving to Beijing, where she lived and worked for five years.

Ms Rudd served as Australia and New Zealand Lifestyle Ambassador for the Alibaba Group from 2016 until 2020. She holds a Bachelor of Laws (Hons)/Bachelor of Commerce from Griffith University and was admitted to the Supreme Court of Queensland as a solicitor in 2007. She was awarded the Griffith University Arts, Education and Law Alumnus of the Year in 2013.

During the past three years Ms Rudd has served as a Director of the following listed companies:

- > eCargo Holdings – resigned 22 January 2020

DIRECTORS' REPORT

DIRECTORS (continued)



Marc Blazer MSc (LSE), BA (UMD)

Mr Blazer was appointed a director on 31 July 2019. Mr Blazer is Chairman of the Brand, Marketing & Sales Committee.

Mr Blazer is a leader in the international tourism and hospitality sector. Mr Blazer is currently the Chairman and CEO of Overture Holdings, a consumer, food & beverage, and hospitality investment group. From 2013 until 2020, he was the co-owner and Chairman of the Board of Noma Holdings, the parent company of world-renowned restaurant noma based in Copenhagen; co-founder and Executive Chairman of New York based PRIOR, a global hospitality and travel company; and Co-founder and Director of Ahimsa Partners, a venture that invests in, licenses, owns, and operates hospitality ventures in India.

In addition to his consumer and hospitality business activities, Mr Blazer has also had an extensive career in capital markets. Before becoming Chairman of Overture Holdings, he was a partner and the global head of investment banking at Cantor Fitzgerald. During his tenure, he was named one of Investment Dealer's Digests 40-under-40 in 2006. While at Cantor, he was on the advisory board of Enertech, a clean energy venture fund. Prior to joining Cantor Fitzgerald, Mr. Blazer spent six years at ChaseMellon Financial Corp. (now Bank of New York Mellon), a joint venture between Chase Manhattan Corporation and Mellon Financial Group LLC.

Earlier in his career, Mr Blazer was an advisor to members of Congress in both the US House of Representatives and Senate on tax matters, banking and securities legislation, international trade policy, and foreign relations.

Mr Blazer earned a graduate degree from the London School of Economics in 1992, and a BA from the University of Maryland in 1990.

During the past three years Mr Blazer has not served as a Director of any other listed company.

COMPANY SECRETARY

Bruce Bennett BCom, LLB, AGIA ACG (CS, CGP)

Mr Bennett was appointed Company Secretary and General Counsel in November 2006. Before joining the Company, he held positions including partner and special counsel in leading law firms, where he specialised in company and property law, mergers and acquisitions, and other commercial contracts. He has over 25 years' experience in legal practice, having practised in both Queensland and New South Wales. Bruce has been a Chartered Secretary since 2005 and is a member of the Chartered Governance Institute and is also an Associate of the Governance Institute of Australia.

DIRECTORS' REPORT

INTERESTS IN THE SHARES AND OPTIONS OF THE COMPANY AND RELATED BODIES CORPORATE

As at the date of this report, the interests of the Directors in the shares, options and performance rights of the Company were:

| CURRENT DIRECTORS | ORDINARY SHARES | OPTIONS OVER ORDINARY SHARES | PERFORMANCE RIGHTS |
|-------------------|-----------------|------------------------------|--------------------|
| D. McGauchie | 1,120,774 | Nil | Nil |
| H. Killen | 282,922 | Nil | 169,120 |
| S. Black | 40,000 | Nil | Nil |
| T. Keene | 75,000 | Nil | Nil |
| Dr. S Dissanayake | 2,025,000 | Nil | Nil |
| A. Abraham | 30,000 | Nil | Nil |
| N. Reisman | 45,000 | Nil | Nil |
| J. Rudd | Nil | Nil | Nil |
| M. Blazer | Nil | Nil | Nil |

DIVIDENDS AND EARNINGS PER SHARE

| EARNINGS PER SHARE | 31 MAR 2021 CENTS | 31 MAR 2020 CENTS |
|----------------------------|----------------------|----------------------|
| Basic earnings per share | 7.62 | 5.25 |
| Diluted earnings per share | 7.62 | 5.23 |

No final or interim dividends were declared or paid during the current and prior financial periods.

DIRECTORS' REPORT

OPERATING AND FINANCIAL REVIEW

About AACo

The Australian Agricultural Company (AACo) is an Australian beef company with a heritage dating back to 1824. AACo is one of Australia's largest, integrated cattle and beef producers, and is the oldest continuously operating company in Australia.

AACo's Business Activities

AACo controls a strategic balance of properties, feedlots, farms and a processing facility comprising around 6.4 million hectares of land and specialises in high-quality beef production.

AACo's Business Model

AACo is a fully integrated branded beef business with three principal activities:

- > Sales and marketing of high-quality branded beef into global markets;
- > Production of beef including breeding, backgrounding and feedlotting; and
- > Ownership, operation and development of pastoral properties.

AACo operates an integrated cattle production system across 19 owned cattle stations, 3 leased stations, 3 agisted properties, 2 owned feedlots, and 2 owned farms located throughout Queensland and the Northern Territory.

AACo distributes branded beef to a range of customers across the world, tailoring its route-to-market model by country to capitalise on regional opportunities. The Company is large enough to obtain scale efficiencies but small enough to ensure the highest of production standards and produce the finest quality beef in the world.

Key Financial Indicators Used by Management

The following table summarises financial indicators used by management to monitor and manage the Company. Operating Profit is one of the key performance metrics of the Company, as Management believe it is a better reflection of actual financial performance under the control of management. It assumes all livestock inventory is valued on a \$/kg live-weight (LW) basis and is derived by adjusting statutory EBITDA to substitute the movement in livestock at market value with the movement at cost of production. Management therefore believe that external stakeholders benefit from this metric being reported. Operating Profit, Statutory EBIT and Statutory EBITDA are unaudited, non-IFRS financial information. Discussion on drivers of movements in key financial indicators are included in the Sales & Marketing, Production and Statutory Financial Results sections below.

| | 31 MAR 2021 \$000 | 31 MAR 2020 \$000 | MOVEMENTS \$000 |
|---|----------------------|----------------------|--------------------|
| Meat sales | 199,974 | 229,607 | (29,633) |
| Cattle sales | 65,548 | 104,539 | (38,991) |
| Administration and selling costs | (33,483) | (37,572) | 4,089 |
| Statutory EBITDA profit | 99,326 | 80,129 | 19,197 |
| Statutory EBIT profit | 80,322 | 62,063 | 18,259 |
| Net profit after tax | 45,474 | 31,317 | 14,157 |
| Net cash inflow from operating activities | 18,423 | 20,120 | (1,697) |
| Operating Profit | 24,360 | 15,194 | 9,166 |

Statutory EBITDA was a profit of \$99.3 million in FY21 (\$80.1 million profit in FY20), while Operating Profit was \$24.4 million (\$15.2 million profit in FY20). Operating Profit includes JobKeeper wage subsidy payments of \$6.7 million but does not include unrealised livestock gains or losses, while Statutory EBITDA does include these.

Statutory EBITDA is earnings before interest, tax, depreciation and amortisation, and gain/loss on equity investments.

DIRECTORS' REPORT

OPERATING AND FINANCIAL REVIEW (continued)

Key Operational Indicators Used by Management

Sales and Marketing

In line with the historical low herd levels seen in the Australian national cattle herd, AACo experienced lower calving in prior periods due to drought and the Gulf flood event.

These headwinds are still being felt through the supply chain due to the average F1 Wagyu lifecycle length being 3.5 years from conception through to backgrounding, feedlots, and processing. Lower calving in prior impacted periods have translated into lower meat production volume.

In FY21, Wagyu beef revenues declined with production volume, however sales \$/kg increased on FY20, consistent with the Company's branded beef strategy.

Drought conditions stretching over FY19 and FY20 resulted in elevated cattle sales in prior years, as the Company strategically destocked herd levels. The number of head sold in FY21 has decreased from the elevated sales volume seen in FY20; however, FY21 cattle sales have yielded higher prices.

| | 31 MAR 2021 | 31 MAR 2020 |
|--|-------------|-------------|
| Wagyu beef revenue – \$ mil | 196.9 | 225.4 |
| Wagyu beef kgs sold – mil kg CW ⁽¹⁾ | 12.7 | 15.7 |
| Wagyu beef sold – \$/kg CW | \$15.50 | \$14.36 |
| Cattle sales – mil kg LW ⁽¹⁾ | 19.4 | 34.2 |
| Cattle revenue – \$mil | 65.5 | 104.5 |

⁽¹⁾ CW – carton weight containing saleable boxed meat, LW – Live animal weight.

Production

Kilograms produced is a measure of the number of kilograms of live weight of cattle grown throughout the breeding, backgrounding and feedlot operations of the Company during the period, excluding the offsetting impact of attrition kilograms. Kilograms produced has reduced 23% on the previous corresponding period, resulting from lower calving in prior periods due to drought and the Gulf flood event.

Cost of production is a measure of the operating costs incurred to produce a kilogram of live weight of cattle throughout the breeding, backgrounding and feedlot operations of the Company during the period. Lower production volumes have had an adverse impact on cost of production; however, the Company has still realised a 12% reduction on the previous corresponding period, due to a disciplined focus on costs across the business, and improved seasonal conditions.

| | 31 MAR 2021 | 31 MAR 2020 |
|--------------------------------|-------------|-------------|
| Kilograms produced – mil Kg LW | 41.6 | 54.1 |
| Cost of production – \$/kg LW | \$2.99 | \$3.38 |

DIRECTORS' REPORT

OPERATING AND FINANCIAL REVIEW (continued)

Operating Review

FY21 and the global pandemic brought widespread challenges to individuals, families, and businesses everywhere. The Company continues to navigate this dynamic landscape as new challenges with the pandemic present themselves. Despite challenging circumstances in FY21, the Company's investment in strategic relationships and global distribution reach allowed for an agile response.

As restaurant closures and partial re-openings have cycled in waves around the world, the Company has been able to respond to shifting demand by rapidly re-balancing product across markets and channels. The Company's strategic relationships with its customer base nurtured over several years, its global distribution reach, and in-market presence enabled this rapid re-balancing of product distribution. Further, the strength of our brand premium continued to grow, and an extra \$1.14/kg was added to average meat selling price (up 8%).

Management's disciplined focus on expenditures across the entire business, along with improved seasonal conditions has resulted in material reductions in operating expenditures.

Livestock Movements

Livestock values as recorded on the Balance Sheet have improved from the prior year due to price improvements on Non-Wagyu and Wagyu livestock, offset by headcount reductions.

As the Company has suspended its 1824 product line, there continues to be a lower reliance on Non-Wagyu herd numbers, which has led to a decline in the Non-Wagyu headcount. Further, the 2019 Gulf flood losses and drought conditions impacted brandings during FY20, resulting in a decline in Wagyu headcount.

Market values of Non-Wagyu and Wagyu animals have however improved over the past year, leading to a significant increase in the value of cattle held at year end.

Property

Property values continue to see growth, and during FY21 the Company recorded a net \$105.2 million increase in the fair value of the Company's pastoral property and improvements, bringing the value of this portfolio to \$915.8 million as at 31 March 2021. This increase is a reflection of Management's active investment in improving these properties, and also due to market increases seen in comparable property sales.

Consistent with prior years, the Company reflects potential risks and impacts of climate change as part of the valuation methodology, by ensuring the pastoral property values are based on a long-term view of sustainable carrying capacity and rates applied that reflect sustainable management practices.

Impacts of Coronavirus (COVID-19)

The Company continues to monitor the developments in the COVID-19 pandemic and the measures being implemented to control and slow further outbreaks of the virus and the impacts on global markets, supply chains and customers.

DIRECTORS' REPORT

OPERATING AND FINANCIAL REVIEW (continued)

Statutory Financial Results

The FY21 results include a Statutory EBITDA profit of \$99.3 million, driven by improvements in both cattle and meat sales per kg on lower volumes, \$76.2 million in overall expenditure reduction from the prior year, and a \$91.4 million positive market value increase in the value of the closing herd.

In summary:

- > Total sales revenue of \$265.5 million, compared with \$334.1 million in FY20, with lower cattle sales and meat production volumes resulting in decreased revenues, offset by higher average prices in both revenue streams
- > Statutory EBITDA profit of \$99.3 million, compared with an EBITDA profit of \$80.1 million for FY20
- > Operating Profit of \$24.4 million, compared with a profit of \$15.2 million in FY20
- > Cost of production \$/kg Live Weight decreased by 12% in FY21, which is due to a disciplined focus on costs held across the business, as well as improved seasonal conditions
- > Net tangible assets per share was \$1.75 as at 31 March 2021, compared to \$1.53 as at 31 March 2020, driven by improvements in the livestock market values and in the property portfolio
- > The Company maintains a robust balance sheet, with comfortable headroom under existing bank covenants
- > Positive net operating cash flows of \$18.4 million, compared with \$20.1 million in FY20

Risk Management

The Company is committed to the identification, measurement and management of material business risks. The Company's breeding and sales programs to date have produced a herd with the right genetic and age profile capable of thriving in a diverse set of geographic locations and climatic conditions. Day-to-day production risks are managed by management at stations and overseen by relevant Regional Managers. Appropriate insurance coverage is maintained in respect of the business, properties and assets.

Price and currency risks are managed, where possible, through forward sales of branded beef and over-the-counter foreign exchange derivatives.

Net Tangible Assets

The Company's net tangible assets per share was \$1.75 as at 31 March 2021, compared to \$1.53 as at 31 March 2020. Net tangible assets of the Company include leasehold land assets.

Wage Subsidy – Jobkeeper

The Company received \$6.7 million of wage subsidy payments under the JobKeeper Payment scheme due to the financial impact of COVID-19. The payments received have been presented as Other Income in the Consolidated Income Statement and as Cash Flows from operating activities in the Consolidated Statements of Cash Flows.

The Company did not apply for the Job Keeper extension programs which came into effect on 28 September 2020.

Business Strategies, Likely Developments and Expected Results

The Board has reiterated its commitment to increasing shareholder value through incremental improvements to Return on Capital Employed (ROCE) over time. The goal is to improve the quantity and quality of the Company's earnings by increasing the Company's exposure to premium branded beef prices which are underpinned by rising incomes in both the developed and developing world. The medium-term strategy will focus on optimising our supply chains, implementing a differentiated branding strategy, and investing in innovation and technology.

The ongoing impact of COVID-19 on the Company's go forward consolidated results of operations and cash flows cannot be reasonably estimated at this stage.

DIRECTORS' REPORT

SIGNIFICANT CHANGES IN THE STATE OF AFFAIRS

There have been no significant changes in the state of affairs of the Company during the financial year.

SIGNIFICANT EVENTS AFTER BALANCE DATE

There have been no significant events after the balance date which require disclosure in the financial report.

ENVIRONMENTAL REGULATION AND PERFORMANCE

Some regulated areas of operation are:

- > The operations of Goonoo and Aronui Feedlots are regulated by licences issued under the Environmental Protection Act 1994 (Qld) and administered by the Queensland Department of Agriculture and Fisheries (DAFF). Each feedlot is required to report to the National Pollution Inventory each year with respect to water, air and soil quality. DAFF conducts audits of compliance with licence requirements at regular intervals.

The Company recorded no breaches of licence requirements in the year to 31 March 2021.
- > The pumping of water from the Comet River for irrigation and feedlot use at Goonoo Station is subject to licensing under the Sustainable Planning Act 1997 (Qld) and the Water Act 2000 (Qld). Regulations specify minimum water flows and heights in the river to allow sufficient environmental flows. Goonoo Station and Wylarah Station have licences to harvest water for irrigation purposes. The pumping of underground water for the prescribed purpose of 'Livestock Intensive' requires licensing, and regular reporting and monitoring. The Company has several licences allowing this pumping subject to these regulations and conditions being met.
- > The Company holds other water access rights in the Gulf region of Queensland that currently remain unused; however, should the Company begin to access water under these licenses, the pumping of water under these licenses would be subject to regulations under the Sustainable Planning Act 2009 (QLD) and the Water Act 2000 (QLD).
- > Stock watering facilities which utilise bores, require licensing in Queensland and registration in the Northern Territory.
- > Stock water facilities shared with Queensland Stock Routes are administered by local governments, guided by legislation and framework developed by the Queensland Government. Shared water facilities need to comply with registered Stock Route water agreement requirements. A Permit to Occupy is also required if this facility is unfenced within a station grazing area.
- > Vegetation Clearing Permits are sought under the Vegetation Management Act 1999 (Qld) for any clearing required for ongoing operations including but not limited to the development of areas for land use change and the installation of infrastructure such as fence lines and water development.
- > The Company continues to be involved in consultation processes; for example, in the areas of Water Resource Planning, Wild Rivers legislation and the conversion of land titles in relevant areas.
- > The Company must abide by environmental and other obligations contained in Queensland's State Rural Leasehold Land Strategy in respect of the Company's pastoral leasehold interests in Queensland. The State Rural Leasehold Land Strategy is a framework of legislation, policies and guidelines supporting the environmentally sustainable, productive use of rural leasehold land for agribusiness.
- > Northern Australian Beef Limited (NABL), a wholly owned subsidiary of the Company, owns the Livingstone Beef Processing Facility and land at Livingstone Farm, Noonamah, Stuart Highway, Northern Territory. NABL holds, and must comply with an Environmental Protection Licence (EPL) under the Waste Management and Pollution Control Act (NT) for the storage, treatment, recycling and disposal of waste in connection with the facility.

The EPL contains stringent and detailed environmental requirements overseen by the Northern Territory Environment Protection Authority (NT EPA). NABL and the NT EPA continue to work together constructively to monitor compliance with the EPL.

There have been no breaches of compliance with environmental regulations during the year ended 31 March 2021.

DIRECTORS' REPORT

SHARE OPTIONS

Unissued Shares

As at the date of this report, there were 523,795 unissued ordinary shares under performance rights.

An Executive Option Plan previously existed, for which no further grants will be made. The last options under this plan expired on 1 January 2019.

Option holders did not, and performance rights do not, have any right, by virtue of the option or performance right, to participate in any share issue of the Company or any related body corporate or in the interest issue of any other registered scheme.

Shares Issued as a Result of the Exercise of Options

During and since the end of the financial period, there were no options exercised to acquire shares in the Company.

The Company's Performance Rights Plan has been in place since 2011 and has taken the place of the option plan for future incentive awards comprising performance rights. The performance rights will remain until such time as they are either exercised or the rights lapse.

There were 269,251 shares issued on exercise of performance rights under the AACo Performance Rights Plan during the year.

INDEMNIFICATION AND INSURANCE OF DIRECTORS AND OFFICERS

Under the Company's Constitution, each of the Company's Directors, the Company Secretary and every other person who is an officer is indemnified for any liability to the full extent permitted by law.

The Company's Constitution also provides for the Company to indemnify each of the Company's Directors, the Company Secretary and every other person who is an officer to the maximum extent permitted by law, for legal costs and expenses incurred in defending civil or criminal proceedings.

Each Director has entered into a Deed of Access, Insurance and Indemnity, which provides for indemnity against liability as a Director, except to the extent of indemnity under an insurance policy or where prohibited by statute. The Deed also entitles the Director to access Company documents and records, subject to confidentiality undertakings.

The Company maintains Director's and Officer's insurance policies, to insure the Company's Directors, Company Secretary and those Directors and officers of its subsidiaries. The Company has paid or has agreed to pay the premium for these policies.

The terms of the insurance contracts prohibit the Company from disclosing the level of premium paid and the nature of the liabilities insured.

DIRECTORS' REPORT

CORPORATE GOVERNANCE STATEMENT

The Company's Corporate Governance Statement sets out the corporate governance framework adopted by the Board of Australian Agricultural Company Limited. This statement is publicly available on the Company's external website: www.aaco.com.au/investors-media/corporate-governance.

Board Skills Matrix

The aim of the Board Skills Matrix is to set out the mix of skills that the Board currently has and is looking to achieve. It is a summary of the Company's internal assessments of the Board. Information is obtained from a Director review of skills and competencies completed for each Director. This information is summarised into the Board Skills Matrix.

The Board recognises that each Director will not necessarily possess experience in all areas relevant to the Company's operations and therefore seeks to ensure that its membership includes an appropriate mix of directors with skills, knowledge and experience in agriculture, other relevant industry sectors, general management and finance. A summary of the Board's skills, knowledge and experience is set out in the table below:

| SKILL/KNOWLEDGE/EXPERIENCE | OUT OF 9 DIRECTORS |
|--|--------------------|
| Leadership and Governance | |
| Organisational Governance | 9 |
| Strategy | 9 |
| Government Relations | 8 |
| Previous ASX NED Experience | 5 |
| Previous ASX CEO Experience | 1 |
| Operations | |
| Environment, Health and Safety | 7 |
| Work Health and Safety Committee Experience | 6 |
| Agribusiness | 6 |
| Farmer or Producer | 2 |
| Innovation | 7 |
| Information Technology | 5 |
| Sectoral Experience | |
| Livestock | 5 |
| Beef Manufacturing | 2 |
| Sales | 5 |
| Branding and Marketing | 6 |
| Finance, Capital Management and Risk | |
| Formal Accounting and Finance Qualifications (CPA or CA) | 3 |
| Capital Restructuring | 6 |
| Audit Committee Experience | 7 |
| Legal | 4 |
| People | |
| People and Culture | 9 |
| Remuneration Committee Experience | 5 |
| Geographic Experience | |
| International Markets | 8 |
| Asian Markets | 7 |
| USA Markets | 7 |

DIRECTORS' REPORT

REMUNERATION REPORT (AUDITED)

This remuneration report for the year ended 31 March 2021 outlines the remuneration arrangements of the Company in accordance with the requirements of the *Corporations Act 2001* (the Act) and its regulations. This information has been audited as required by section 308(3C) of the Act.

The remuneration report details the remuneration arrangements for key management personnel (KMP) of the Company, who are defined as those persons having authority and responsibility for planning, directing and controlling the major activities of the Company and the Group, directly or indirectly, including any Director (whether executive or otherwise) of the Company.

For the purposes of this report, the term 'executive' encompasses the Managing Director/Chief Executive Officer (MD/CEO), senior executives and Company Secretary of the Company and the Group.

The remuneration report is presented under the following sections:

1. Individual Key Management Personnel (KMP) disclosures
2. Executive remuneration framework (overview)
3. Executive contractual arrangements
4. Remuneration of Key Management Personnel – Other KMP
5. Link between remuneration and performance
6. Board oversight of remuneration
7. Non-Executive Director (NED) remuneration arrangements
8. Equity instruments disclosures
9. Shareholdings and other mandatory disclosures

DIRECTORS' REPORT

REMUNERATION REPORT (AUDITED) (continued)

1. Individual Key Management Personnel

Details of KMP of the Company are set out in the following sections.

(i) Directors

| | | | |
|-------------------|---|--------------------------------|----------------------------|
| D. McGauchie | Chairman, Non-executive Director | Independent | Appointed 19 May 2010 |
| H. Killen | Managing Director and Chief Executive Officer | Non-Independent ⁽¹⁾ | Appointed 1 February 2018 |
| Dr S. Dissanayake | Non-executive Director | Non-Independent ⁽¹⁾ | Appointed 27 April 2012 |
| N. Reisman | Non-executive Director | Non-Independent ⁽¹⁾ | Appointed 10 May 2016 |
| A. Abraham | Non-executive Director | Independent | Appointed 7 September 2014 |
| S. Black | Non-executive Director | Independent | Appointed 5 October 2011 |
| T. Keene | Non-executive Director | Independent | Appointed 5 October 2011 |
| J. Rudd | Non-executive Director | Independent | Appointed 15 November 2017 |
| M. Blazer | Non-executive Director | Independent | Appointed 31 July 2019 |

⁽¹⁾ These directors of the Company were determined to be non-independent.

(ii) Non-independent Directors

| | | | |
|-------------------|---|--|--|
| H. Killen | Mr H. Killen is not considered independent by virtue of his executive office as Managing Director and Chief Executive Officer. | | |
| Dr S. Dissanayake | Dr S. Dissanayake is not considered independent as he is an officer of Tavistock Group which controls the AA Trust, a major 48.06% shareholder of the Company | | |
| N. Reisman | Mr N. Reisman is not considered independent as he was an officer of Tavistock Group within the last 3 years which controls the AA Trust, a major 48.06% shareholder of the Company. | | |

(iii) Executives

| | | |
|------------|--|----------------------------|
| B. Bennett | Company Secretary/General Counsel | Appointed 20 November 2006 |
| A. Speer | Chief Operating Officer - Pastoral | Appointed 30 July 2018 |
| N. Simonsz | Chief Financial Officer | Appointed 1 August 2018 |
| A. O'Brien | Chief Commercial Officer | Appointed 17 December 2018 |
| D. Harris | Chief Operating Officer – Supply Chain | Appointed 1 April 2020 |
| R. Scott | Chief Marketing Officer | Appointed 6 July 2020 |

(iv) Executives who resigned, retired or otherwise ceased employment during the period

| | | |
|----------|--------------------------|--------------------|
| S. Grant | Head of People & Culture | Until 14 July 2020 |
|----------|--------------------------|--------------------|

A.Speer resigned from AACo and concludes her employment on 31st May 2021.

DIRECTORS' REPORT

REMUNERATION REPORT (AUDITED) (continued)

2. Executive Remuneration Framework (Overview)

Remuneration strategy and policy

CEO and Key Management Personnel (KMP)

Consistent with contemporary Corporate Governance standards, the Company's remuneration strategy and policies aim to set employee and executive remuneration that is fair, competitive and appropriate for the markets in which it operates whilst being mindful of internal relativities. The Company aims to ensure that the mix and balance of remuneration is appropriate to reward fairly, attract, motivate and retain senior executives and other key employees.

Appropriate remuneration policy settings will be achieved by consistently applying a clear remuneration strategy directed at supporting the Board approved business strategy with appropriate and flexible processes, policies and procedures established by the Board from time to time.

Specific objectives of the Company's remuneration policies include the following:

- > Provide competitive total rewards to attract and retain high calibre employees and executives
- > Provide fair and competitive fixed remuneration for all positions, under transparent policies and review procedures
- > Have a meaningful portion of remuneration "at risk", dependent upon meeting pre-determined performance benchmarks
- > Link MD/CEO and senior executive rewards to achieving short, medium and long term key performance criteria
- > Establish appropriate and demanding performance hurdles for any executive incentive remuneration
- > Payment of cash bonus short term incentives (STI), which is at the discretion of the Board after assessing the performance of the Company and the MD/CEO and other senior executives against agreed performance hurdles
- > Offer participation in the long term incentives (LTI) plan to the MD/CEO and other senior executives
- > Provide Deferred Equity Awards (DEA), in the form of grants of performance rights to the MD/CEO and other senior executives with deferred vesting of two years (50%) and three years (50%)
- > The actual DEA awarded to an executive is generally set at 50% of the amount of any STI actually paid to the executive

DIRECTORS' REPORT

REMUNERATION REPORT (AUDITED) (continued)

2. Executive Remuneration Framework (overview) (continued)

The following table illustrates the structure of the Company's executive remuneration arrangements for the year ended 31 March 2021:

| REMUNERATION COMPONENT | Total Fixed Remuneration | OBJECTIVE | | |
|------------------------|---|--|---|--|
| | | Attract and retain high calibre employees | Motivate and reward outstanding performance | Align to Shareholder returns |
| | | At risk remuneration | | |
| | | Short-term incentive STI | | Long-term incentive LTI |
| MECHANISM | Base salary, superannuation and any 'packaged' benefits including FBT grossed-up on a Total Employment Cost (TEC) basis | Cash | Deferred Equity (Performance Rights) | Deferred Equity (Performance Rights) |
| PURPOSE | Reward for role size and complexity and external and internal relativities | Reward for contribution to achievement of business outcomes and individual KPIs | Reward for contribution to achievement of business outcomes and individual KPIs | Aligns remuneration of the Company's senior executives with the long-term strategic goals of the company, as well as retention |
| LINK TO PERFORMANCE | No link to Company performance although reviewed annually with consideration given to the performance of the Company and business unit in the remuneration review | STI for executives is calculated with a balance across financial, non-financial and individual performance metrics | Generally, 50% of the STI cash bonus earned and subject to two-year (50%) and three-year (50%) service vesting conditions | Linked to achievement of the Company's targeted market capitalisation as well as meeting individual service conditions |

The current executive remuneration strategy can be represented broadly, as follows:

| | TOTAL FIXED REMUNERATION % | SHORT TERM INCENTIVES % | DEA INCENTIVE ⁽¹⁾ % | LONG TERM INCENTIVE % | TOTAL TARGETED REWARD % |
|----------------|----------------------------|-------------------------|--------------------------------|-----------------------|-------------------------|
| MD/CEO | 53 | 26 | 13 | 8 | 100 |
| Key Management | 50-63 | 25-29 | 13-15 | 0-12 | 100 |

⁽¹⁾ 50% of cash bonus paid

DIRECTORS' REPORT

REMUNERATION REPORT (AUDITED) (continued)

2. Executive Remuneration Framework (overview) (continued)

Structure

Remuneration is determined as part of an annual performance review process, having regard to market factors, relevant comparative data, a performance evaluation process and independent remuneration advice, where necessary.

Total Fixed Remuneration (TFR)

Executives may receive their fixed remuneration as cash, or cash with non-monetary benefits such as health insurance, car allowances and tax advisory services. Total fixed remuneration comprises cash and other benefits and entitlements to provide a base level of remuneration which is both appropriate to the role and responsibilities, reflects current market conditions, the individual's seniority and overall performance of the Company and the relevant business units.

For all Australian based executives, superannuation is included in TFR.

Executive contracts of employment do not include any guaranteed base pay increases.

Senior executives are given the opportunity to receive a portion of their fixed remuneration in forms other than cash, such as motor vehicles, under a framework that ensures the Company does not incur additional cost.

The fixed component of the executives' and MD/CEO's base remuneration is detailed in the tables on pages 23 and 27.

Short-term incentives

The Company operates an annual STI program that is available to executives and employees and awards a cash bonus subject to the attainment of Company, business unit and individual measures which are set at the commencement of the performance period.

The aim of the STI is to link the achievement of the Company's annual and/or immediate financial and broader operational targets with the remuneration received by the executives and senior employees responsible for achieving those targets.

The total potential STI is set at a level so as to provide sufficient incentive to executives to achieve the operational targets and at a cost to the Company that is reasonable in the circumstances.

Actual STI payments awarded to each executive depend on the extent to which specific targets prescribed in the performance agreement for a financial year are met. The targets consist of a number of key performance indicators covering financial and non-financial, corporate and individual measures of performance.

These measures were chosen as they represent the key drivers for the short-term success of the business and provide a framework for delivering long-term value.

Under the arrangements approved by the Board the general principles that will apply are that the executive will receive an STI in the form of a cash bonus that is generally set at a maximum of 50% of the executive's total fixed remuneration. The STI will be paid within three months of the financial year end in which the executive's performance is being measured.

In addition, Executives who are paid an STI cash bonus will receive a Deferred Equity Award (DEA) which is generally equal to 50% of the amount of the STI cash bonus actually earned. The DEA is in the form of a grant of performance rights under the performance rights plan and is subject to two-year (50%) and three-year (50%) service vesting conditions i.e. vesting of the DEA is subject to the executive still being employed by the Company at the relevant vesting date.

The Company has a Good Leaver and a Bad Leaver Policy. If an executive ceases employment with the Company, then any unvested DEA will be automatically forfeited. If the executive was a Good Leaver, then the Board will consider the circumstances of the cessation of employment and may exercise its discretion to allow some or all of the unvested DEA to vest (and be exercised).

The Board assesses the performance of the MD/CEO against targets and determines actual STI payment based upon the recommendation of the Staff and Remuneration Committee.

The MD/CEO assesses the performance of other senior executives against their targets and determines the actual STI with oversight by the Board through the Chairman and the Staff and Remuneration Committee.

DIRECTORS' REPORT

REMUNERATION REPORT (AUDITED) (continued)

2. Executive Remuneration Framework (overview) (continued)

The structure of the short-term incentive plan is as follows:

| FEATURE | DESCRIPTION |
|---------------------|--|
| Maximum opportunity | Short-term incentives (STI) CEO: 50% of fixed remuneration Other executives: 50% of fixed remuneration Deferred equity award (DEA) CEO: 50% of short-term incentive cash bonus Other executives: generally 50% of short-term incentive cash bonus |
| Minimum opportunity | Short-term incentives (STI) CEO: 0% of fixed remuneration Other executives: 0% of fixed remuneration Deferred equity award (DEA) CEO: 0% of short-term incentive cash bonus Other executives: 0% of short-term incentive cash bonus |
| Performance metrics | The STI metrics align with the strategic priorities at both a Company and business unit level. The general performance metrics for the KMP are as follows: METRIC Primary metrics are Financial, Strategic, Customer, Operational and People. |
| Delivery of STI | The STI is paid in cash generally in the next financial year. The DEA is subject to two-year (50%) and three-year (50%) service vesting conditions. This encourages retention and shareholder alignment. |
| Board discretion | The Board has discretion to adjust remuneration outcomes up or down to prevent any inappropriate reward outcomes, including reducing (down to zero, if appropriate) any deferred STI award. |

DEAs are provided to the MD/CEO and Senior Executives based on the level of STI earned each year. The last offer under this plan was made on 3 July 2017 and subject to two (50%) and three (50%) year service vesting conditions.

There is also a tax exempt share plan that may be utilised at the discretion of the Board for general employee equity participation. An Executive Option Plan, for which no further grants were made, had a series of grants outstanding, the last of which expired on 1 January 2019.

DIRECTORS' REPORT

REMUNERATION REPORT (AUDITED) (continued)

2. Executive Remuneration Framework (overview) (continued)

Long-term incentives

Following an extensive review of its remuneration practises for employees and executives, the Board approved the Company's adoption of a Long Term Incentive (LTI) Plan on 9 May 2017 (LTI Plan Implementation Date). The LTI Plan attempts to align remuneration of the Company's senior executives with the long-term strategic goals of the Company.

The introduction of an LTI Plan is consistent with the Company's objectives for remuneration, which include providing competitive total rewards to attract and retain high calibre senior executives, having a meaningful portion of remuneration "at risk" and, above all, creating value for shareholders.

Performance rights under the LTI Plan will be granted in a number of rounds. The number of performance rights granted to eligible persons in each grant round and the performance conditions applying to the vesting of those performance rights will be determined at the discretion of the Board.

It was determined by the Board that there will be four grant rounds in total. The following summary reflects the key features of the four grant rounds:

| FEATURE | DESCRIPTION |
|--|---|
| Timing of grant | Grants of performance rights in a grant round will not be made unless and until the specific 'commencing' market capitalisation of the Company for that grant round is achieved. The commencing market capitalisation of the Company for the first grant round was the market capitalisation of the Company on the LTI Plan Implementation Date. |
| Performance condition | The performance condition which applies to the vesting of performance rights in a grant round is the achievement of the specific 'target' market capitalisation of the Company during the performance period for that grant round. The performance condition for the first grant round was satisfied on 5 June 2017. |
| Performance period | The performance period for each grant round is calculated by reference to the target market capitalisation of the Company for that grant round and an assumed annualised growth rate of 20%. |
| Determination of market capitalisation of the Company for the purposes of the LTI Plan | For the purposes of calculating the market capitalisation of the Company in order to determine if the commencing market capitalisation of the Company or the target market capitalisation of the Company for each grant round has been achieved, the twenty day volume weighted average price (VWAP) of ordinary shares in the capital of the Company will be used. |
| Vesting period | In respect of each grant round, there is a four-year staggered vesting period for performance rights in that grant round which commences on satisfaction of the performance condition for that grant round. |
| Number of available performance rights | In each grant round, eligible persons may be offered a percentage of the "Total Available Performance Rights" for that grant round (rounded down to the nearest whole number). In respect of each grant round, the number of "Baseline Shares" will be the number of ordinary shares in the Company acquired on market by the AACo Employee Share Trust in respect of that grant round having an aggregate share acquisition price of \$5 million. In respect of each grant round, the number of "Total Available Performance Rights" will be (a) the number of Baseline Shares for that grant round; plus (b) the number of any Total Available Performance Rights for previous grant rounds which, at the time of completion of acquisition of all of the Baseline Shares for that grant round and all previous grant rounds, are not notionally allocated to a previous grant round. |

DIRECTORS' REPORT

REMUNERATION REPORT (AUDITED) (continued)

2. Executive Remuneration Framework (overview) (continued)

| FEATURE | DESCRIPTION |
|---------------------------------|---|
| Lapsing conditions | <p>Holders of performance rights will be entitled to exercise those performance rights if they have vested and have not otherwise lapsed.</p> <p>The circumstances in which performance rights may lapse include non-satisfaction of performance conditions or ceasing employment with the Company group.</p> <p>If the holder of performance rights ceases to be an employee as a result of an "Uncontrollable Event" (e.g. death, permanent disablement, retirement, retrenchment, or such other circumstances which the Board determines is an Uncontrollable Event), any unvested performance rights held by that person are expected to continue to be subject to the requirements for vesting and exercise applying to those performance rights, unless the Board determines that the vesting conditions applying to some or all of those performance rights will be waived or that some or all of those performance rights will lapse.</p> |
| Change of control event | If a change of control event for the Company occurs, the treatment of any unvested performance rights will be within the discretion of the Board to determine. |
| On market acquisition of shares | The requirement to deliver shares in the Company upon the vesting and exercise of performance rights under the LTI Plan must be satisfied by way of on market acquisition of shares in the Company. |

The applicable commencing market capitalisation of the Company, performance condition and performance period for each contemplated grant round are as set out in the following table:

| | COMMENCING MARKET CAPITALISATION OF THE COMPANY | PERFORMANCE CONDITION (TARGETED MARKET CAPITALISATION OF THE COMPANY) | PERFORMANCE PERIOD (CALCULATED USING AN ASSUMED ANNUALISED GROWTH RATE OF 20%) |
|--------------------|--|---|---|
| FIRST GRANT ROUND | The market capitalisation of the Company on the LTI Plan Implementation Date | \$1 billion | Within 2 quarters of the LTI Plan Implementation Date (i.e. performance period ends 30 September 2017) |
| SECOND GRANT ROUND | \$1 billion | \$1.5 billion | Within 9 quarters of the LTI Plan Implementation Date (i.e. performance period ends 30 June 2019) |
| THIRD GRANT ROUND | \$1.5 billion | \$2 billion | Within 16 quarters of the LTI Plan Implementation Date (i.e. performance period ends 31 March 2021) |
| FOURTH GRANT ROUND | \$2 billion | \$2.5 billion | Within 22 quarters of the LTI Plan Implementation Date (i.e. performance period ends 30 September 2022) |

The performance condition for the first grant round of targeted market capitalisation of \$1 billion was achieved on 5 June 2017. The rights associated with the first grant round have been granted to the relevant senior executives at a fair value per right of \$1.07. The second grant round, offered during FY19, was forfeited in FY20 by all recipients as the performance condition of target market capitalisation was not met by 30 June 2019. The third grant round, offered during FY20, was forfeited in FY21 by all recipients as the performance condition of target market capitalisation was not met by 31 March 2021.

DIRECTORS' REPORT

REMUNERATION REPORT (AUDITED) (continued)

3. Executive Contractual Arrangements

Remuneration arrangements for KMP are formalised in employment agreements. Details of these contracts are provided below. Company employees are employed by the subsidiary company A.A. Company Pty Ltd, AACo Singapore Holdings Pty Ltd Singapore Branch and AACo Operations (US) LLC.

| | CEO DESCRIPTION | SENIOR EXECUTIVE DESCRIPTION |
|---------------------------------|--|--|
| Total fixed remuneration | \$600,000 including superannuation (subject to annual review by Board) | Range between \$353,100 and \$550,000 |
| Short Term Incentive (STI) Cash | Maximum opportunity of \$300,000 (50% of TFR) | Maximum opportunity 50% of TFR |
| Deferred Equity Award | Generally 50% of the actual amount of the STI cash bonus earned | Generally 50% of the actual amount of the STI cash bonus earned |
| Long Term Incentive | Subject to Company performance conditions being satisfied and the service conditions being | Subject to Company performance conditions being satisfied and the service conditions being met |
| Contract duration | Ongoing | Ongoing |

The MD/CEO's termination provisions are as follows:

| | NOTICE PERIOD | PAYMENT IN LIEU OF NOTICE | TREATMENT OF STI ON TERMINATION | TREATMENT OF PERFORMANCE RIGHTS ON TERMINATION- |
|------------------------------------|---------------|---------------------------|---------------------------------|--|
| Employer-initiated termination | 6 months | Part or all of 6 months | Not eligible | Unvested performance rights lapse unless Good Leaver and Board exercises discretion to allow |
| Termination for serious misconduct | Nil | Nil | Not eligible | Unvested performance rights lapse |
| Employee-initiated termination | 6 months | Part or all of 6 months | Not eligible | Unvested performance rights lapse unless Good Leaver and Board exercises discretion to allow |

Upon termination, the MD/CEO is subject to 12 months' restriction for competition, employee inducement and client solicitation.

Other Key Management Personnel

The executive service agreements for other senior executives generally reflect that of the MD/CEO.

Standard Key Management Personnel termination provisions are as follows:

| | NOTICE PERIOD | PAYMENT IN LIEU OF NOTICE | TREATMENT OF STI ON TERMINATION | TREATMENT OF PERFORMANCE RIGHTS ON TERMINATION |
|------------------------------------|---------------|------------------------------|---------------------------------|--|
| Employer-initiated termination | 3 to 6 months | Part or all of 3 to 6 months | Not eligible | Unvested performance rights lapse unless Good Leaver and Board exercises discretion to allow |
| Termination for serious misconduct | Nil | Nil | Not eligible | Unvested performance rights lapse |
| Employee-initiated termination | 3 to 6 months | Part or all of 3 to 6 months | Not eligible | Unvested performance rights lapse unless Good Leaver and Board exercises discretion to allow |

COVID-19 salary variations for the MD/CEO and Executives

As a result of the uncertainty generated by the COVID-19 pandemic at the commencement of FY21, the MD/CEO and Executives collectively accepted a temporary salary variation which reduced their individual base salaries to 80% for the three-month period from May 2020 to July 2020. Utilisation of annual leave balances during this period was paid at full base salary. This variation was not extended beyond the initial 3-month period, and all parties resumed their full base salaries from 1 August 2020.

DIRECTORS' REPORT

REMUNERATION REPORT (AUDITED) (continued)

4. Remuneration of Key Management Personnel – Other KMP

| | SHORT TERM | | | POST-EMPLOYMENT | LONG-TERM BENEFIT | TERMINATION | SHARE BASED PAYMENT | | TOTAL |
|--------------------------------------|---------------|-----------------------|-----------------------|-----------------|-----------------------------------|-------------|---|---|-----------|
| | SALARY & FEES | OTHER PAYMENTS | NON-MONETARY BENEFITS | SUPER-ANNUATION | LONG SERVICE LEAVE ⁽¹⁾ | BENEFITS | SHORT TERM INCENTIVE (DEA) ⁽²⁾ | PERFORMANCE RIGHTS (LTI) ⁽³⁾ | |
| EXECUTIVES | \$ | \$ | \$ | \$ | \$ | \$ | \$ | \$ | \$ |
| Current Other KMP | | | | | | | | | |
| B. Bennett | | | | | | | | | |
| 31/03/2021 | 338,862 | 158,895 | - | 21,521 | 9,469 | - | 672 | 51,599 | 581,018 |
| 31/03/2020 | 359,194 | - | - | 20,828 | 3,136 | - | 7,162 | 85,603 | 475,923 |
| N. Simonsz | | | | | | | | | |
| 31/03/2021 | 580,280 | 247,500 | 4,200 | 21,521 | - | - | - | - | 853,501 |
| 31/03/2020 | 594,013 | - | 4,200 | 21,434 | - | - | - | - | 619,647 |
| A. Speer | | | | | | | | | |
| 31/03/2021 | 489,283 | 25,000 ⁽⁴⁾ | 12,435 | 21,521 | - | - | - | - | 548,239 |
| 31/03/2020 | 532,223 | 25,000 ⁽⁴⁾ | 12,435 | 20,764 | - | - | - | - | 590,422 |
| A. O'Brien | | | | | | | | | |
| 31/03/2021 | 665,276 | 247,182 | - | - | - | - | - | - | 912,458 |
| 31/03/2020 | 676,201 | 70,000 ⁽⁵⁾ | - | - | - | - | - | - | 746,201 |
| D. Harris⁽⁶⁾ | | | | | | | | | |
| 31/03/2021 | 365,828 | 168,750 | - | 21,521 | - | - | - | - | 556,099 |
| 31/03/2020 | - | - | - | - | - | - | - | - | - |
| R. Scott⁽⁷⁾ | | | | | | | | | |
| 31/03/2021 | 347,472 | 151,230 | - | 16,271 | - | - | - | - | 514,973 |
| 31/03/2020 | - | - | - | - | - | - | - | - | - |
| Former KMP | | | | | | | | | |
| S. Grant | | | | | | | | | |
| 31/03/2021 | 117,856 | - | 1,400 | 17,906 | - | 362,917 | - | - | 500,079 |
| 31/03/2020 | 405,664 | - | 4,200 | 18,483 | - | - | - | - | 428,347 |
| Total Remuneration: Other KMP | | | | | | | | | |
| 31/03/2021 | 2,904,857 | 998,557 | 18,035 | 120,261 | 9,469 | 362,917 | 672 | 51,599 | 4,466,367 |
| 31/03/2020 | 2,567,295 | 95,000 | 20,835 | 81,509 | 3,136 | - | 7,162 | 85,603 | 2,860,540 |

⁽¹⁾ Long service leave balances are only accrued from 5 years' service onwards

⁽²⁾ The STI expense amounts to the value expensed by the Company for the period

⁽³⁾ The LTI expense is based on estimates of the expected value of rights to be granted under the LTI plan at that point in time

⁽⁴⁾ Other payments to A. Speer during FY20 and FY21 relate to anniversary payments

⁽⁵⁾ Other payments to A. O'Brien during FY20 relates to a relocation assistance package

⁽⁶⁾ Dave Harris became a KMP on 1 April 2020 upon appointment as the Chief Operations Officer, Supply Chain

⁽⁷⁾ Rose Scott became a KMP on 6 July 2020 upon appointment as the Chief Marketing Officer

DIRECTORS' REPORT

REMUNERATION REPORT (AUDITED) (continued)

5. Link between Remuneration and Performance

Statutory performance indicators

The table below shows measures of the Company's financial performance over the last five years. However, these are not necessarily consistent with the measures used in determining the variable amounts of remuneration to be awarded to KMPs. As a consequence, there may not always be a direct correlation between the statutory key performance measures and the variable remuneration awarded.

| MEASURE | 2021 | 2020 | 2019 | 2018 | 2017 |
|---|--------|--------|-----------|-----------|--------|
| Profit/(loss) for the year attributable to owners (\$000) | 45,474 | 31,317 | (148,396) | (102,559) | 71,586 |
| Basic earnings/(loss) per share (cents) | 7.62 | 5.25 | (24.9) | (17.4) | 13.2 |
| Dividend payments (\$000) | - | - | - | - | - |
| Dividend payout ratio (%) | - | - | - | - | - |
| Increase/(decrease) in share price (%) | 5% | 10% | (14%) | (31%) | 28% |
| Operating cash flow (\$000) | 18,423 | 20,120 | 12,990 | (39,864) | 29,260 |

Additional statutory information

The table below shows the relative proportions of remuneration that were linked to performance and those that were fixed, based on the amounts disclosed as statutory remuneration expense (refer to tables on page 23 and 27).

| | FIXED REMUNERATION | | AT RISK – STI – CASH | | AT RISK – STI – DEA ⁽¹⁾ | | AT RISK – LTI | |
|--------------------------|--------------------|------|----------------------|------|------------------------------------|------|---------------|---------------------|
| | 2021 | 2020 | 2021 | 2020 | 2021 | 2020 | 2021 | 2020 ⁽²⁾ |
| Directors | | | | | | | | |
| H. Killen | 73% | 89% | 22% | 0% | 0% | 0% | 5% | 11% |
| Executives | | | | | | | | |
| B. Bennett | 64% | 80% | 27% | 0% | 0% | 2% | 9% | 18% |
| N. Simonsz | 71% | 100% | 29% | 0% | 0% | 0% | 0% | 0% |
| A. Speer | 95% | 100% | 5% | 0% | 0% | 0% | 0% | 0% |
| A. O'Brien | 73% | 100% | 27% | 0% | 0% | 0% | 0% | 0% |
| D. Harris | 70% | - | 30% | - | 0% | - | 0% | - |
| R. Scott | 71% | - | 29% | - | 0% | - | 0% | - |
| Former Executives | | | | | | | | |
| S. Grant | 100% | 100% | 0% | 0% | 0% | 0% | 0% | 0% |

⁽¹⁾ Based on the share-based payment expense incurred by the Company in relation to a prior year award.

⁽²⁾ Percentages disclosed are the fair value of rights to be granted under the LTI plan.

Performance based remuneration granted during the year

The commencement of the FY21 performance year coincided with the increase in uncertainty generated by the COVID-19 pandemic. Due to this uncertainty, the Board agreed to assess the performance of Management in two halves based on KPIs set for each half, of Financial, Strategic, Customer, Operational and People.

The Board have exercised their discretion to award, on average, 88% of the target STI bonus and DEA entitlement in relation to FY21 performance. As a result the total amount of STI cash bonus paid or accrued for the MD/CEO or any other executive in respect of performance during the year to 31 March 2021 amounts to \$1,183,722 (31 March 2020: \$nil). The DEA has not yet been formally offered to the MD/CEO or any other executives in respect of performance during the year to 31 March 2021 and will be granted upon acceptance of letters of offer. Letters of offer will be transmitted to participants once the Board approves the opening of the first trading window under the ACo trading policy, which is typically immediately following the ACo full-year announcement. The DEA is awarded based on FY21 performance and will be expensed over the 3-year vesting period commencing on grant date. No expense has been recorded for the FY21 performance year DEA in the 31 March 2021 results.

The FY20 STI targets for the MD/CEO and key executives were largely achieved however due to the uncertain and unprecedented environment created by COVID-19, the Board exercised their discretion to not offer any STI bonus or DEA entitlement in relation to FY20 performance. The STI cash bonus for the MD/CEO and any other executives in respect of performance during the year to 31 March 2020 was therefore nil. No DEA was offered to the MD/CEO or other executives in respect of performance during the year to 31 March 2020.

DIRECTORS' REPORT

REMUNERATION REPORT (AUDITED) (continued)

5. Link between Remuneration and Performance (continued)

As outlined above, for each STI cash bonus and grant of rights to deferred shares (refer to tables on pages 28 to 29), the percentage of the available bonus or grant that was paid, or that vested, in the financial year, and the percentage that was forfeited as a result of the Board's discretionary decision is set out below.

| CURRENT YEAR STI ENTITLEMENT (CASH BONUS AND DEA) | | | |
|---|------------------------|--------------------------|---------------------|
| | Total Opportunity (\$) | Awarded % ⁽¹⁾ | Forfeited % |
| Directors | | | |
| H. Killen | 450,000 | 70% | 30% |
| Executives | | | |
| B. Bennett | 261,771 | 90% | 10% |
| N. Simonsz | 412,500 | 90% | 10% |
| A. Speer | 371,287 | 0% ⁽²⁾ | 100% ⁽²⁾ |
| A. O'Brien | 372,712 | 95% | 5% |
| D. Harris | 281,250 | 90% | 10% |
| R. Scott | 342,002 | 90% | 10% |

⁽¹⁾ The DEA is awarded based on FY21 performance, yet will be granted in FY22 and expensed over the subsequent 3-year vesting period

⁽²⁾ A. Speer resigned her employment with AACo effective 31 May 2021 and therefore has forfeited any STI entitlement

6. Board Oversight of Remuneration

Staff and Remuneration Committee

The Staff and Remuneration Committee currently comprises three independent non-executive Directors (Ms J. Rudd, Mr D. McGauchie and Mr T. Keene (Committee Chairman)).

The Staff and Remuneration Committee is responsible for making recommendations to the Board on the remuneration arrangements of non-executive directors (NEDs) and executives. The Staff and Remuneration Committee assesses the appropriateness of the nature and amount of remuneration of NEDs and executives on a periodic basis by reference to relevant employment market conditions with the overall objective of ensuring maximum stakeholder benefit from the retention of high performing Directors and an executive team. In determining the level and composition of executive remuneration, the Staff and Remuneration Committee may also seek external advice as set out above.

Mr H. Killen (MD/CEO) attends certain Staff and Remuneration Committee meetings by invitation but is not present during any discussions relating to his own remuneration arrangements.

Remuneration approval process

The Board is responsible for and approves the remuneration arrangements for the MD/CEO and executives, and all awards made under any deferred equity award (DEA) and long-term incentive (LTI) plan. The Staff and Remuneration Committee provide recommendations for these remuneration arrangements and obtain independent remuneration advice as necessary. In the case of the MD/CEO, these arrangements are then subject to shareholder approval.

The Board also sets the aggregate remuneration of NEDs, which is then subject to shareholder approval.

The Board oversees the MD/CEO's recommendations for remuneration of senior executives with the assistance of the Staff and Remuneration Committee and independent remuneration advice, where necessary.

The Board approves, having regard to the recommendations made by the Staff and Remuneration Committee, the level of any Company short-term incentive (STI) payments to employees, including KMP's and therefore the amount of any DEA entitlement. The level of STI payments to the MD/CEO are determined separately by the Board. Any DEA entitlement resulting in an issue of securities for the MD/CEO must be approved by shareholders.

Voting and comments made at the company's 29 July 2020 Annual General Meeting ('AGM')

The Company received 98.87% of 'for' votes in relation to its remuneration report for the year-ended 31 March 2020.

DIRECTORS' REPORT

REMUNERATION REPORT (AUDITED) (continued)

7. Non-Executive Director (NED) Remuneration Arrangements

Remuneration policy

The Board seeks to set aggregate remuneration at a level that provides the Company with the ability to attract and retain Directors of the highest calibre, whilst incurring a cost that is acceptable to shareholders.

The amount of aggregate remuneration sought to be approved by shareholders and the fee structure is reviewed annually against fees paid to NEDs of comparable companies. The Board considers advice from external consultants when undertaking the annual review process.

The Company's Constitution and the ASX Listing Rules specify that the aggregate remuneration of NEDs shall be determined, from time to time, by general meeting. An amount not exceeding the amount determined is then divided between the Directors as agreed. The latest determination was at the AGM held on 23 August 2017, when shareholders approved an aggregate remuneration of \$1,250,000 per year.

Structure

The remuneration of NEDs consists of Directors' fees and committee fees. NED's do not receive retirement benefits other than superannuation, nor do they participate in any incentive programs.

Each NED receives a base fee for being a Director of the Company. An additional fee is also paid for each Board committee on which a Director sits, with a higher fee paid if the Director is a Chairman of a Board committee. The payment of additional fees for serving on a committee recognises the additional time commitment required by NEDs who serve on one or more committees.

The Board may also establish specialist subcommittees from time to time, comprised of Directors, to oversee and report back to the Board on any Board identified large or otherwise important projects. Generally, Directors are not separately remunerated for membership in such subcommittees.

NED's are encouraged to hold shares in the Company. Any shares purchased by the Directors are purchased on market, which is in line with the Company's overall remuneration philosophy and aligns NEDs with shareholder interests.

The remuneration of NEDs for the years ended 31 March 2021 and 31 March 2020 is detailed in the table on page 27.

COVID-19 salary variations for Non-Executive Directors

As a result of the uncertainty generated by the COVID-19 pandemic at the commencement of FY21, the NEDs collectively accepted a temporary salary variation which reduced their individual base salaries to 80% for the three-month period from May 2020 to July 2020. This variation was not extended beyond the initial 3-month period, and all parties resumed their full base salaries from 01 August 2020.

Payment of amounts equivalent to superannuation for US based Directors

During the period the Board determined that US based Directors of the Company should receive a monetary amount in lieu of post-employment benefits, with the amount being equivalent to superannuation as if Australia's superannuation laws applied to them, subject to the following qualifications:

- (a) Dr Shehan Dissanayake, a US based director, will not receive an amount in lieu of post-employment benefits as he is an officer of Tavistock Group which controls the AA Trust which is a major 48.061% shareholder of the Company;
- (b) Neil Reisman, a US based director, will receive an amount in lieu of post-employment benefits from April 2020; and
- (c) Marc Blazer, a US based director, will receive an amount in lieu of post-employment benefits from the date of his appointment at the AGM in July 2019.

Use of Remuneration Consultants

During the year ended 31 March 2021 no consultants were engaged for remuneration matters (31 March 2020: \$43,302).

DIRECTORS' REPORT

REMUNERATION REPORT (AUDITED) (continued)

7. Non-Executive Director (NED) Remuneration Arrangements (continued)

| | SHORT TERM | | | POST-EMPLOYMENT | LONG-TERM BENEFIT | TERMINATION | SHARE BASED PAYMENT | | TOTAL |
|--------------------------------------|---------------|-------------------------------|-----------------------|-----------------|-----------------------------------|-------------|----------------------------|---|-----------|
| | SALARY & FEES | OTHER PAYMENTS ⁽¹⁾ | NON-MONETARY BENEFITS | SUPER-ANNUATION | LONG SERVICE LEAVE ⁽²⁾ | BENEFITS | SHORT TERM INCENTIVE (DEA) | PERFORMANCE RIGHTS (LTI) ⁽³⁾ | |
| DIRECTORS | \$ | \$ | \$ | \$ | \$ | \$ | \$ | \$ | \$ |
| Non-executive Directors | | | | | | | | | |
| D. McGauchie | | | | | | | | | |
| 31/03/2021 | 237,397 | - | - | 22,553 | N/A | - | N/A | N/A | 259,950 |
| 31/03/2020 | 250,000 | - | - | 23,750 | N/A | - | N/A | N/A | 273,750 |
| S. Black | | | | | | | | | |
| 31/03/2021 | 118,699 | - | - | 11,276 | N/A | - | N/A | N/A | 129,975 |
| 31/03/2020 | 125,000 | - | - | 11,875 | N/A | - | N/A | N/A | 136,875 |
| A. Abraham | | | | | | | | | |
| 31/03/2021 | 109,203 | - | - | 10,374 | N/A | - | N/A | N/A | 119,577 |
| 31/03/2020 | 105,753 | - | - | 10,047 | N/A | - | N/A | N/A | 115,800 |
| T. Keene | | | | | | | | | |
| 31/03/2021 | 118,699 | - | - | 11,276 | N/A | - | N/A | N/A | 129,975 |
| 31/03/2020 | 134,247 | - | - | 12,753 | N/A | - | N/A | N/A | 147,000 |
| Dr S. Dissanayake | | | | | | | | | |
| 31/03/2021 | 94,959 | - | - | - | N/A | - | N/A | N/A | 94,959 |
| 31/03/2020 | 189,625 | - | - | - | N/A | - | N/A | N/A | 189,625 |
| N. Reisman | | | | | | | | | |
| 31/03/2021 | 109,203 | 10,374 ⁽⁴⁾ | - | - | N/A | - | N/A | N/A | 119,577 |
| 31/03/2020 | 115,000 | - | - | - | N/A | - | N/A | N/A | 115,000 |
| J. Rudd | | | | | | | | | |
| 31/03/2021 | 123,447 | - | - | 11,727 | N/A | - | N/A | N/A | 135,174 |
| 31/03/2020 | 105,507 | - | - | 10,023 | N/A | - | N/A | N/A | 115,530 |
| M. Blazer | | | | | | | | | |
| 31/03/2021 | 118,699 | 19,215 ⁽⁵⁾ | - | - | N/A | - | N/A | N/A | 137,914 |
| 31/03/2020 | 83,562 | - | - | - | N/A | - | N/A | N/A | 83,562 |
| Executive Directors | | | | | | | | | |
| H. Killen | | | | | | | | | |
| 31/03/2021 | 647,829 | 210,164 | 19,445 | 19,494 | - | - | - | 51,599 | 948,531 |
| 31/03/2020 | 643,498 | - | 19,445 | 25,664 | - | - | - | 85,603 | 774,210 |
| Total Remuneration: Directors | | | | | | | | | |
| 31/03/2021 | 1,678,135 | 239,753 | 19,445 | 86,700 | - | - | - | 51,599 | 2,075,632 |
| 31/03/2020 | 1,752,192 | - | 19,445 | 94,112 | - | - | - | 85,603 | 1,951,352 |

⁽¹⁾ Other payments relate to STI payments for the MD/CEO and payments in lieu of post-employment benefits for US based Directors

⁽²⁾ Long service leave balances are only accrued from 5 years' service onwards, and this is not applicable to Non-Executive Directors

⁽³⁾ The LTI expense is based on estimates of the expected value of rights to be granted under the LTI plan at that point in time

⁽⁴⁾ N. Reisman received an amount in lieu of post-employment benefits from 01 April 2020

⁽⁵⁾ M. Blazer received an amount in lieu of post-employment benefits from 31 July 2019

DIRECTORS' REPORT

REMUNERATION REPORT (AUDITED) (continued)

8. Equity Instruments Disclosures

Nil performance rights under the LTI plan and Nil DEA performance rights were granted during the twelve months to 31 March 2021 (31 March 2020: nil performance rights under the LTI plan and nil DEA performance rights).

178,833 shares were distributed to key management personnel during the year-ended 31 March 2021, as a result of exercising vested performance rights granted during 2018 (31 March 2020: 178,834).

Rights to shares

The fair value of rights is determined based on the market price of the Company's shares at the grant date, with an adjustment made to take into account the two and three year vesting period (where applicable, i.e. on the issue of DEA) and expected dividends during that period that will not be received by the employees. Although the approved STI calculation relates to the year ended 31 March 2021, the DEA is not granted to participants until the Board approves the opening of the first trading window under the AACo trading policy, which is typically immediately following the AACo full-year announcement.

A summary of the outstanding performance rights relating to key management personnel is provided below, with a full listing provided in note F8 Share-based Payments.

Details on rights over ordinary shares in the Company that were granted as compensation or vested during the reporting period to each key management person during the reporting period are as follows:

| | FISCAL YEAR GRANTED | AWARD | BALANCE AT BEGINNING OF PERIOD NUMBER | GRANTED AS REMUNERATION NUMBER | EXERCISED DURING THE YEAR NUMBER | NET CHANGE OTHER NUMBER | BALANCE AT END OF PERIOD NUMBER | NOT VESTED AND NOT EXERCISABLE NUMBER | VESTED AND EXERCISABLE NUMBER | VALUE YET TO VEST ⁽²⁾ \$ |
|--------------------------|---------------------|-------|--|-----------------------------------|-------------------------------------|----------------------------|------------------------------------|--|----------------------------------|--|
| Executives | | | | | | | | | | |
| H. Killen | 2022 ⁽¹⁾ | DEA | - | - | - | - | - | - | - | 105,082 |
| | 2018 | LTIP | 253,681 | - | (84,561) | - | 169,120 | 169,120 | - | 180,960 |
| B. Bennett | 2022 ⁽¹⁾ | DEA | - | - | - | - | - | - | - | 79,448 |
| | 2018 | LTIP | 253,681 | - | (84,561) | - | 169,120 | 169,120 | - | 180,960 |
| | 2018 | DEA | 9,712 | - | (9,712) | - | - | - | - | - |
| N. Simonsz | 2022 ⁽¹⁾ | DEA | - | - | - | - | - | - | - | 123,750 |
| A. Speer | - | - | - | - | - | - | - | - | - | - |
| A. O'Brien | 2022 ⁽¹⁾ | DEA | - | - | - | - | - | - | - | 123,591 |
| D. Harris | 2022 ⁽¹⁾ | DEA | - | - | - | - | - | - | - | 84,375 |
| R. Scott | 2022 ⁽¹⁾ | DEA | - | - | - | - | - | - | - | 75,615 |
| Former Executives | | | | | | | | | | |
| S. Grant | - | - | - | - | - | - | - | - | - | - |

⁽¹⁾ Shares for the Deferred Equity Award will be granted once the Board approves the opening of the first trading window under AACo trading policy, which is usually immediately following the AACo full-year announcement. The number of performance rights granted will depend on the Company's share price at the grant date. The 2022 DEA is awarded based on FY21 performance and will be expensed over the 3-year vesting period commencing once grant dated has occurred.

⁽²⁾ The maximum value of the deferred rights over shares granted in the 2018 fiscal year and yet to vest has been determined as the amount of the grant date fair value of the rights that are yet to be expensed. The maximum value for the deferred shares awarded in respect of performance in the 2021 fiscal year is 50% of the short-term incentive cash bonus for fiscal year 2021, with the number of rights to be granted subject to the share price on grant date. The minimum value of deferred shares yet to vest is nil, as the shares will be forfeited if the vesting conditions are not met.

No other Directors or executives held options or performance rights during the period.

DIRECTORS' REPORT

REMUNERATION REPORT (AUDITED) (continued)

9. Shareholdings and other mandatory disclosures

Shareholdings

The table below summarises the movements during the period in the shareholdings of key management personnel, including their personally related parties, in the Company for the period.

| | BALANCE AT BEGINNING OF PERIOD | GRANTED AS REMUNERATION | EXERCISE OF OPTIONS/RIGHTS | NET CHANGE OTHER | BALANCE AT END OF PERIOD |
|--------------------------|--------------------------------------|----------------------------|-------------------------------|---------------------|-----------------------------|
| 2021 | NUMBER | NUMBER | NUMBER | NUMBER | NUMBER |
| Directors | | | | | |
| D. McGauchie | 1,120,774 | - | - | - | 1,120,774 |
| H. Killen | 198,361 | - | 84,561 | - | 282,922 |
| S. Black | 40,000 | - | - | - | 40,000 |
| T. Keene | 75,000 | - | - | - | 75,000 |
| A. Abraham | 30,000 | - | - | - | 30,000 |
| Dr S. Dissanayake | 2,025,000 | - | - | - | 2,025,000 |
| N. Reisman | 45,000 | - | - | - | 45,000 |
| J. Rudd | - | - | - | - | - |
| M. Blazer | - | - | - | - | - |
| Executives | | | | | |
| B. Bennett | 191,415 | - | 94,272 | - | 285,687 |
| N. Simonsz | - | - | - | - | - |
| A. Speer | - | - | - | - | - |
| A. O'Brien | 50,000 | - | - | - | 50,000 |
| D. Harris | - | - | - | - | - |
| R. Scott | - | - | - | - | - |
| Former Executives | | | | | |
| S. Grant | - | - | - | - | - |
| Total | 3,775,550 | - | 178,833 | - | 3,954,383 |

All equity transactions with Directors and executives other than those arising from the exercise of remuneration options have been entered into under terms and conditions no more favourable than those the entity would have adopted if dealing at arm's length.

Loans to key management personnel and their related parties

There are no loans outstanding with the key management personnel at 31 March 2021 (31 March 2020: nil), nor have there been any transactions that would be considered a loan throughout the period.

Other transactions and balances with key management personnel and their related parties

There have been no other transactions with key management personnel or their related parties during the financial year to 31 March 2021 (31 March 2020: nil).

DIRECTORS' REPORT

DIRECTORS' MEETINGS

The number of Meetings of Directors (including meetings of Committees of Directors) held during the year and the number of meetings attended by each Director is as follows:

| | DIRECTORS' MEETINGS | | AUDIT & RISK MANAGEMENT COMMITTEE | | STAFF & REMUNERATION COMMITTEE | | NOMINATION COMMITTEE | | BRAND, MARKETING & SALES COMMITTEE | |
|-------------------|---------------------|----|-----------------------------------|----|--------------------------------|----|----------------------|----|------------------------------------|----|
| | A | B | A | B | A | B | A | B | A | B |
| D. McGauchie | 10 | 10 | 9 | 9* | 6 | 6 | 1 | 1 | 9 | 9 |
| H. Killen* | 10 | 10 | 9 | 9* | 6 | 6* | 1 | 1* | 9 | 9* |
| T. Keene | 10 | 10 | 9 | 9* | 6 | 6 | 1 | 1 | 9 | 5* |
| S. Black | 10 | 10 | 9 | 9 | 6 | 5* | 1 | 1 | 9 | 5* |
| Dr S. Dissanayake | 10 | 9 | 9 | 5* | 6 | 3* | 1 | 1 | 9 | 0* |
| A. Abraham | 10 | 9 | 9 | 9 | 6 | 4* | 1 | 1 | 9 | 5* |
| N. Reisman | 10 | 10 | 9 | 9 | 6 | 5* | 1 | 1 | 9 | 4* |
| J. Rudd | 10 | 10 | 9 | 9* | 6 | 6 | 1 | 1 | 9 | 9 |
| M. Blazer | 10 | 10 | 9 | 6* | 6 | 3* | 1 | 1 | 9 | 9 |

A = Number of meetings held during the time the Director held office

B = Number of meetings attended

* Not a member of the relevant committee

* Mr. Killen is invited to all Committee meetings but as an executive is not a member of those Committees

Committee Membership

As at the date of this report, the Company had an Audit and Risk Management Committee, Staff and Remuneration Committee, Nomination Committee and a Brand, Marketing & Sales Committee.

Rounding

Amounts contained in this report and in the financial report have been rounded to the nearest thousand dollars for presentation where noted (\$000). This has been completed under the option available to the Company under ASIC Corporations (Rounding in Financial/Directors' Reports) Instrument 2016/191. The Company is an entity to which this legislative instrument applies.

DIRECTORS' REPORT

AUDITOR INDEPENDENCE

We have obtained the following independence declaration from our auditors KPMG.



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

To the Directors of Australian Agricultural Company Limited

I declare that, to the best of my knowledge and belief, in relation to the audit of Australian Agricultural Company Limited for the financial year ended 31 March 2021 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

A handwritten signature in black ink, appearing to read 'Scott Guse'.

Scott Guse
Partner

Brisbane
20 May 2021

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DIRECTORS' REPORT

NON AUDIT SERVICES

The following non-audit services were provided by the entity's lead auditor, KPMG. The Directors are satisfied that the provision of non-audit services is compatible with the general standard of independence for auditors imposed by the *Corporations Act 2001*. The nature and scope of each type of non-audit service provided means that auditor independence was not compromised. The lead auditor received or are due to receive the following amounts for the provision of non-audit services:

| METRICS | 31 MAR 2021 \$ | 31 MAR 2020 \$ |
|---------------------------------------|-------------------|-------------------|
| | - | - |
| Review of draft sustainability report | - | 19,600 |
| | - | 19,600 |

Signed in accordance with a resolution of the Directors



Donald McGauchie
Chairman

Brisbane
20 May 2021



Hugh Killen
Managing Director

Brisbane
20 May 2021

CONSOLIDATED FINANCIAL STATEMENTS

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CONSOLIDATED FINANCIAL STATEMENTS

Consolidated Income Statement

For the year ended 31 March 2021

| | NOTE | 31 MAR 2021 \$000 | 31 MAR 2020 \$000 |
|---|------|----------------------|----------------------|
| Meat sales | | 199,974 | 229,607 |
| Cattle sales | | 65,548 | 104,539 |
| | | 265,522 | 334,146 |
| Cattle fair value adjustments | A3 | 218,037 | 285,810 |
| | | 483,559 | 619,956 |
| Cost of meat sold | | (150,045) | (199,779) |
| Cost of live cattle sold | | (63,257) | (99,428) |
| Cattle and feedlot expenses | | (76,674) | (130,001) |
| Gross margin | A2 | 193,583 | 190,748 |
| Other income | F4 | 9,700 | 4,174 |
| Employee expenses | F4 | (46,660) | (47,903) |
| Administration and selling costs | | (33,483) | (37,572) |
| Other operating costs | | (21,101) | (25,756) |
| Property costs | | (2,713) | (3,562) |
| Loss on equity investments | | (385) | (172) |
| Depreciation and amortisation | | (18,619) | (17,894) |
| Profit before finance costs and income tax | | 80,322 | 62,063 |
| Finance costs | F4 | (14,275) | (14,935) |
| Profit before income tax | | 66,047 | 47,128 |
| Income tax expense | F3 | (20,573) | (15,811) |
| Net profit after tax | | 45,474 | 31,317 |
| PROFIT PER SHARE ATTRIBUTABLE TO THE ORDINARY EQUITY HOLDERS OF THE PARENT | | CENTS | CENTS |
| Basic profit per share | C5 | 7.62 | 5.25 |
| Diluted profit per share | C5 | 7.62 | 5.23 |

The above Consolidated Income Statement should be read in conjunction with the accompanying notes.

CONSOLIDATED FINANCIAL STATEMENTS

Consolidated Statement of Comprehensive Income

For the year ended 31 March 2021

| | 31 MAR 2021 \$000 | 31 MAR 2020 \$000 |
|---|----------------------|----------------------|
| Profit for the year | 45,474 | 31,317 |
| Other Comprehensive Income | | |
| Items not to be reclassified to profit or loss: | | |
| Fair value revaluation of land and buildings, net of tax | 76,095 | 44,528 |
| Items to be reclassified subsequently to profit or loss: | | |
| Changes in the fair value of cash flow hedges, net of tax | 8,845 | (6,305) |
| Other comprehensive income for the year, net of tax | 84,940 | 38,223 |
| Total comprehensive profit for the year, net of tax | 130,414 | 69,540 |

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

CONSOLIDATED FINANCIAL STATEMENTS

Consolidated Statement of Financial Position

As at 31 March 2021

| | NOTE | AS AT 31 MAR 2021 \$000 | AS AT 31 MAR 2020 \$000 |
|--------------------------------------|------|-------------------------------|-------------------------------|
| Current Assets | | | |
| Cash | B1 | 8,875 | 18,125 |
| Trade and other receivables | B4 | 7,202 | 9,907 |
| Inventories and consumables | B3 | 26,543 | 26,571 |
| Livestock | A3 | 202,730 | 186,995 |
| Other assets | | 4,084 | 2,895 |
| Total Current Assets | | 249,434 | 244,493 |
| Non-Current Assets | | | |
| Livestock | A3 | 334,641 | 285,974 |
| Property, plant and equipment | A4 | 975,916 | 870,652 |
| Intangible assets | | 2,896 | 1,995 |
| Right-of-use assets | F2 | 21,612 | 28,159 |
| Investments | F6 | 288 | 3,402 |
| Other receivables | | 777 | 867 |
| Total Non-Current Assets | | 1,336,130 | 1,191,049 |
| Total Assets | | 1,585,564 | 1,435,542 |
| Current Liabilities | | | |
| Trade and other payables | B5 | 16,457 | 22,358 |
| Provisions | | 3,562 | 2,962 |
| Interest-bearing liabilities | C1 | 1,856 | 1,824 |
| Lease liabilities | F2 | 4,171 | 5,776 |
| Derivatives | C2 | 5,362 | 8,941 |
| Total Current Liabilities | | 31,408 | 41,861 |
| Non-Current Liabilities | | | |
| Provisions | | 2,881 | 2,891 |
| Interest-bearing liabilities | C1 | 367,173 | 382,858 |
| Lease liabilities | F2 | 18,035 | 22,701 |
| Derivatives | C2 | 2,675 | 7,324 |
| Deferred tax liabilities | F3 | 118,767 | 64,518 |
| Total Non-Current Liabilities | | 509,531 | 480,292 |
| Total Liabilities | | 540,939 | 522,153 |
| Net Assets | | 1,044,625 | 913,389 |
| Equity | | | |
| Contributed equity | C3 | 528,822 | 528,822 |
| Reserves | F5 | 558,847 | 473,085 |
| Retained losses | | (43,044) | (88,518) |
| Total Equity | | 1,044,625 | 913,389 |

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

CONSOLIDATED FINANCIAL STATEMENTS

Consolidated Statement of Changes in Equity

For the year ended 31 March 2021

| | CONTRIBUTED EQUITY (NOTE C3) \$000 | RESERVES (NOTE F5) \$000 | RETAINED EARNINGS/(LOSSES) \$000 | TOTAL EQUITY \$000 |
|--|--|--------------------------------|--|-----------------------|
| At 1 April 2019 | 528,822 | 435,369 | (119,835) | 844,356 |
| Profit for the year | - | - | 31,317 | 31,317 |
| Other comprehensive income | - | 38,223 | - | 38,223 |
| Total comprehensive income for the year | - | 38,223 | 31,317 | 69,540 |
| Transactions with owners in their capacity as owners: | | | | |
| Issue of share capital, net of transaction costs | - | - | - | - |
| Treasury shares acquired | - | - | - | - |
| Revaluation of foreign currency operations | - | (762) | - | (762) |
| Cost of share-based payment | - | 255 | - | 255 |
| At 31 March 2020 | 528,822 | 473,085 | (88,518) | 913,389 |
| At 1 April 2020 | 528,822 | 473,085 | (88,518) | 913,389 |
| Profit for the year | - | - | 45,474 | 45,474 |
| Other comprehensive income | - | 84,940 | - | 84,940 |
| Total comprehensive income for the year | - | 84,940 | 45,474 | 130,414 |
| Transactions with owners in their capacity as owners: | | | | |
| Issue of share capital, net of transaction costs | - | - | - | - |
| Treasury shares acquired | - | - | - | - |
| Revaluation of foreign currency operations | - | 674 | - | 674 |
| Cost of share-based payment | - | 148 | - | 148 |
| At 31 March 2021 | 528,822 | 558,847 | (43,044) | 1,044,625 |

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

CONSOLIDATED FINANCIAL STATEMENTS

Consolidated Statement of Cash Flows

For the year ended 31 March 2021

| | NOTE | 31 MAR 2021 \$000 | 31 MAR 2020 \$000 |
|--|-----------|----------------------|----------------------|
| Cash Flows from Operating Activities | | | |
| Receipts from customers | | 285,899 | 359,182 |
| Payments to suppliers, employees, and others | | (253,591) | (324,339) |
| Interest received | | 10 | 68 |
| Net operating cash inflow before interest and finance costs | | 32,318 | 34,911 |
| Payment of interest and finance costs | | (13,895) | (14,791) |
| Net cash inflow/(outflow) from operating activities | B2 | 18,423 | 20,120 |
| Cash Flows from Investing Activities | | | |
| Payments for property, plant and equipment and other assets | | (9,421) | (22,666) |
| Proceeds from sale of property, plant, and equipment | | 415 | 748 |
| Investments in associates | | 2,653 | (148) |
| Net cash inflow/(outflow) from investing activities | | (6,353) | (22,066) |
| Cash Flows from Financing Activities | | | |
| Proceeds from interest-bearing liabilities, net of transaction costs | | 15,000 | 37,000 |
| Repayment of interest-bearing liabilities, net of transaction costs | | (31,139) | (20,876) |
| Acquisition of treasury shares | | - | - |
| Principal repayments of leases | | (5,181) | (3,618) |
| Net cash inflow/(outflow) from financing activities | | (21,320) | 12,506 |
| Net increase/(decrease) in cash | | (9,250) | 10,560 |
| Cash at the beginning of the year | | 18,125 | 7,565 |
| Cash at the end of the year | B1 | 8,875 | 18,125 |

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

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NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE TWELVE MONTHS TO 31 MARCH 2021

A FINANCIAL PERFORMANCE

A1 Significant Matters

Property Revaluation

The Company recorded a net \$105.2 million increase in the value of the Company's pastoral property and improvements, following a Directors' assessment of fair value at 31 March 2021. In assessing fair value, the Directors utilised information provided by an independent valuation performed by LAWD during FY21. The revaluation reflects value increases resulting from capital investments made to our properties, and increased prices for recent comparable property sales.

See note A4 for further details.

Herd Numbers

The closing herd head count is 1.8% lower than prior year. This decline is a result of the Company experiencing lower calving in prior periods due to the drought and the Gulf flood event.

Herd Valuation

Improvements in wagyu and Non-Wagyu liveweight market prices since 31 March 2020 have resulted in an unrealised gain in the fair value of the herd of \$91.4 million.

Livingstone Beef

At 31 March 2021, consideration was given to internal and external factors that may impact the recoverable value of the Cash-Generating Unit, noting no indications of a material change to the recoverable value of Livingstone Beef at year-end.

Regular upkeep and maintenance of the facility and its supporting assets continues, whilst the Board and Management continue to monitor and review various strategic options for Livingstone Beef.

Impacts of Coronavirus (COVID-19)

Valuations included in the financial report such as the valuation of Pastoral property and improvements and Livestock are based on information available and relevant as at 31 March 2021, which is the Company's balance date. No significant impacts on operating results or balance sheet valuations materialised as a result of COVID-19.

The Company continues to monitor the developments in the COVID-19 pandemic and the measures being implemented to control and slow further outbreaks of the virus and the impacts on global markets, supply chains and customers.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE TWELVE MONTHS TO 31 MARCH 2021

A2 Operating Margin

Operating margin represents value added through the production chain. Margin is achieved through sales of meat products and cattle, as well as cattle production (pastoral and feedlot).

| | NOTE | 31 MAR 2021 \$000 | 31 MAR 2020 \$000 |
|------------------------------------|------|----------------------|----------------------|
| Meat Sales | | | |
| Sales | | 199,974 | 229,607 |
| Cost of meat sold ⁽¹⁾ | | (150,045) | (199,779) |
| Operating margin | | 49,929 | 29,828 |
| Cattle Sales | | | |
| Sales | | 65,548 | 104,539 |
| Cost of cattle sold ⁽²⁾ | | (63,257) | (99,428) |
| Operating margin | | 2,291 | 5,111 |
| Cattle Production | | | |
| Fair value adjustments | A3 | 218,037 | 285,810 |
| Cattle expenses | | (32,489) | (62,145) |
| Feedlot expenses | | (44,185) | (67,856) |
| Operating margin | | 141,363 | 155,809 |
| Total Operating Margin | | 193,583 | 190,748 |

⁽¹⁾ Includes the transfer of cattle at the applicable fair value at the time they leave the property gate en route to a processing plant.

⁽²⁾ Represents the fair value of the cattle at the time of live sale. At that time, the cost of cattle sold equates to the recorded fair value less costs to sell.

Refer to note A3 for financial information and accounting policies related to Livestock.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE TWELVE MONTHS TO 31 MARCH 2021

A3 Livestock

| CATTLE AT FAIR VALUE | 31 MAR 2021 \$000 | 31 MAR 2021 HEAD | 31 MAR 2020 \$000 | 31 MAR 2020 HEAD |
|----------------------|----------------------|---------------------|----------------------|---------------------|
| Current | 202,730 | 87,814 | 186,995 | 104,197 |
| Non-Current | 334,641 | 252,032 | 285,974 | 241,888 |
| Total livestock | 537,371 | 339,846 | 472,969 | 346,085 |

| LIVESTOCK MOVEMENT | 31 MAR 2021 \$000 | 31 MAR 2020 \$000 |
|--|----------------------|----------------------|
| Opening carrying amount | 472,969 | 423,337 |
| Changes in fair value | 218,037 | 285,810 |
| Purchases of livestock | 33,239 | 22,345 |
| External sale of livestock less selling expenses | (63,257) | (99,428) |
| Transfers for meat sales | (123,617) | (159,095) |
| Closing carrying amount | 537,371 | 472,969 |

| CATTLE FAIR VALUE ADJUSTMENTS | 31 MAR 2021 \$000 | 31 MAR 2020 \$000 |
|--|----------------------|----------------------|
| Market value movements ⁽¹⁾ | 91,401 | 104,144 |
| Biological transformation ⁽²⁾ | 86,860 | 150,752 |
| Natural increase | 65,690 | 42,436 |
| Attrition | (25,611) | (11,250) |
| Other | (303) | (272) |
| Total cattle fair value adjustments | 218,037 | 285,810 |

⁽¹⁾ As a biological asset, AASB 141 *Agriculture* requires the livestock to be valued at fair value less costs to sell at all times prior to sale or harvest. As such, value increases occur through changes in fair value rather than sales margin.

⁽²⁾ Biological transformation in accordance with Australian Accounting Standard AASB 141 *Agriculture*, includes reclassification of an animal as it moves from being a branded calf, grows, ages, and progresses through the various stages to become a trading or production animal.

Accounting Policies – Livestock

Livestock is measured at fair value less costs to sell, with any change recognised in the profit or loss. Costs to sell include all costs that would be necessary to sell the assets, including freight and direct selling costs.

The fair value of livestock is based on its present location and condition. If an active or other effective market exists for livestock in its present location and condition, the quoted price in that market is the appropriate basis for determining the fair value of that asset. Where the Company has access to different markets, then the most relevant market is used to determine fair value. The relevant market is defined as the market “that access is available to the entity” to be used at the time the fair value is established.

If an active market does not exist, then one of the following is used in determining fair value in the below order:

- > the most recent market transaction price, provided that there has not been a significant change in economic circumstances between the date of that transaction and the end of the reporting period
- > market prices, in markets accessible to us, for similar assets with adjustments to reflect differences
- > sector benchmarks

In the event that market determined prices or values are not available for livestock in its present condition, the present value of the expected net cash flows from the asset discounted at a current market determined rate may be used in determining fair value.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE TWELVE MONTHS TO 31 MARCH 2021

A3 Livestock (continued)

Livestock fair value

At the end of each reporting period, livestock is measured at fair value less costs to sell. The fair value is determined through price movements and movements in the weight of the herd due to growth, attrition, natural increase, beef transfers or sale.

The net increments or decrements in the market value of livestock are recognised as either gains or losses in the profit or loss, determined as:

- > The difference between the total fair value of livestock recognised at the beginning of the financial year and the total fair value of livestock recognised as at the reporting date; less
- > Costs expected to be incurred in realising the market value (including freight and selling costs).

Fair Value Inputs are summarised as follows:

Level 1 Price Inputs – are quoted prices (unadjusted) in active markets for identical assets or liabilities that can be accessed at the measurement date.

Level 2 Price Inputs – are inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly (i.e. as prices) or indirectly (i.e. derived from prices).

Level 3 Price Inputs – are inputs for the asset or liability that are not based on observable market data (unobservable inputs).

| FAIR VALUE INPUT | CATTLE TYPE | 31 MAR 2021 \$000 | 31 MAR 2021 HEAD | 31 MAR 2020 \$000 | 31 MAR 2020 HEAD |
|------------------------|---------------------------------|----------------------|---------------------|----------------------|---------------------|
| Level 1 | None | - | - | - | - |
| Level 2 | Commercial & stud breeding herd | 295,122 | 188,822 | 262,150 | 197,463 |
| Level 2 | Trading cattle | 92,489 | 56,649 | 80,912 | 70,740 |
| Level 2 | Unbranded calves | 37,831 | 62,636 | 18,474 | 42,721 |
| Level 3 | Feedlot cattle | 111,929 | 31,739 | 111,433 | 35,161 |
| | | 537,371 | 339,846 | 472,969 | 346,085 |
| Average value per head | | | \$1,581 | | \$1,367 |

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE TWELVE MONTHS TO 31 MARCH 2021

A3 Livestock (continued)

| TYPE | LEVEL | VALUATION METHOD |
|---------------------------------|-------|---|
| Commercial & Stud Breeding Herd | 2 | The value of these cattle (comprising principally females and breeding bulls) is determined by independent valuations with reference to prices received from representative sales of breeding cattle similar to the Company's herd. Prices for these cattle generally reflect a longer-term view of the cattle market. Independent valuations were undertaken by Elders Limited. In performing the valuation, consideration is given to the class, age, quality and location of the herd. Direct comparisons are made to recent sales evidence in relevant cattle markets. |
| Trading Cattle | 2 | Relevant market indicators used include Roma store cattle prices, MLA over-the hook market indicators, and cattle prices received/quoted for the Company's cattle at the reporting date. Prices for these cattle generally reflect the shorter-term spot prices available in the market place and vary based on the weight and condition of the animal. Live export cattle (Victoria River Group, Anthony Lagoon & Darwin Group) are valued based on market quotes available at each reporting date. Wagyu trading cattle are valued on the basis of an independent valuation by Elders Limited. In performing the valuation, consideration is given to class, age, quality, genetics, recent comparable sales evidence and current market conditions for Crossbred Wagyu cattle. |
| Unbranded Calves | 2 | The value of unbranded calves is determined with reference to Roma store calf prices at the Company's reporting date. The number of calves is determined by applying the percentage of branding assessed each year to the number of productive cows and the results of pregnancy testing. |
| Feedlot Cattle | 3 | Feedlot cattle are valued internally by the Company as there is no observable market for them. The value is based on the estimated entry price per kilogram and the value changes for the weight of each animal as it progresses through the feedlot program. The key factors affecting the value of each animal are price/kg and average daily gain of weight. The average daily gain of weight is in the range of 0.7kgs to 1.9kgs. The value is determined by applying the average weight gain per day by the number of days on feed from induction to exit at which point the cattle are delivered to market. The value per animal is based on the breed and specifications of the animal and the market it is destined for. Significant increases (decreases) in any of the significant unobservable valuation inputs for feedlot cattle in isolation would result in a significantly higher (lower) fair value measurement. |

| | 31 MAR 2021 \$000 | 31 MAR 2021 HEAD | 31 MAR 2020 \$000 | 31 MAR 2020 HEAD |
|-------------------------|----------------------|---------------------|----------------------|---------------------|
| UNBRANDED CALVES | | | | |
| Calf accrual opening | 18,474 | 42,721 | 13,835 | 58,956 |
| Movement ⁽¹⁾ | 19,357 | 19,915 | 4,639 | (16,235) |
| Calf accrual closing | 37,831 | 62,636 | 18,474 | 42,721 |
| Average value per head | | \$604 | | \$432 |

⁽¹⁾ Unbranded calves are assessed at each reporting date based on information available at the time. The Company does not track individual calves until such time as they have been branded and recorded in the livestock management system.

| | 31 MAR 2021 \$000 | 31 MAR 2021 HEAD | 31 MAR 2020 \$000 | 31 MAR 2020 HEAD |
|-----------------------------------|----------------------|---------------------|----------------------|---------------------|
| FEEDLOT CATTLE | | | | |
| Opening values | 111,433 | 35,161 | 87,709 | 38,708 |
| Inductions | 73,288 | 36,760 | 99,613 | 54,044 |
| Sales | (124,473) | (39,963) | (134,249) | (57,035) |
| Attrition and rations | (693) | (219) | (1,381) | (556) |
| Fair value adjustments recognised | 52,374 | - | 59,741 | - |
| Closing values | 111,929 | 31,739 | 111,433 | 35,161 |
| Average value per head | | \$3,527 | | \$3,169 |

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE TWELVE MONTHS TO 31 MARCH 2021

A4 Property

| PROPERTY PLANT AND EQUIPMENT | NOTE | 31 MAR 2021 \$000 | 31 MAR 2020 \$000 |
|--|------|----------------------|----------------------|
| Pastoral property and improvements at fair value | | 915,800 | 810,560 |
| Industrial property and improvements at cost | F1 | 32,950 | 30,998 |
| Plant and equipment at cost | F1 | 25,684 | 26,084 |
| Capital work in progress | F1 | 1,482 | 3,010 |
| Total property, plant and equipment | | 975,916 | 870,652 |

Pastoral property and improvements at fair value

| 31 MAR 2021 | TOTAL \$000 |
|---|----------------|
| Opening balance | 810,560 |
| Additions | 2,375 |
| Disposals | (34) |
| Net revaluation increment/(decrement) recognised in asset revaluation reserve (Note F5) | 108,707 |
| Depreciation | (5,808) |
| Closing balance | 915,800 |
| 31 MAR 2020 | TOTAL \$000 |
| Opening balance | 738,462 |
| Additions | 14,199 |
| Disposals | (243) |
| Net revaluation increment/(decrement) recognised in asset revaluation reserve (Note F5) | 63,611 |
| Depreciation | (5,469) |
| Closing balance | 810,560 |

Accounting policies – Pastoral property and improvements at fair value

Freehold pastoral property and improvements, and pastoral property and improvements held under statutory leases with government bodies, are carried at fair value at the date of the revaluation less any subsequent accumulated depreciation on buildings and accumulated impairment losses.

Fair value is determined by the Directors with reference to work performed by external independent valuers and performed on an annual basis with reference to market-based evidence, which is the price that would be received to sell an asset in an orderly transaction between market participants at the measurement date.

Any revaluation increment is credited to the asset revaluation reserve included in the equity section of the statement of financial position, unless it reverses a revaluation decrement of the same asset previously recognised in the profit or loss. Any revaluation decrement is recognised in the profit or loss unless it directly offsets a previous increment of the same asset in the asset revaluation reserve.

In addition, any accumulated depreciation as at revaluation date is eliminated against the gross carrying amount of the asset and the net amount is restated to the revalued amount of the asset. Upon disposal of property and improvements, any revaluation reserve relating to the particular asset being sold is transferred to the capital profits reserve.

All initial lump sum payments in respect of pastoral and perpetual property leases have been classified as land. The remaining lease payments are nominal and are therefore expensed to the profit or loss as incurred.

Pastoral landholdings are generally held under a leasehold agreement with the Crown. Leasehold properties in Queensland are mainly pastoral holdings which are rolling term leases. In the Northern Territory, the pastoral leases held have been granted on a perpetual basis by the Northern Territory Government. We treat statutory leases held with government bodies as perpetual leases. Perpetual leases are specifically excluded from measurement under AASB 16 Leases.

This accounting policy excludes Right-of-use Assets disclosed in Note F2. Refer to note F1 and note G3 for the financial information and accounting policies as they relate to property, plant and equipment at cost respectively.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE TWELVE MONTHS TO 31 MARCH 2021

A4 Property (continued)

Fair value

In determining the fair value of pastoral property and improvements, the Directors initiate periodic independent valuations through registered property valuers. Once these valuations have been considered and reviewed by the Directors they are then adopted as Directors' valuations.

The following valuation techniques and key inputs are used for the level 3 (there are no level 1 and level 2) property and improvement valuations:

| 31 MAR 2021 \$000 | 31 MAR 2020 \$000 | VALUATION TECHNIQUE | SIGNIFICANT UNOBSERVABLE INPUTS | 31 MAR 2021 RANGE/(AVERAGE) | 31 MAR 2020 RANGE/(AVERAGE) |
|----------------------|----------------------|---|------------------------------------|--------------------------------|--------------------------------|
| 790,100 | 692,460 | Direct Comparison (Productive Unit Approach) | Number of adult equivalents | 5,350 – 89,200 25,568 | 5,350 – 89,200 25,553 |
| | | | Dollar per adult equivalents | \$1,050 – \$5,500 \$2,099 | \$1,050 – \$5,500 \$1,856 |
| | | | Number of properties | 18 | 18 |
| 53,700 | 48,000 | Direct Comparison (Hectare Rate Approach) | Dollar per hectare | \$1,578 \$1,578 | \$1,410 \$1,410 |
| | | | Number of properties | 1 | 1 |
| 72,000 | 70,100 | Direct Comparison (Hectare Rate and Standard Cattle Unit Approach) | Dollar per hectare | \$3,611 – \$3,771 \$3,691 | \$3,611 – \$3,771 \$3,691 |
| | | | Standard cattle units | 16,000 – 45,000 30,500 | 16,000 – 45,000 30,500 |
| | | | Number of properties | 2 | 2 |

An independent valuation of the pastoral properties was performed by valuers LAWD to determine the fair value using the market based direct comparison method. One of three direct comparison method techniques were utilised, being either a Productive Unit Approach, Hectare Rate Approach or a Summation Approach using Standard Cattle Units and Hectare Rate. Valuation of the assets was determined by analysing comparable sales and allowing for size, location, rainfall, water supply, seasonal conditions, structural capital works and other relevant factors specific to the property and improvements being valued. From the sales analysed, an appropriate rate per adult equivalent or hectare has been applied to the subject property and improvements. The effective date of the valuation is 31 March 2021.

Under the Productive Unit Approach, a dollar per Adult Equivalent is adopted inclusive of all structures. This method takes into consideration the type and mix of land types, rainfall, extent of water, fencing and structural improvements, current carrying capacity and potential, and location relative to markets and services. An external expert, Dr Steve Petty of Spektrum, was engaged during FY21 as part of the valuation process to perform an independent assessment of adult equivalent carrying capacity using a consistent methodology based on scientific analysis of grazing distribution, land system analysis, station and paddock stocking history and published data for the relevant regions.

Under the Hectare Rate Approach, a range of dollar per hectare rates are applied to land components exclusive of all structures. This method takes into consideration the land type composition of the property and therefore the proportion of land that lies outside the watered area and its potential or lack thereof. The basis of assessment is direct comparison with sales evidence on an analysed hectare rate, excluding structures. The improved market value is determined from the summation of land with the added value of structures, such as residences, sheds and yards.

The Hectare Rate and Standard Cattle Unit Approach applies the same principles as the Hectare Rate Approach but includes a dollar per Standard Cattle Unit rate which is applied to feedlot infrastructure. The basis of assessment is direct comparison with sales evidence on an analysed Standard Cattle Unit rate. The improved market value is determined from the summation of land and feedlot infrastructure with the added value of structures, such as residences, sheds and yards. The derived valuation amount for the buildings and yards is obtained from analysis of comparable sales evidence.

Significant increases (decreases) in any of the significant unobservable valuation inputs under the Productive Unit Approach, Hectare Rate Approach or Hectare Rate and Standard Cattle Units Approach in isolation would result in a significantly higher (lower) fair value measurement. Permanent shifts in long-term climate and weather conditions could result in a lower or higher carrying capacity, dollar per adult equivalent and dollar per hectare.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE TWELVE MONTHS TO 31 MARCH 2021

A4 Property (continued)

Deemed Cost

If freehold land, pastoral leases, buildings and improvements were measured using the deemed cost model (the fair value of the assets in 2005 plus subsequent acquisitions at cost) the carrying amounts would be as follows:

| | 31 MAR 2021 \$000 | 31 MAR 2020 \$000 |
|--------------------------|----------------------|----------------------|
| Deemed cost | 360,296 | 357,921 |
| Accumulated depreciation | (68,787) | (62,979) |
| Net carrying amount | 291,509 | 294,942 |

A5 Segment Information

Identification of reportable segments

AASB 8 *Operating Segments* requires operating segments to be identified on the basis of internal reports about components of the Company, that are regularly reviewed by the chief operating decision maker in order to allocate resources to the segment and to assess its performance. The Group has identified its operating segments based on the internal reports that are reviewed and used by the Managing Director/Chief Executive Officer (the chief operating decision maker) in assessing performance and in determining the allocation of resources. The operating segments are identified by management based on the nature of the product produced and the reporting structure within the Group. Discrete financial information for each of the operating segments is reported to the Managing Director/Chief Executive Officer (MD/CEO) on at least a monthly basis.

Reportable segments

Following the suspension of Livingstone Beef processing plant in prior years, management no longer view the business as two distinct operating segments of Livingstone Beef and AACo excluding Livingstone Beef as Livingstone has not been in operation during this financial year or the comparative. The internal reporting to the Board and executive team (chief operating decision makers) is viewed as one segment for all of the Company until such a time as the Livingstone Beef processing plant is unsuspended.

The prior period comparative information has been restated to reflect the revised operating segment on the following pages.

Accounting policies and inter-segment transactions

The accounting policies used in reporting segments are the same as those contained in note G3 to the financial statements and in the prior period, except as follows:

Inter-entity sales

Inter-entity sales are recognised based on arm's length market prices.

Operating Profit is the key indicator used to monitor and manage the Company. It eliminates the potential distraction caused by unrealised livestock and inventory valuation adjustments being recorded in the financial results, and is a better reflection of actual financial performance under the control of management. Operating Profit assumes movement in livestock and inventory volume at cost of production, whilst Statutory EBITDA results include revaluations based on market prices for livestock movements.

The following table presents the revenue and profit information regarding operating segments (incorporating a reconciliation of Operating Profit/(Loss) to Statutory NPAT) for the twelve months to 31 March 2021 and 31 March 2020. Segment assets and liabilities are not reported to the MD/CEO and therefore segment assets and liabilities are not separately disclosed.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE TWELVE MONTHS TO 31 MARCH 2021

A5 Segment Information (continued)

| | 31 MAR 2021 \$000 | 31 MAR 2020 \$000 |
|--|----------------------|----------------------|
| Segment revenue | 265,522 | 334,146 |
| Inter-segment revenue | - | - |
| Revenue from external customers | 265,522 | 334,146 |
| Operating Profit/(Loss) | 24,360 | 15,194 |
| Reverse: Movement in inventory at cost of production | 14,630 | 17,067 |
| Other income/expenses | (4,060) | (1,764) |
| Change in livestock value | 64,396 | 49,632 |
| Statutory EBITDA profit/(loss) | 99,326 | 80,129 |
| Depreciation and amortisation | (18,619) | (17,894) |
| Loss on equity investments | (385) | (172) |
| Statutory EBIT profit/(loss) | 80,322 | 62,063 |
| Net finance costs | (14,275) | (14,935) |
| Income tax expense | (20,573) | (15,811) |
| Net profit after tax | 45,474 | 31,317 |

Revenues from external customers

| | 31 MAR 2021 \$000 | 31 MAR 2020 \$000 |
|---|----------------------|----------------------|
| MEAT SALES REVENUES | | |
| South Korea | 68,842 | 68,873 |
| Australia | 26,183 | 33,476 |
| USA | 23,805 | 14,177 |
| Canada | 14,060 | 2,413 |
| China | 11,790 | 34,005 |
| Other countries | 55,294 | 76,663 |
| Total meat sales revenue per Income Statement | 199,974 | 229,607 |

Meat sales revenues of \$62.7 million were derived from one of the Company's major external customers (31 March 2020: \$63.9 million from this customer). No other customer contributed to more than 10% of the Company's revenue.

| | 31 MAR 2021 \$000 | 31 MAR 2020 \$000 |
|---|----------------------|----------------------|
| CATTLE SALES REVENUES | | |
| Australia | 65,548 | 104,539 |
| Total cattle sales revenue per Income Statement | 65,548 | 104,539 |

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE TWELVE MONTHS TO 31 MARCH 2021

B WORKING CAPITAL

B1 Net Working Capital

| | NOTE | 31 MAR 2021 \$000 | 31 MAR 2020 \$000 |
|-----------------------------|------|----------------------|----------------------|
| Cash | | 8,875 | 18,125 |
| Inventory and consumables | B3 | 26,543 | 26,571 |
| Trade and other receivables | B4 | 7,202 | 9,907 |
| Trade and other payables | B5 | (16,457) | (22,358) |
| Net working capital | | 26,163 | 32,245 |

B2 Cash

| RECONCILIATION OF NET PROFIT/(LOSS) AFTER TAX TO NET CASH FLOWS FROM OPERATIONS | 31 MAR 2021 \$000 | 31 MAR 2020 \$000 |
|---|----------------------|----------------------|
| Net profit/(loss) after income tax | 45,474 | 31,317 |
| Adjustments for: | | |
| Depreciation and amortisation | 18,619 | 17,894 |
| (Increment)/decrement in fair value of livestock | (64,402) | (49,632) |
| Income tax expense reported in equity | (33,676) | (17,677) |
| Derivative movement reported in equity | 9,909 | (7,238) |
| Other non-cash adjustments | 77 | (638) |
| Changes in assets and liabilities: | | |
| (Increase)/decrease in inventories | 28 | 7,113 |
| (Increase)/decrease in trade and other receivables | 2,872 | 8,629 |
| (Increase)/decrease in prepayments and other assets | 1,009 | (1,797) |
| (Decrease)/increase in deferred tax liabilities | 54,249 | 33,786 |
| (Decrease)/increase in trade and other payables | (5,901) | (7,460) |
| (Decrease)/increase in derivatives | (10,426) | 7,946 |
| (Decrease)/increase in provisions | 591 | (2,123) |
| Net cash inflow from operating activities | 18,423 | 20,120 |

B3 Inventory and Consumables

| | 31 MAR 2021 \$000 | 31 MAR 2020 \$000 |
|---------------------|----------------------|----------------------|
| Meat inventory | 8,164 | 8,304 |
| Feedlot commodities | 10,303 | 10,632 |
| Bulk stores | 6,699 | 6,088 |
| Other inventory | 1,377 | 1,547 |
| | 26,543 | 26,571 |

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE TWELVE MONTHS TO 31 MARCH 2021

B4 Trade and Other Receivables

| | 31 MAR 2021 \$000 | 31 MAR 2020 \$000 |
|---|----------------------|----------------------|
| Trade receivables | 5,693 | 9,402 |
| Provision for impairment of receivables | (185) | (896) |
| | 5,508 | 8,506 |
| Other receivables | 1,694 | 1,401 |
| | 7,202 | 9,907 |

Trade receivables are non-interest bearing. Provision for impairment of receivables is the loss allowance for trade receivables and is measured at an amount equal to lifetime expected credit losses. The ageing of trade receivables and the provision for impairment of receivables is outlined below:

| TRADE RECEIVABLES AGING | 31 MAR 2021 \$000 | 31 MAR 2020 \$000 |
|-----------------------------------|----------------------|----------------------|
| Current or past due under 30 days | 5,572 | 9,041 |
| Past due 31-60 days | 15 | 14 |
| Past due 61+ days | 106 | 347 |
| Total trade receivables | 5,693 | 9,402 |

| PROVISION FOR IMPAIRMENT OF RECEIVABLES AGING | 31 MAR 2021 \$000 | 31 MAR 2020 \$000 |
|---|----------------------|----------------------|
| Current or past due under 30 days | (89) | (717) |
| Past due 31-60 days | (1) | (7) |
| Past due 61+ days | (95) | (172) |
| Total provision for impairment of receivables | (185) | (896) |

Our maximum exposure to credit risk is the net carrying value of receivables. We do not hold collateral as security, nor is it our policy to transfer (on-sell) receivables to special purpose entities. Refer to section D for more information on the risk management policy of the Company.

B5 Trade and Other Payables

| | 31 MAR 2021 \$000 | 31 MAR 2020 \$000 |
|------------------|----------------------|----------------------|
| Trade payables | 8,800 | 15,380 |
| Other payables | 7,174 | 6,265 |
| Deferred revenue | 483 | 713 |
| | 16,457 | 22,358 |

Trade payables are non-interest bearing and are normally settled on agreed terms which are generally up to 30 days. Other payables are non-interest bearing. Deferred revenue relates to payments received in advance on sales.

Trade payables includes amounts due to entities previously considered associates, as shown below. During FY 21, the Company fully disposed of its investments in these associates. Refer to note F7 for further details.

| Trade payables | 31 MAR 2021 \$000 | 31 MAR 2020 \$000 |
|--|----------------------|----------------------|
| Trade payables to others | 16,457 | 22,300 |
| Trade payables to associate - Pyxle (Private) Limited | - | 46 |
| Trade payables to other individually not material associates | - | 12 |
| | 16,457 | 22,358 |

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE TWELVE MONTHS TO 31 MARCH 2021

C FUNDING AND CAPITAL MANAGEMENT

C1 Interest-bearing Liabilities

| | 31 MAR 2021 \$000 | 31 MAR 2020 \$000 |
|------------------------------------|----------------------|----------------------|
| Current | | |
| Other interest-bearing liabilities | 1,856 | 1,824 |
| Non-Current | | |
| Secured bank loan facility | 364,448 | 379,768 |
| Other interest-bearing liabilities | 2,725 | 3,090 |
| | 367,173 | 382,858 |

Other interest-bearing liabilities are chattel mortgages over vehicles, plant and equipment. Liabilities relating to chattel mortgages are discounted using the interest rate implicit in the financing arrangements. The average rate is 3.36%.

Secured bank loan facility

Facility A and Facility B loans are repayable on 8 September 2022. The interest on these facilities is charged at the applicable BBSY rate + Margin. The facility is currently drawn down by \$365 million (31 March 2020: \$380.7 million) and is offset in the Statement of Financial Position by a prepaid facility participation fee of \$0.6 million (31 March 2020: \$0.9 million).

Financing facilities are provided on a secured basis, with security given over all fixed and floating assets. Financial covenants are in place over the Company's Loan to Value Ratio (LVR). We have the following financing facilities available:

| | 31 MAR 2021 \$000 | 31 MAR 2020 \$000 |
|--|----------------------|----------------------|
| Borrowing Capacity under Facility A and Facility B | 550,000 | 550,000 |
| Guarantee Facility Capacity | 3,000 | 3,000 |
| Facility A and B Drawn-down | (365,000) | (380,700) |
| Bank guarantee utilised | (1,454) | (1,454) |
| Unused | 186,546 | 170,846 |

C2 Derivatives

| | 31 MAR 2021 \$000 | 31 MAR 2020 \$000 |
|--------------------------------|----------------------|----------------------|
| Current Assets | | |
| Foreign currency contracts | 2,196 | - |
| Current Liabilities | | |
| Interest rate swap contracts | 5,351 | 4,629 |
| Foreign currency contracts | 11 | 4,312 |
| | 5,362 | 8,941 |
| Non-Current Liabilities | | |
| Interest rate swap contracts | 2,675 | 6,943 |
| Foreign currency contracts | - | 381 |
| | 2,675 | 7,324 |

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE TWELVE MONTHS TO 31 MARCH 2021

C2 Derivatives (continued)

Foreign currency contract

| | NOTIONAL AMOUNTS (AUD) 31 MAR 2021 \$000 | NOTIONAL AMOUNTS (AUD) 31 MAR 2020 \$000 | AVERAGE EXCHANGE RATE 31 MAR 2021 \$000 | AVERAGE EXCHANGE RATE 31 MAR 2020 \$000 |
|--------------------------------|---|---|--|--|
| SELL FX/BUY AUD | | | | |
| Sell USD Maturity 0-12 months | 37,799 | 42,709 | 0.7143 | 0.6790 |
| Sell USD Maturity 12-24 months | - | 2,894 | - | 0.6912 |
| | 37,799 | 45,603 | | |

Foreign currency contracts are attributed to forecast meat sales. As these contracts are hedge accounted, effectiveness was assessed under the requirements of AASB 9 *Financial Instruments*. The effective portion of the movement has been accounted for in Other Comprehensive Income and the ineffective portion posted to the income statement. Forward currency contracts can have maturities of up to 36 months. These contracts are in US dollars. The total notional value of these contracts at 31 March 2021 was AUD \$37.8 million (31 March 2020: AUD \$45.6 million).

The net fair value gain on foreign currency derivatives during the twelve months to 31 March 2021 was \$2,185,000 with \$1,981,600 effective and \$203,400 ineffective (12 months to 31 March 2020: \$4,693,000 loss with \$4,381,000 effective and \$311,000 ineffective).

Interest rate swap contracts

The Company has entered into interest rate swaps which are economic hedges. The Company fair values these contracts by comparing the contracted rate to the market rates for contracts with the same length of maturity. Interest rate swaps are entered in order to manage the mix of borrowings between fixed and floating rates as per our Treasury Policy. The \$235 million of swaps (swap floating rate debt for fixed) and have been designated as effective and therefore satisfy the accounting standard requirements for hedge accounting. The swaps expire on 8 September 2022 in line with the expiry date of the bank facility.

As at the reporting date, the notional principal amounts and period of expiry of the interest rate swap contracts were as follows:

| | 31 MAR 2021 \$000 | 31 MAR 2020 \$000 |
|-----------|----------------------|----------------------|
| 0-1 years | - | - |
| 1-5 years | 235,000 | 235,000 |

The gain or loss from remeasuring the interest rate swaps at fair value is recognised in other comprehensive income and deferred in the hedging reserve component of equity, to the extent that the hedge is effective. It is reclassified into profit or loss when the hedged interest expense is recognised. In the twelve months to 31 March 2021 the related loss recognised in profit or loss was \$5.1 million (twelve months to 31 March 2020: \$2.7 million). There was no hedge ineffectiveness in the current or prior year.

C3 Equity

| | 31 MAR 2021 SHARES | 31 MAR 2020 SHARES | 31 MAR 2021 \$000 | 31 MAR 2020 \$000 |
|--|-----------------------|-----------------------|----------------------|----------------------|
| Opening balance | 596,361,472 | 595,963,611 | 528,822 | 528,822 |
| Treasury shares issued on exercise of performance rights | 257,043 | 397,861 | - | - |
| Total contributed equity | 596,618,515 | 596,361,472 | 528,822 | 528,822 |

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE TWELVE MONTHS TO 31 MARCH 2021

C4 Capital Management

When managing capital, our objective is to safeguard our ability to continue as a going concern as well as to maintain optimal returns to shareholders and benefits for other stakeholders. We also aim to maintain a capital structure that ensures the lowest cost of capital.

We monitor capital using the gearing ratio (net debt divided by total capital plus net debt), and our target gearing ratio remains between 20.0% to 35.0%, excluding any impacts of the adoption of AASB 16 Leases. We include within net debt, interest-bearing loans and borrowings. For the Company's financial risk management objectives and policies refer to section D.

| ASSETS AND CAPITAL STRUCTURE | 31 MAR 2021 \$000 | 31 MAR 2020 \$000 |
|--|----------------------|----------------------|
| Current debt | | |
| Interest-bearing liabilities | 1,856 | 1,824 |
| Lease liabilities | 4,171 | 5,776 |
| Non-current debt | | |
| Interest-bearing liabilities | 2,725 | 3,090 |
| Lease liabilities | 18,035 | 22,701 |
| Bank loan facility ⁽¹⁾ | 365,000 | 380,700 |
| Bank guarantees | 1,454 | 1,454 |
| Cash | (8,875) | (18,125) |
| Net debt | 384,366 | 397,420 |
| Net equity | 1,044,625 | 913,389 |
| Total capital employed | 1,428,991 | 1,310,809 |
| Gearing (net debt/net debt+equity) | 26.90% | 30.32% |
| Gearing (net debt/net debt+equity) pre-AASB 16 adoption | 25.74% | 28.79% |

⁽¹⁾ The gearing ratio is calculated utilising the drawn-down balance of the bank loan facility. This is not offset for \$0.6 million of prepaid borrowing costs.

C5 Earnings Per Share

The following reflects the income used in the basic and diluted earnings per share computations:

| | 31 MAR 2021 \$000 | 31 MAR 2020 \$000 |
|---|----------------------|----------------------|
| Net profit/(loss) attributable to ordinary equity holders of the parent (basic) | 45,474 | 31,317 |
| Net profit/(loss) attributable to ordinary equity holders of the parent (diluted) | 45,474 | 31,317 |

The following reflects the weighted average number of ordinary shares used in the basic and diluted earnings per share computations:

| | 31 MAR 2021 SHARES | 31 MAR 2020 SHARES |
|---|-----------------------|-----------------------|
| Weighted average number of ordinary shares (basic) | 596,519,923 | 596,208,818 |
| Adjustments for calculation of diluted earnings per share: | | |
| Weighted average options and rights | 625,230 | 2,183,354 |
| Weighted average number of ordinary shares (diluted) as at 31 March | 597,145,153 | 598,392,172 |

C6 Dividends

No final or interim dividends were declared and/or paid during the twelve months to 31 March 2021 (twelve months to 31 March 2020: nil). There are no franking credits available for the subsequent financial years (31 March 2020: nil).

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE TWELVE MONTHS TO 31 MARCH 2021

D FINANCIAL RISK MANAGEMENT

Exposure to key financial risks are managed in accordance with our financial risk management policy. The objective of the policy is to support the delivery of the Company's financial targets while protecting future financial security. The Audit and Risk Management Committee under the authority of the Board hold primary responsibility for identification and control of financial risks. The Board reviews and agrees policies for managing each of the risks identified. Different methods are used to measure and manage the different types of risks to which the Company is exposed. The main risks arising from financial instruments are interest rate, foreign currency, commodity, credit and liquidity risk.

As at 31 March 2021 and 31 March 2020, the only financial instruments recognised at fair value were interest rate swaps and forward foreign currency contracts. These are valued using a level 2 method (refer to note C2) which estimates fair value using inputs that are observable either directly (as prices) or indirectly (derived from prices). The carrying amount of all other financial assets and liabilities approximates the fair value.

D1 Interest Rate Risk

Our policy is to manage our finance costs using a mix of fixed and variable rate debt. In accordance with our Treasury Policy, we maintain at least 50% of our borrowings at fixed rates which are carried at amortised cost. It is acknowledged that fair value exposure is a by-product of our attempt to manage our cash flow volatility arising from interest rate changes. To manage this mix in a cost-efficient manner, we enter into interest rate swaps, in which we agree to exchange, at specified intervals, the difference between fixed and variable rate interest amounts calculated by reference to an agreed-upon notional principal amount. We regularly analyse our interest rate exposure taking into consideration potential renewals of existing positions, alternative financing and the mix of fixed and variable interest rates.

In 2018 the Company entered into interest rate swaps totalling \$235 million. These swaps expire on 8 September 2022 in line with the expiry date of the bank facility. The swaps have been designated as effective interest rate swaps and therefore satisfy the accounting standard requirements for hedge accounting. The net unrealised fair value loss on interest rate swaps during the twelve months to 31 March 2021 was \$8.0 million (31 March 2020: \$11.6 million). The Company fair values these contracts by comparing the contracted rate to the future market rates for contracts with the same length of maturity. At 31 March 2021, after taking into account the effect of interest rate swaps, approximately 64.4% (31 March 2020: 61.7%) of our borrowings are at a fixed rate of interest.

At the reporting date, we had the following mix of financial assets and liabilities exposed to Australian variable interest rate risk:

| | 31 MAR 2021 \$000 | 31 MAR 2020 \$000 |
|-------------------------------|----------------------|----------------------|
| Financial assets: | | |
| Cash assets | 8,875 | 18,125 |
| Financial liabilities: | | |
| Bank loan | (130,000) | (145,700) |
| Interest rate swaps | (8,026) | (11,572) |
| Net exposure | (129,151) | (139,147) |

The following sensitivity analysis is based on reasonably possible changes in interest rates applied to the interest rate risk exposures in existence at the reporting date. Such a reasonably possible change is determined using historical interest rate movements for the preceding two-year period.

| | EFFECTS ON PROFIT BEFORE TAX \$000 | EFFECTS ON OTHER COMPONENTS OF EQUITY ⁽¹⁾ \$000 |
|---|--|--|
| JUDGEMENTS OF REASONABLY POSSIBLE MOVEMENTS: | | |
| 31 MAR 2021 | | |
| +1% (100 basis points) | (1,300) | 3,525 |
| -1% (100 basis points) | 1,300 | (3,525) |
| 31 MAR 2020 | | |
| +1% (100 basis points) | (1,457) | 5,875 |
| -1% (100 basis points) | 1,457 | (5,875) |

⁽¹⁾ Figures represent an increase/(decrease) in other components of equity.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE TWELVE MONTHS TO 31 MARCH 2021

D2 Foreign Currency Risk

A significant portion of our revenue is received in US dollars and the prices received are influenced by movements in exchange rates, particularly that of the US dollar relative to the Australian dollar.

We have transactional currency exposures (refer note C2) arising from sales of meat in currencies other than in Australian dollars. Foreign exchange risk arises from future commercial transactions and recognised assets and liabilities denominated in a currency that is not the functional currency of the relevant group entity. The risk is measured through a forecast of highly probable US dollar sales. The risk is hedged with the objective of minimising the volatility of the Australian currency revenue of highly probable forecast US dollar denominated sales.

In compliance with our Treasury Policy we have hedged our foreign exchange exposure arising from forecasted cash flows from sales less the forecast cash outflows from purchases, through forward currency contracts or foreign exchange contracts. These foreign exchange contracts have been designated as effective hedges and therefore satisfy the accounting standard requirements for hedge accounting. This resulted in a \$2,185,000 movement in other comprehensive income and a \$203,400 movement in profit and loss in the twelve months to 31 March 2021 (31 March 2020: \$4,693,000 movement in other comprehensive income and a \$311,000 movement in profit and loss).

Our Treasury Policy is to hedge between 50% and 90% of net US dollar cash flows up to one quarter in advance, and between 25% and 75% of net cash inflows for the period three months to 12 months in advance. It also allows us to hedge between 0% and 50% of net cash inflows for period 13 months to 24 months in advance. For the year ended 31 March 2021, approximately 58% and 33% of highly probable net cash inflows were hedged for the periods 0-3 months in advance and 3-12 months in advance, respectively.

At reporting date, we had the following mix of financial assets and liabilities exposed to foreign exchange risk.

| | 31 MAR 2021 USD \$000 | 31 MAR 2020 USD \$000 |
|------------------------------|--------------------------|--------------------------|
| Financial assets | | |
| Derivatives | 2,196 | - |
| Trade receivables | 1,552 | 3,033 |
| Financial liabilities | | |
| Derivatives | (11) | (4,693) |
| Net exposure | 3,737 | (1,660) |

At 31 March 2021, had the Australian Dollar moved and all other variables held constant, profit before tax and equity would have been affected as illustrated in the table below. The sensitivity analysis is based on a reasonably possible movement using observations of historical spot rates for the preceding two-year period.

| | EFFECTS ON PROFIT BEFORE TAX \$000 | EFFECTS ON EQUITY \$000 |
|---|--|----------------------------|
| JUDGEMENTS OF REASONABLY POSSIBLE MOVEMENTS: | | |
| 31 MAR 2021 | | |
| AUD/USD +10% | 301 | 2,936 |
| AUD/USD -10% | (368) | (3,589) |
| 31 MAR 2020 | | |
| AUD/USD +10% | 304 | 4,269 |
| AUD/USD -10% | (371) | (5,217) |

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE TWELVE MONTHS TO 31 MARCH 2021

D3 Commodity Price Risk

We have transactional commodity price risk primarily in the sale of cattle and beef. Other commodity price exposures include feed inputs for our feedlot operations and diesel. Purchases of commodities may be for a period of up to 12 months and partial hedging of these inputs may be for periods of up to 24 months.

Our exposure to derivative commodity price risk is minimal. We do not currently apply hedge accounting to our beef commodity price exposures as the derivatives do not meet the accounting standard requirements for hedge accounting. However, we have a policy whereby we will forward sell a significant proportion of our feedlot cattle sales for a period of up to 6 months. These contracts are entered into and continue to be held for the purpose of delivery of feedlot cattle arising from our expected sale requirements; they are classified as non-derivative and are not required to be fair valued.

We mitigate the price risk for the Company through internal production, on-site storage & entering into forward purchase contracts for grain & roughage commodities. As at 31 March 2021, stock on hand was approximately 33% (31 March 2020: 31%) of our expected grain & roughage usage for the coming 12 months. We had forward purchased approximately 63% (31 March 2020: 55%) of our expected grain & roughage purchases for the coming 12 months. These forward purchases include expected Internal Supply. Without the Internal Supply, we had forward purchased approximately 21% (31 March 2020: 25%) of our expected grain & roughage purchases for the coming 12 months. These contracts are entered into and continue to be held for the purpose of grain purchase requirements; they are classified as non-derivative and are not required to be fair valued. At the reporting date we had no commodity price exposures on forward sales and purchase contracts that are not designated as cash flow hedges.

D4 Credit Risk

Credit risk arises from our financial assets, which comprise cash, trade and other receivables and derivative instruments. Our exposure to credit risk arises from potential default of the counterparty, with a maximum exposure equal to the carrying amount of the financial assets (as outlined in each applicable note). We do not hold any credit derivatives to offset our credit exposure.

We manage our credit risk by maintaining strong relationships with a limited number of quality customers. The risk is also mitigated by paying an annual insurance premium in relation to certain sales overseas. In addition, receivable balances are monitored on an ongoing basis with the result that our experience of bad debts has not been significant. We have no significant concentrations of credit risk. Credit risk and expected credit loss relating to trade receivables is disclosed in note B4.

D5 Liquidity Risk

Liquidity risk arises from our financial liabilities and our subsequent ability to repay the financial liabilities as and when they fall due. Our objective is to maintain a balance between continuity of funding and flexibility through the use of bank loans and leases.

We manage our liquidity risk by monitoring the total cash inflows and outflows expected on a monthly basis. We have established comprehensive risk reporting covering our business units that reflect expectations of management of the expected settlement of financial assets and liabilities.

The Company is exposed to counterparty credit risk from its operating activities (primarily from trade receivables) and from its financing activities. As at 31 March 2021, the mark-to-market value of derivative asset positions is net of a credit valuation adjustment attributable to derivative counterparty default risk. The changes in counterparty credit risk had no material effect on the hedge effectiveness assessment for derivatives designated in hedge relationships and other financial instruments recognised at fair value.

The following liquidity risk disclosures reflect all contractually fixed repayments and interest resulting from recognised financial liabilities and derivatives as of 31 March 2021. The timing of cash flows for liabilities is based on the contractual terms of the underlying contract. However, where the counterparty has a choice of when the amount is paid, the liability is allocated to the earliest period in which we can be required to pay. When we are committed to make amounts available in instalments, each instalment is allocated to the earliest period in which we are required to pay.

The risk implied from the values shown in the table below, reflects a balanced view of cash inflows and outflows of financial instruments. Leasing obligations, trade payables and other financial liabilities mainly originate from the financing of assets used in our ongoing operations such as property, plant and equipment and investments in working capital (e.g. inventories and trade receivables). These assets are considered in the Company's overall liquidity risk.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE TWELVE MONTHS TO 31 MARCH 2021

D5 Liquidity Risk (continued)

| | LESS THAN 6 MONTHS \$000 | 6-12 MONTHS \$000 | 1-2 YEARS \$000 | 2-5 YEARS \$000 | TOTAL \$000 | CARRYING AMOUNT \$000 |
|------------------------------|--------------------------------|-------------------------|-----------------------|-----------------------|------------------|-----------------------------|
| 31 MAR 2021 | | | | | | |
| Financial assets | | | | | | |
| Cash | 8,875 | - | - | - | 8,875 | 8,875 |
| Trade and other receivables | 7,202 | - | - | - | 7,202 | 7,202 |
| Derivatives | - | - | - | - | - | - |
| Financial liabilities | | | | | | |
| Trade and other payables | (16,457) | - | - | - | (16,457) | (16,457) |
| Lease liabilities | (2,656) | (2,236) | (3,945) | (15,227) | (24,064) | (22,206) |
| Interest-bearing liabilities | (4,727) | (4,206) | (373,473) | (11,230) | (393,636) | (369,029) |
| Derivatives | (2,748) | (2,748) | (2,748) | - | (8,244) | (8,037) |
| Net maturity | (10,511) | (9,190) | (380,166) | (26,457) | (426,324) | (399,652) |
| 31 MAR 2020 | | | | | | |
| Financial assets | | | | | | |
| Cash | 18,125 | - | - | - | 18,125 | 18,125 |
| Trade and other receivables | 9,907 | - | - | - | 9,907 | 9,907 |
| Derivatives | - | - | - | - | - | - |
| Financial liabilities | | | | | | |
| Trade and other payables | (22,358) | - | - | - | (22,358) | (22,358) |
| Lease liabilities | (3,071) | (3,081) | (4,892) | (19,172) | (30,216) | (28,477) |
| Interest-bearing liabilities | (5,458) | (5,307) | (165,935) | (241,300) | (418,000) | (384,682) |
| Derivatives | (2,136) | (2,136) | (4,272) | (6,407) | (14,951) | (16,265) |
| Net maturity | (4,991) | (10,524) | (175,099) | (266,879) | (457,493) | (423,750) |

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE TWELVE MONTHS TO 31 MARCH 2021

E UNRECOGNISED ITEMS

E1 Commitments

We have entered into forward purchase contracts for \$7.8 million worth of grain commodities as at 31 March 2021 (31 March 2020: \$7.3 million) and forward purchase contracts for \$12 million worth of cattle as at 31 March 2021 (31 March 2020: \$39.5 million). The contracts are expected to be settled within 12 months from balance date.

Capital expenditure of \$0.7 million has been contracted in respect of property, plant and equipment as at 31 March 2021 (31 March 2020: \$nil).

E2 Contingencies

At 31 March 2021, there are a number of long standing native title claims over our pastoral holdings. Settlement negotiations between the Government, claimants and pastoral interests are ongoing, and we do not expect any material impact on our operations to result from this.

F OTHER

F1 Property, Plant and Equipment at Cost

| | INDUSTRIAL PROPERTY AND IMPROVEMENT \$000 | PLANT AND EQUIPMENT \$000 | CAPITAL WORK IN PROGRESS \$000 | TOTAL \$000 |
|---|---|---------------------------------|--------------------------------------|----------------|
| 31 MAR 2021 | | | | |
| Opening balance | 30,998 | 26,084 | 3,010 | 60,092 |
| Additions and transfers | 2,361 | 6,296 | (1,528) | 7,129 |
| Disposals | - | (394) | - | (394) |
| Depreciation | (409) | (6,302) | - | (6,711) |
| Closing balance | 32,950 | 25,684 | 1,482 | 60,116 |
| Cost | 80,374 | 165,452 | 1,482 | 247,308 |
| Accumulated depreciation and impairment | (47,424) | (139,768) | - | (187,192) |

| | INDUSTRIAL PROPERTY AND IMPROVEMENT \$000 | PLANT AND EQUIPMENT \$000 | CAPITAL WORK IN PROGRESS \$000 | TOTAL \$000 |
|---|---|---------------------------------|--------------------------------------|----------------|
| 31 MAR 2020 | | | | |
| Opening balance | 31,278 | 24,380 | 1,221 | 56,879 |
| Additions and transfers | 120 | 8,313 | 1,789 | 10,222 |
| Disposals | - | (206) | - | (206) |
| Depreciation | (400) | (6,403) | - | (6,803) |
| Closing balance | 30,998 | 26,084 | 3,010 | 60,092 |
| Cost | 78,013 | 159,550 | 3,010 | 240,573 |
| Accumulated depreciation and impairment | (47,015) | (133,466) | - | (180,481) |

Impairment of property, plant and equipment at cost

The Livingstone Beef Cash-Generating Unit (CGU) is the only location with property and improvements measured under the cost model by the Company per AASB 116 *Property, Plant and Equipment*. Under the requirements of AASB 136 *Impairment of Assets*, at each reporting period an assessment of internal and external factors must be made to determine whether there are indicators of impairment. Where indicators exist, a formal estimate of the recoverable amount of these assets is undertaken.

During FY21 operations continue to be suspended at Livingstone Beef. Management have not noted any indicators of impairment as at 31 March 2021.

The calculation of the recoverable amount for Livingstone Beef requires management to make key estimates with relation to a number of assumptions that are inherently uncertain. The recoverable amount is sensitive to changes in these key assumptions and accordingly the estimate of the recoverable amount could change in future reporting periods.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE TWELVE MONTHS TO 31 MARCH 2021

F2 Right-of-use Assets and Lease Liabilities

| | 31 MAR 2021 \$000 | 31 MAR 2020 \$000 |
|----------------------------|----------------------|----------------------|
| Right-of-use assets | | |
| Non-current | 21,612 | 28,159 |
| Lease liabilities | | |
| Current | (4,171) | (5,776) |
| Non-current | (18,035) | (22,701) |
| | (22,206) | (28,477) |

When measuring lease liabilities for Property the Company discounts payments using the incremental borrowing rate as at the commencement date of the lease. When measuring lease liabilities for Property leases previously classified as operating leases, the Company discounted lease payments using its incremental borrowing rate at 1 April 2019. The average rate applied is 3.85%.

Reconciliations of movements in Right-of-use assets and amounts recognised in the Income Statement relating to leases are shown below.

| RIGHT OF USE ASSETS | \$000 |
|-----------------------------------|---------------|
| Balance at 30 March 2020 | 28,159 |
| Depreciation charge for the year | (5,725) |
| Derecognition of terminated lease | (822) |
| | 21,612 |

Right-of-use assets relate to buildings, property and vehicles leased by the Company excluding Pastoral property held under perpetual leases. During the period the Company chose to not exercise a lease option for Airlie, a central QLD pastoral property, and the lease agreement therefore terminated. The right of use asset relating to this lease was derecognised.

| AMOUNTS RECOGNISED IN THE INCOME STATEMENT RELATING TO LEASES | \$000 |
|--|--------------|
| Interest on lease liabilities | 941 |
| Expenses relating to short term and low-value leases | 1,175 |

The Company has elected to expense short-term and low value leases on a straight-line basis over the lease term, as permitted under the recognition exemptions of AASB 16. The amount expensed during the period relating to short-term and low value lease assets was \$1.2 million.

| AMOUNTS RECOGNISED IN THE STATEMENT OF CASH FLOWS RELATING TO LEASES | 31 MAR 2021 \$000 | 31 MAR 2020 \$000 |
|---|------------------------------|------------------------------|
| Payment of interest and finance costs | (924) | (763) |
| Principal repayments of leases | (5,181) | (3,618) |
| Total cash outflow relating to leases | (6,105) | (4,381) |

Refer to note D5 for contractual cashflows and maturity analysis.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE TWELVE MONTHS TO 31 MARCH 2021

F3 Tax

| | 31 MAR 2021 \$000 | 31 MAR 2020 \$000 |
|--|----------------------|----------------------|
| THE MAJOR COMPONENTS OF TAX ARE: | | |
| Income statement | | |
| <i>Current income tax</i> | | |
| Current income tax charge/(benefit) | - | - |
| <i>Deferred income tax</i> | | |
| Relating to origination and reversal of temporary differences | 20,573 | 15,837 |
| Under/(over) provision in prior years | - | (26) |
| Research and development claims from prior years | - | - |
| Income tax expense/(benefit) in the income statement | 20,573 | 15,811 |
| Statement of changes in equity | | |
| <i>Deferred income tax</i> | | |
| Net gain/(loss) on cash flow hedges | (217) | 677 |
| Net gain on revaluation of land and buildings | 32,612 | 19,083 |
| Income tax expense reported in equity | 32,395 | 19,760 |
| Tax reconciliation | | |
| Accounting profit/(loss) before tax | 66,047 | 47,128 |
| At the statutory income tax rate of 30% | 19,814 | 14,138 |
| Research and development offsets | - | - |
| Other items (net) | 759 | 1,673 |
| Income tax expense/(benefit) in the income statement | 20,573 | 15,811 |
| Deferred income tax in the balance sheet relates to: | | |
| <i>Deferred tax liabilities</i> | | |
| Adjustments to land, buildings and improvements | (123,028) | (90,387) |
| Revaluations of trading stock for tax purposes | (32,577) | (9,098) |
| Other | (2,499) | (7,212) |
| Offsetting deferred tax asset | 39,337 | 42,179 |
| | (118,767) | (64,518) |
| <i>Deferred tax assets</i> | | |
| Accruals and other | 84 | 288 |
| Capitalised expenses accelerated for book purposes | 33 | 65 |
| Interest rate swaps | 1,605 | 1,389 |
| Leave entitlements and other provisions | 3,332 | 3,080 |
| Franking deficit tax | 1,012 | 1,012 |
| Research and development offsets | 4,610 | 4,610 |
| Carried forward losses | 28,395 | 29,434 |
| Deferred income | 145 | 214 |
| Individually insignificant balances | 121 | 2,087 |
| Total deferred tax asset (offset against deferred tax liability) | 39,337 | 42,179 |
| Deferred income tax in the income statement relates to: | | |
| Revaluations of trading stock for tax purposes | 24,518 | 15,456 |
| Accruals and other | 204 | - |
| Capitalised expenses accelerated for book purposes | 32 | 38 |
| Other | (4,181) | 343 |
| Total deferred tax expense/(benefit) | 20,573 | 15,837 |

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE TWELVE MONTHS TO 31 MARCH 2021

F4 Other Earnings Disclosures

| | 31 MAR 2021 \$000 | 31 MAR 2020 \$000 |
|--|----------------------|----------------------|
| Other income ⁽¹⁾ | 9,700 | 4,174 |
| Total other income | 9,700 | 4,174 |
| Interest expense | 13,776 | 14,556 |
| Other finance costs | 499 | 379 |
| Total finance costs | 14,275 | 14,935 |
| Remuneration and on-costs | 40,578 | 40,745 |
| Superannuation and post-employment benefits | 2,921 | 2,976 |
| Other employment benefits | 3,013 | 3,927 |
| Share-based payments expense | 148 | 255 |
| Total employee expenses | 46,660 | 47,903 |
| Other earnings information: | | |
| Lease payments – short term and low value leases | 1,175 | 2,122 |
| Commodity and foreign currency expense/(benefit) | 1,825 | 2,295 |

⁽¹⁾ Other income includes the JobKeeper Wage Subsidy payments (\$6.7 million) and the recognition of 78,243 Australian Carbon Credit Units (ACCUs) awarded during the year.

F5 Reserves

| | ASSET REVALUATION RESERVE \$000 | CAPITAL PROFITS RESERVE \$000 | CASH FLOW HEDGE RESERVE \$000 | FOREIGN CURRENCY TRANSLATION RESERVE \$000 | EMPLOYEE EQUITY BENEFITS RESERVE \$000 | TOTAL \$000 |
|---|--|--|--|--|--|----------------|
| At 1 April 2019 | 350,257 | 84,762 | (6,177) | (10) | 6,537 | 435,369 |
| Revaluation of land and buildings | 63,611 | - | - | - | - | 63,611 |
| Tax effect on revaluation of land and buildings | (19,083) | - | - | - | - | (19,083) |
| Net movement in cash flow hedges, net of tax | - | - | (6,305) | - | - | (6,305) |
| Revaluation of foreign currency operations | - | - | - | (762) | - | (762) |
| Share based payment | - | - | - | - | 255 | 255 |
| At 31 March 2020 | 394,785 | 84,762 | (12,482) | (772) | 6,792 | 473,085 |
| At 1 April 2020 | 394,785 | 84,762 | (12,482) | (772) | 6,792 | 473,085 |
| Revaluation of land and buildings | 108,707 | - | - | - | - | 108,707 |
| Tax effect on revaluation of land and buildings | (32,612) | - | - | - | - | (32,612) |
| Net movement in cash flow hedges, net of tax | - | - | 8,845 | - | - | 8,845 |
| Revaluation of foreign currency operations | - | - | - | 674 | - | 674 |
| Share based payment | - | - | - | - | 148 | 148 |
| At 31 March 2021 | 470,880 | 84,762 | (3,637) | (98) | 6,940 | 558,847 |

The asset revaluation reserve is used to record increments and decrements in the fair value of property and improvements to the extent that they offset one another. The reserve can only be used to pay dividends in limited circumstances.

The capital profits reserve is used to accumulate realised capital profits. The reserve can be used to pay dividends.

The cash flow hedge reserve is used to record the portion of movements in fair value of a hedging instrument in a cash flow hedge that is recognised in other comprehensive income.

The foreign currency translation reserve is used to accumulate the net impact of translating our US denominated foreign currency balances and transactions into our functional currency, Australian dollars. The employee equity benefits reserve is used to record the value of equity benefits provided to employees as part of their remuneration. Refer to note F8 for further details of these plans.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE TWELVE MONTHS TO 31 MARCH 2021

F6 Investments

| | 31 MAR 2021 \$000 | 31 MAR 2020 \$000 |
|--|----------------------|----------------------|
| Equity accounted investments in associate – Pyxle (Private) Limited | - | 1,765 |
| Other equity accounted investments in individually not material associates | 50 | 1,271 |
| Other investments | 238 | 366 |
| | 288 | 3,402 |

Disposal of Investments in Associates

At 31 March 2020, The Company held a 31.82% interest in Pyxle (Private) Limited, an IT support services entity considered to be an associate due to the Company having held significant but not controlling influence over the entity. Additionally, a number of other investments were held in individually not material associates as at 31 March 2020.

In September 2020, the Company fully disposed of its interest in this entity, and other individually not material associates as part of a bundle sale. Cash proceeds from this sale amounted to \$2.6 million and a corresponding loss on disposal of \$0.4 million has been recorded in the statement of profit and loss.

F7 Related Parties

| | 31 MAR 2021 \$000 | 31 MAR 2020 \$000 |
|--|----------------------|----------------------|
| COMPENSATION FOR KEY MANAGEMENT PERSONNEL | | |
| Short-term employee benefits | 5,859 | 4,498 |
| Post-employment benefits | 207 | 180 |
| Share-based payment | 104 | 178 |
| Termination benefits | 363 | - |
| Long-term benefits | 9 | 3 |
| Total compensation | 6,542 | 4,859 |

Transactions with other related parties

During the year, the Company transacted with associates and other related parties. Associates are entities considered to be related parties, due to the Company having significant but not controlling influence over the entity.

| | 31 MAR 2021 \$000 | 31 MAR 2020 \$000 |
|---|----------------------|----------------------|
| Transactions with associates for the year ended 31 March | | |
| Purchase of goods or services from associates – Pyxle (Private) Limited | (125) ⁽¹⁾ | (1,572) |
| Other transactions with individually not material associates | (3) | (299) |
| | (128) | (1,871) |

| | 31 MAR 2021 \$000 | 31 MAR 2020 \$000 |
|---|----------------------|----------------------|
| Transactions with individually not material associates for the year ended 31 March | | |
| Sales of goods or services to associates | - | - |
| Purchase of goods or services from other associates | (52) ⁽¹⁾ | (486) |
| Dividends received from associates | - | 187 |
| Other transactions with associates | 49 | - |
| | (3) | (299) |

⁽¹⁾ During the year ended 31 March 2021, AACo fully disposed of its interest in these associates

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE TWELVE MONTHS TO 31 MARCH 2021

F8 Share-based Payments

The share-based payment plans are described below. During 2021, expenses arising from equity settled share-based payment transactions were \$148,000 (31 March 2020: \$255,000).

Executive Option Plan (EOP)

The Company has one Executive Option Plan (EOP) for the granting of non-transferable options to the Managing Director/ Chief Executive Officer, senior executives and middle management with more than twelve months' service at the grant date. There will be no further grants under this Plan, including none for 2020 and 2021.

Performance rights plan (PRP)

The Company's Performance Rights Plan has been in place since 2011 and has taken the place of the option plan for future incentive awards comprising performance rights. The performance rights will remain until such time as they are either exercised or the rights lapse. The performance rights have a nil exercise price. Vesting of the performance rights is dependent on the satisfaction of a service vesting condition and/or a performance condition. Any performance rights which fail to meet the service condition on the vesting date will lapse immediately. Performance rights issued are subject to: external performance conditions (TSR outperformance of S&P/ASX Small Ordinaries Accumulated Index; ASX Code: AXSOA); internal performance conditions (EPS performance based on compound % growth rates over 3 financial years following issue of the performance rights); and termination/change of control provisions. Once the performance rights have vested, they are automatically exercised and shares in AACo issued to either the AACo Employee Share Scheme Trust (EST) or acquired on-market by the EST Trustee on behalf of the participant.

Long-term incentives

Following an extensive review of its remuneration practises for employees and executives, the Board approved the Company's adoption of a Long Term Incentive (LTI) Plan on 9 May 2017 (LTI plan implementation date). The LTI Plan better aligns remuneration of the Company's senior executives with the long-term strategic goals of the Company.

The introduction of an LTI Plan is consistent with the Company's objectives for remuneration, which include providing competitive total rewards to attract and retain high calibre senior executives, having a meaningful portion of remuneration "at risk" and, above all, creating value for shareholders.

It is anticipated that performance rights under the LTI Plan will be granted in a number of rounds. The number of performance rights (if any) granted to eligible persons in each grant round and the performance conditions applying to the vesting of those performance rights will be determined at the discretion of the Board.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE TWELVE MONTHS TO 31 MARCH 2021

F8 Share-based Payments (continued)

It was determined by the Board that there will be four grant rounds in total. The following summary reflects the key features of the first grant round and what is currently contemplated by the Board with respect to subsequent grant rounds:

| FEATURE | DESCRIPTION |
|--|--|
| Timing of grant | <p>Grants of performance rights in a grant round will not be made unless and until the specific 'commencing' market capitalisation of the Company for that grant round is achieved.</p> <p>The commencing market capitalisation of the Company for the first grant round was the market capitalisation of the Company on the LTI Plan Implementation Date.</p> |
| Performance condition | <p>The performance condition which applies to the vesting of performance rights in a grant round is the achievement of the specific 'target' market capitalisation of the Company during the performance period for that grant round.</p> <p>The performance condition for the first grant round was satisfied on 5 June 2017.</p> |
| Performance period | The performance period for each grant round is calculated by reference to the target market capitalisation of the Company for that grant round and an assumed annualised growth rate of 20%. |
| Determination of market capitalisation of the Company for the purposes of the LTI Plan | For the purposes of calculating the market capitalisation of the Company in order to determine if the commencing market capitalisation of the Company or the target market capitalisation of the Company for each grant round has been achieved, the twenty day volume weighted average price (VWAP) of ordinary shares in the capital of the Company will be used. |
| Vesting period | In respect of each grant round, there is a four-year staggered vesting period for performance rights in that grant round which commences on satisfaction of the performance condition for that grant round. |
| Number of available performance rights | <p>In each grant round, eligible persons may be offered a percentage of the "Total Available Performance Rights" for that grant round (rounded down to the nearest whole number).</p> <p>In respect of each grant round, the number of "Baseline Shares" will be the number of ordinary shares in the Company acquired on market by the AACo Employee Share Trust in respect of that grant round having an aggregate share acquisition price of \$5 million.</p> <p>In respect of each grant round, the number of "Total Available Performance Rights" will be</p> <ol style="list-style-type: none"> the number of Baseline Shares for that grant round; plus the number of any Total Available Performance Rights for previous grant rounds which, at the time of completion of acquisition of all of the Baseline Shares for that grant round and all previous grant rounds, are not notionally allocated to a previous grant round |
| Lapsing conditions | <p>Holders of performance rights will be entitled to exercise those performance rights if they have vested and have not otherwise lapsed.</p> <p>The circumstances in which performance rights may lapse include non-satisfaction of performance conditions or ceasing employment with the Company group. If the holder of performance rights ceases to be an employee as a result of an "Uncontrollable Event" (e.g. death, permanent disablement, retirement, retrenchment, or such other circumstances which the Board determines is an Uncontrollable Event), any unvested performance rights held by that person are expected to continue to be subject to the requirements for vesting and exercise applying to those performance rights, unless the Board determines that the vesting conditions applying to some or all of those performance rights will be waived or that some or all of those performance rights will lapse.</p> |
| Change of control event | If a change of control event for the Company occurs, the treatment of any unvested performance rights will be within the discretion of the Board to determine |
| On market acquisition of shares | The requirement to deliver shares in the Company upon the vesting and exercise of performance rights under the LTI Plan must be satisfied by way of on market acquisition of shares in the Company. |

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE TWELVE MONTHS TO 31 MARCH 2021

F8 Share-based Payments (continued)

The applicable commencing market capitalisation of the Company, performance condition and performance period for each contemplated grant round are as set out in the following table:

| | COMMENCING MARKET CAPITALISATION OF THE COMPANY | PERFORMANCE CONDITION (TARGETED MARKET CAPITALISATION OF THE COMPANY) | PERFORMANCE PERIOD (CALCULATED USING AN ASSUMED ANNUALISED GROWTH RATE OF 20%) |
|--------------------|--|---|---|
| FIRST GRANT ROUND | The market capitalisation of the Company on the LTI Plan Implementation Date | \$1 billion | Within 2 quarters of the LTI Plan Implementation Date (i.e. performance period ends 30 September 2017) |
| SECOND GRANT ROUND | \$1 billion | \$1.5 billion | Within 9 quarters of the LTI Plan Implementation Date (i.e. performance period ends 30 June 2019) |
| THIRD GRANT ROUND | \$1.5 billion | \$2 billion | Within 16 quarters of the LTI Plan Implementation Date (i.e. performance period ends 31 March 2021) |
| FOURTH GRANT ROUND | \$2 billion | \$2.5 billion | Within 22 quarters of the LTI Plan Implementation Date (i.e. performance period ends 30 September 2022) |

The total number of shares purchased for the LTI Plan grant rounds one and two was 6,764,848 at an average price per share of \$1.478.

The performance condition for the first grant round of targeted market capitalisation of \$1 billion was achieved on 5 June 2017. The rights associated to the first grant round have been granted to the relevant senior executives at a fair value per right of \$1.07. The second grant round was forfeited on 30 June 2019 as the performance condition of target market capitalisation of \$1.5 billion was not met. The third grant round it was forfeited on 31 March 2021 as the performance condition of target market capitalisation of \$2 billion was not met.

Equity settled awards outstanding:

The table below shows the number (No.) and weighted average exercise prices (WAEP) of options under the Executive Option Plan (EOP) and performance rights outstanding under the Performance Right Plans (PRP). There have been no cancellations or modifications to any of the plans during the twelve months to 31 March 2021.

| 31 MAR 2021 | EOP NO. | EOP WAEP \$ | PRP NO. |
|--|---------|-------------|-------------|
| Outstanding at the beginning of the period | - | - | 793,046 |
| Granted during the period | - | - | - |
| Forfeited during the period | - | - | - |
| Exercised during the period | - | - | (269,251) |
| Outstanding at the end of the period | - | - | 523,795 |
| Exercisable at the end of the period | - | - | - |
| Weighted average remaining contractual life (days) | - | - | 69 |
| Weighted average fair value at grant date | - | - | 1.07 |
| Range of exercise prices (\$) | - | - | - |
| 31 MAR 2020 | EOP NO. | EOP WAEP \$ | PRP NO. |
| Outstanding at the beginning of the period | - | - | 6,127,573 |
| Granted during the period | - | - | - |
| Forfeited during the period | - | - | (4,936,666) |
| Exercised during the period | - | - | (397,861) |
| Outstanding at the end of the period | - | - | 793,046 |
| Exercisable at the end of the period | - | - | - |
| Weighted average remaining contractual life (days) | - | - | 305 |
| Weighted average fair value at grant date | - | - | 1.07 |
| Range of exercise prices (\$) | - | - | - |

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE TWELVE MONTHS TO 31 MARCH 2021

F9 Controlled Entities

The consolidated financial statements include the following controlled entities:

| NAME OF ENTITY | NOTES | COUNTRY OF INCORPORATION | 31 MAR 2021 % OF SHARES HELD | 31 MAR 2020 % OF SHARES HELD |
|---|-------|--------------------------|---------------------------------|---------------------------------|
| Parent Entity | | | | |
| Australian Agricultural Company Limited | (a) | | | |
| Controlled Entities | | | | |
| A. A. Company Pty Ltd | (a) | Australia | 100 | 100 |
| Austcattle Holdings Pty Ltd | (a) | Australia | 100 | 100 |
| A. A. & P. Joint Holdings Pty Ltd | (a) | Australia | 100 | 100 |
| Shillong Pty Ltd | (a) | Australia | 100 | 100 |
| James McLeish Estates Pty Limited | (a) | Australia | 100 | 100 |
| Wondoola Pty Ltd | (a) | Australia | 100 | 100 |
| Waxahachie Pty Ltd | (a) | Australia | 100 | 100 |
| Naroo Pastoral Company Pty Limited | (a) | Australia | 100 | 100 |
| AACo Nominees Pty Limited | (a) | Australia | 100 | 100 |
| Chefs Partner Pty Ltd | (a) | Australia | 100 | 100 |
| Polkinghorne Stores Pty Limited | | Australia | 100 | 100 |
| Northern Australian Beef Limited | (a) | Australia | 100 | 100 |
| AACo Innovation Pty Ltd | | Australia | 100 | 100 |
| AACo Innovation (US) Pty Ltd | | Australia | 100 | 100 |
| AACo Innovation (US) LLC | | United States of America | 100 | 100 |
| AACo Operations (US) LLC | | United States of America | 100 | 100 |
| AACo Singapore Holdings Pty Ltd | | Australia | 100 | 100 |

(a) These companies have entered into a deed of cross guarantee dated 22 November 2006 (amended 1 April 2015) with Australian Agricultural Company Limited which provides that all parties to the deed will guarantee to each creditor payment in full of any debt of each company participating in the deed on winding-up of that company. As a result of a Class Order issued by the Australian Securities and Investments Commission, these companies are relieved from the requirement to prepare financial statements. The Consolidated Income Statement and consolidated Statement of Financial Position of all entities included in the class order "closed Group" are set out in (b).

(b) Financial information for class order Closed Group:

| | 31 MAR 2021 \$000 | 31 MAR 2020 \$000 |
|---------------------------------|----------------------|----------------------|
| Current Assets | | |
| Cash | 8,087 | 17,505 |
| Trade and other receivables | 7,201 | 9,907 |
| Inventories and consumables | 26,543 | 26,571 |
| Livestock | 202,730 | 186,995 |
| Other assets | 4,084 | 2,895 |
| Total Current Assets | 248,645 | 243,873 |
| Non-Current Assets | | |
| Livestock | 334,641 | 285,974 |
| Property, plant and equipment | 975,916 | 870,652 |
| Intangible assets | 2,895 | 1,995 |
| Right-of-use assets | 21,612 | 28,159 |
| Investments | 283 | 127 |
| Intercompany receivable | 3,376 | 6,689 |
| Total Non-Current Assets | 1,338,723 | 1,193,596 |
| Total Assets | 1,587,368 | 1,437,469 |

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE TWELVE MONTHS TO 31 MARCH 2021

F9 Controlled Entities (continued)

| | 31 MAR 2021 \$000 | 31 MAR 2020 \$000 |
|--|------------------------------|------------------------------|
| Current Liabilities | | |
| Trade and other payables | 6,888 | 14,536 |
| Provisions | 3,562 | 2,962 |
| Interest Bearing Liabilities | 1,856 | 1,824 |
| Lease liabilities | 4,171 | 5,776 |
| Derivatives | 5,362 | 8,941 |
| Total Current Liabilities | 21,839 | 34,039 |
| Non-Current Liabilities | | |
| Provisions | 2,881 | 2,891 |
| Interest Bearing Liabilities | 367,173 | 382,858 |
| Lease liabilities | 18,035 | 22,701 |
| Derivatives | 2,675 | 7,324 |
| Deferred tax liabilities | 118,767 | 64,518 |
| Total Non-Current Liabilities | 509,531 | 480,292 |
| Total Liabilities | 531,370 | 514,331 |
| Net Assets | 1,055,998 | 923,138 |
| Equity: | | |
| Contributed equity | 526,964 | 526,964 |
| Reserves | 558,940 | 473,859 |
| Retained earnings/(losses) | (29,906) | (77,685) |
| Total Equity | 1,055,998 | 923,138 |
| INCOME STATEMENT OF THE CLOSED GROUP | 31 MAR 2021 \$000 | 31 MAR 2020 \$000 |
| Meat sales | 199,974 | 229,607 |
| Cattle sales | 65,548 | 104,539 |
| | 265,522 | 334,146 |
| Cattle fair value adjustments | 218,037 | 285,810 |
| | 483,559 | 619,956 |
| Cost of meat sold | (150,045) | (199,779) |
| Deemed cost of cattle sold | (63,257) | (99,428) |
| Cattle and feedlot expenses | (76,674) | (130,001) |
| Gross operating margin | 193,583 | 190,748 |
| Other income | 9,697 | 4,174 |
| Employee expenses | (45,449) | (45,044) |
| Administration and selling costs | (32,913) | (35,807) |
| Other operating costs | (21,039) | (25,756) |
| Property costs | (2,638) | (3,258) |
| Depreciation and amortisation | (18,619) | (17,894) |
| Profit/(Loss) before finance costs and income tax expense | 82,622 | 67,163 |
| Net finance costs | (14,270) | (14,928) |
| Profit/(Loss) before income tax | 68,352 | 52,235 |
| Income tax benefit | (20,573) | (15,811) |
| Net Profit/(Loss) after tax | 47,779 | 36,424 |

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE TWELVE MONTHS TO 31 MARCH 2021

F10 Parent Entity

| | 31 MAR 2021 \$000 | 31 MAR 2020 \$000 |
|---|----------------------|----------------------|
| Current assets | 4,167 | 15,710 |
| Non-Current assets | 661,395 | 739,219 |
| Total Assets | 665,562 | 754,929 |
| Current liabilities | 8,038 | 16,291 |
| Non-Current liabilities | 364,448 | 379,768 |
| Total Liabilities | 372,486 | 396,059 |
| Net Assets | 293,076 | 358,870 |
| Contributed equity | 538,822 | 538,822 |
| Reserves | 27,376 | 18,391 |
| Accumulated losses | (273,122) | (198,343) |
| Total Equity | 293,076 | 358,870 |
| Profit/(Loss) of the parent entity | (74,779) | (12,118) |
| Total comprehensive profit/(loss) of the parent entity | (66,074) | (20,053) |

Australian Agricultural Company Limited and the wholly owned entities listed in note F9 are parties to a deed of cross guarantee as described in F9. The nature of the deed of cross guarantee is such that each Company which is party to the deed guarantees, to each creditor, payment in full of any debt in accordance with the deed of cross guarantee. No deficiency of net assets existed for the Company as at 31 March 2021. No liability was recognised by Australian Agricultural Company Limited in relation to these guarantees, as the fair value of the guarantees is immaterial.

The accounting policies of the parent entity, which have been applied in determining the financial information shown above, are the same as those applied in the consolidated financial statements except for investments in subsidiaries are accounted for at cost in the financial statements of Australian Agricultural Company Limited.

F11 Auditor's Remuneration

| | 31 MAR 2021 \$ | 31 MAR 2020 \$ |
|---|-------------------|-------------------|
| Remuneration received, or due and receivable, by KPMG for: | | |
| An audit or review of the financial report of the entity and any other entity in the consolidated Group | 365,000 | 380,000 |
| Review of draft sustainability report | - | 19,600 |
| Total | 365,000 | 399,600 |

F12 Significant Events After Balance Date

There have been no other significant events after the balance date which require disclosure in the financial report.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE TWELVE MONTHS TO 31 MARCH 2021

G POLICY DISCLOSURES

G1 Corporate Information

Australian Agricultural Company Limited is a company limited by shares, incorporated and domiciled in Australia. The Company's shares are publicly traded on the Australian Securities Exchange (ASX).

The consolidated financial statements of Australian Agricultural Company Limited (AACo, the Company or parent Company) for the year ended 31 March 2021 were authorised for issue in accordance with a resolution of the Directors on 20 May 2021.

We recommend the financial statements be considered together with any public announcements made by the Company during the year ended 31 March 2021 in accordance with the Company's continuous disclosure obligations arising under the *Corporations Act 2001* and ASX listing rules.

The nature of the operations and principal activities of Australian Agricultural Company Limited are described in the Directors' Report.

G2 Basis of Preparation

The financial statements are general purpose financial statements, prepared by a for-profit entity, in accordance with the requirements of the *Corporations Act 2001*, Australian Accounting Standards and other authoritative pronouncements of the Australian Accounting Standards Board.

(a) Terminology used in the financial statements

In these financial statements, any references to we, us, our, AACo, the Company and consolidated, all refer to Australian Agricultural Company Limited and the entities it controlled at the financial year end or from time to time during the financial year. Any references to subsidiaries or controlled entities in these financial statements refer to those entities that are controlled and consolidated by Australian Agricultural Company Limited.

(b) Historical cost convention

The financial statements have been prepared on a historical cost basis, except for land and buildings (with the exception of industrial land), livestock and derivative financial instruments, which have been measured at fair value. Under the historical cost basis, assets are recorded at the amount of cash or cash equivalents paid or the fair value of the consideration given to acquire them at the time of their acquisition. Liabilities are recorded at the amount of proceeds received in exchange for the obligation, or in some circumstances, at the amounts of cash expected to be paid to satisfy the liability in the normal course of business.

(c) Compliance with IFRS

The financial statements also comply with International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board (IASB).

(d) Critical accounting estimates

The preparation of financial statements requires the use of certain critical accounting estimates. It also requires management to exercise its judgement in the process of applying the Company's accounting policies. The areas involving a higher degree of judgement or complexity, or areas where assumptions and estimates are significant to the financial statements are disclosed in the relevant notes.

(e) Rounding amounts in the financial statements have been rounded to the nearest thousand dollars for presentation where noted (\$000)

This has been completed under the option available to the Company under ASIC Corporations (Rounding in Financial/Directors' Reports) Instrument 2016/191. The Company is an entity to which this legislative instrument applies.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE TWELVE MONTHS TO 31 MARCH 2021

G3 Accounting Policies

The principal accounting policies adopted in the preparation of these consolidated financial statements are set out below. These policies have been consistently applied to all the years presented, unless otherwise stated.

(a) New accounting standards and interpretations

The Company adopted no new and amended *Australian Accounting Standards* and AASB Interpretations during the year ended 31 March 2021.

(b) Basis of consolidation

The consolidated financial statements comprise the financial statements of Australian Agricultural Company Limited, and its subsidiaries (as outlined in note F9) as at 31 March each year or from time to time during the year. All intra-group balances and transactions, income and expenses and profit and losses resulting from intra-group transactions have been eliminated in full.

Subsidiaries are all those entities which we control as a result of us being exposed, or have rights, to variable returns from our involvement with the subsidiary and we have the ability to affect those returns through our power over the subsidiary. Such control generally accompanies a shareholding of more than one-half of the subsidiaries voting rights. We currently hold 100% of the voting rights of all our subsidiaries. We consolidate subsidiaries from the date on which control commences and up until the date on which there is a loss of control.

We account for the acquisition of our subsidiaries using the acquisition method of accounting. The acquisition method of accounting involves recognising at acquisition date, separately from goodwill, the identifiable assets acquired, the liabilities assumed and any non-controlling interest in the acquiree. The identifiable assets acquired and the liabilities assumed are measured at their acquisition date fair values. Any excess of the fair value of consideration over our interest in the fair value of the acquiree's identifiable assets, liabilities and contingent liabilities is recognised as goodwill.

(c) Significant accounting judgements, estimates and assumptions

The preparation of the financial statements requires us to make judgements, estimates and assumptions that affect the reported amounts in the financial statements. We continually evaluate our judgements and estimates in relation to assets, liabilities, contingent liabilities, revenue and expenses. We base our judgements and estimates on historical experience and on other various factors we believe are reasonable under the circumstances, the result of which form the basis of the carrying values of assets and liabilities that are not readily apparent from other sources.

We have identified the following accounting policies for which significant judgements, estimates and assumptions have been made:

- > Fair value determination of pastoral property and improvements, refer to note A4
- > Fair value determination of livestock, refer to note A3
- > Impairment of non-financial and financial assets, refer to note F1

Actual results may differ from these estimates under different assumptions and conditions and may materially affect financial results or the financial position reported in future periods. Further details of the nature of these assumptions and conditions may be found in the relevant notes to the financial statements.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE TWELVE MONTHS TO 31 MARCH 2021

G3 Accounting Policies (continued)

(d) Foreign currency translation

(i) Functional and presentation currency

The consolidated financial statements are presented in Australian dollars, which is the functional and presentation currency of Australian Agricultural Company Limited and all its subsidiaries.

(ii) Transactions and balances

Transactions in foreign currencies are converted into Australian dollars by applying the exchange rates applicable at the date of the transactions. Amounts payable and receivable in foreign currencies are converted into Australian dollars at the exchange rate ruling at the reporting date.

All differences arising on settlement or translation of amounts payable and receivable in foreign currencies are taken to the statement of profit and loss.

(e) Cash

Cash in the Statement of Financial Position comprise cash at bank and in hand which are subject to an insignificant risk of changes in value. For the purposes of the Statement of Cash Flows, cash is as defined above, net of outstanding bank overdrafts. Bank overdrafts are included within interest-bearing loans and borrowings in current liabilities on the Statement of Financial Position.

(f) Trade and other receivables

Trade and other receivables are considered financial assets. They are recognised initially at the fair value of the amounts to be received and are subsequently measured at amortised cost using the effective interest method, less an allowance for doubtful debts. These financial assets are derecognised when the rights to receive cash flows from the financial assets have expired or have been transferred and we have transferred substantially all the risks and rewards of ownership.

We review the collectability of trade receivables on an ongoing basis at the Company level. Individual debts that are known to be uncollectible are written off when identified. An allowance for doubtful debts is recognised to reduce the carrying amount of trade receivables when there is objective evidence that we will not be able to collect the receivable. Financial difficulties of the debtor, default payments or debts significantly overdue are considered indicators that the trade receivable may not be recoverable. The amount of the allowance for doubtful debts is the receivable carrying amount compared to the present value of estimated future cash flows, discounted at the original effective interest rate. Cash flows relating to short-term receivables are not discounted if the effect of discounting is immaterial.

The allowance for doubtful debts is recognised in the income statement within administration costs. When a trade receivable for which an allowance for doubtful debts had been recognised becomes uncollectible in a subsequent period, it is written off against the allowance account. Subsequent recoveries of amounts previously written off are credited against administration costs.

(g) Inventories and consumables

Inventories and consumables held for use in our operations are valued at the lower of cost and net realisable value. Cost is determined on the average cost basis and comprises the cost of purchase including transport cost.

Net realisable value is the estimated selling price in the ordinary course of business, less estimated costs of completion and the estimated costs necessary to make the sale. The quality of inventories is taken into account in the assessment of net realisable value.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE TWELVE MONTHS TO 31 MARCH 2021

G3 Accounting Policies (continued)

(h) Derivative financial instruments and hedge accounting

We use derivative financial instruments, such as forward currency contracts, interest rate swaps and forward commodity contracts, to hedge our foreign currency risks, interest rate risks and commodity price risks, respectively. Such derivative financial instruments are initially recognised at fair value on the date on which a derivative contract is entered into and are subsequently remeasured at fair value. Derivatives are carried as financial assets when the fair value is positive and as financial liabilities when the fair value is negative.

Any gains or losses arising from changes in the fair value of derivatives are taken directly to the income statement, except for the effective portion of cash flow hedges, which is recognised in other comprehensive income.

For the purpose of hedge accounting, hedges are classified as:

- (a) Fair value hedges when hedging the exposure to changes in the fair value of a recognised asset or liability or an unrecognised firm commitment.
- (b) Cash flow hedges when hedging the exposure to variability in cash flows that is either attributable to a particular risk associated with a recognised asset or liability or a highly probable forecast transaction or the foreign currency risk in an unrecognised firm commitment.

At the inception of a hedge relationship, we formally designate and document the hedge relationship to which we wish to apply hedge accounting and the risk management objective and strategy for undertaking the hedge. The documentation includes identification of the hedging instrument, the hedged item or transaction, the nature of the risk being hedged and how we will assess the effectiveness of changes in the hedging instrument's fair value in offsetting the exposure to changes in the hedged item's fair value or cash flows attributable to the hedged risk. Such hedges are expected to be highly effective in achieving offsetting changes in fair value or cash flows and are assessed on an ongoing basis to determine that they actually have been highly effective throughout the financial reporting periods for which they were designated. Hedges that meet the strict criteria for hedge accounting are accounted for as described below:

Cash flow hedges

AASB 9 *Financial Instruments* addresses classification, measurement, and derecognition of financial assets and financial liabilities, sets out new rules for hedge accounting, and introduces a new expected-loss impairment model.

All derivatives are recognised in the balance sheet at fair value and are classified as FVTPL except where they are designated as part of an effective hedge relationship and classified as hedging derivatives. The carrying value of a derivative is remeasured at fair value throughout the life of the contract. Derivatives are carried as assets when the fair value is positive and as liabilities when the fair value is negative.

The method of recognising the resulting fair value gain or loss on a derivative depends on whether the derivative is designated as a hedging instrument and, if so, the nature of the item being hedged.

The Company designates its derivatives as hedges of highly probable future cash flows attributable to a recognised foreign currency asset or liability or a highly probable foreign currency forecast transaction (cash flow hedges).

The Company documents at the inception of the transaction the relationship between hedging instruments and hedged items, the risk being hedged and the Company's risk management objective and strategy for undertaking these hedge transactions. The effectiveness of the cash flow hedge is measured throughout the life of the hedging relationship. Ineffectiveness arises in the event of over hedging, whereby the notional amount of the designated hedge instrument exceeds the notional amount of the hedged item attributable to the hedged risk, or timing mismatches. Where ineffectiveness is identified, any revaluation gains or loss on the ineffective portion of the hedging instrument are immediately recognised in the statement of profit or loss in foreign exchange gains or foreign exchange losses.

The effective portion of changes in the fair value of derivatives that are designated as cash flow hedges are recognised in the cash flow hedge reserve within equity. Upon recognition of the forecast transaction ("hedged item") the carrying value is not adjusted. Amounts accumulated in equity are transferred to the statement of profit or loss in the period(s) in which the hedged item affects the statement of profit or loss.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE TWELVE MONTHS TO 31 MARCH 2021

G3 Accounting Policies (continued)

(i) Plant and equipment

(i) Recognition and measurement

Refer to note A4 for the accounting policy note for Pastoral property and improvements held at fair value. Plant and equipment and industrial land and buildings are stated at historical cost less accumulated depreciation and any accumulated impairment losses. Such cost includes the cost of replacing parts that are eligible for capitalisation when the cost of replacing the parts is incurred. Similarly, when each major inspection is performed, its cost is recognised in the carrying amount of the plant and equipment as a replacement only if it is eligible for capitalisation. Directly attributable costs for the acquisition and construction of an asset are capitalised if the relevant recognition criteria are met. All other repairs and maintenance are recognised in the income statement as incurred.

We review and adjust, if appropriate, the residual values, useful lives and amortisation methods of all property, plant and equipment at the end of each financial year.

(ii) Depreciation

Depreciation is calculated on a straight line basis over the estimated useful life of the asset as follows:

| PROPERTY, PLANT AND EQUIPMENT | AVERAGE USEFUL LIFE |
|---|---------------------|
| Land (freehold lease, pastoral/perpetual lease, industrial) | Not depreciated |
| Buildings | 30 years |
| Fixed improvements | 30 years |
| Owned plant and equipment | 3-10 years |
| Plant and equipment under lease | 2-5 years |

(j) Leases

(i) AACo as a lessee

The Company recognises a right-of-use asset and a lease liability at the lease commencement date. The right-of-use asset is initially measured at cost, and subsequently at cost less any accumulated depreciation and impairment losses, and adjusted for certain remeasurements of the lease liability. When a right-of-use asset meets the definition of investment property, it is presented in investment property.

The lease liability is initially measured at the present value of the lease payments that are not paid at the commencement date, discounted using the interest rate implicit in the lease or, if that rate cannot be readily determined, the Group's incremental borrowing rate. Generally, the Group's incremental borrowing rate is used as the discount rate. The lease liability is subsequently increased by the interest cost on the lease liability and decreased by lease payment made. It is remeasured when there is a change in future lease payments arising from a change in an index or rate, a change in the estimate of the amount expected to be payable under a residual value guarantee, or as appropriate, changes in the assessment of whether a purchase or extension option is reasonably certain to be exercised or a termination option is reasonably certain not to be exercised.

Judgement has been used to determine the lease term for some lease contracts in which it is a lessee, that include renewal options. The assessment of whether it is reasonably certain the Company will exercise such options impacts the lease term, which can significantly affect the amount of lease liabilities and right-of-use assets recognised.

(ii) Pastoral and perpetual property leases

Freehold pastoral property and improvements and pastoral property and improvements held under statutory leases with government bodies have been included in Property, Plant and Equipment (Refer note A4).

(k) Trade and other payables

Trade and other payables are carried at amortised cost and due to their short-term nature they are not discounted. They represent liabilities for goods and services provided to us prior to the end of the financial year that are unpaid and arise when we become obliged to make future payments in respect of the purchase of these goods and services. Trade payables are unsecured and are usually paid within 30 days of recognition. Other payables are unsecured and are usually paid within 90 days of recognition.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE TWELVE MONTHS TO 31 MARCH 2021

G3 Accounting Policies (continued)

(l) Borrowings

Borrowings are included as non-current liabilities except for those with maturities less than 12 months from the reporting date, which are classified as current liabilities.

We recognise borrowings initially on the trade date, which is the date we become a party to the contractual provisions of the instrument. We derecognise borrowings when our contractual obligations are discharged or cancelled or expire.

All borrowings are initially recognised at fair value plus any transaction costs that are directly attributable to the issue of the instruments and are subsequently measured at amortised cost. Any difference between the final amount paid to discharge the borrowing and the initial borrowing proceeds (including transaction costs) is recognised in the income statement over the borrowing period using the effective interest method.

Amortised cost is calculated by taking into account any discount or premium on acquisition and fees or costs that are an integral part of the effective interest rate. The effective interest rate amortisation is included in finance costs in the income statement. Borrowing costs directly attributable to the acquisition, construction or production of a qualifying asset (i.e. an asset that necessarily takes a substantial period of time to get ready for its intended use or sale) are capitalised as part of the cost of that asset. All other borrowing costs are expensed in the period they occur. Borrowing costs consist of interest and other costs that we incur in connection with the borrowing of funds.

(m) Share-based payment transactions

We provide benefits to our employees (including key management personnel) in the form of share based payments, whereby employees render services in exchange for shares or rights over shares (equity settled transactions).

We recognise an expense for all share based remuneration determined with reference to the fair value at the grant date of the equity instruments. We calculate the fair value using the Black Scholes model or other applicable models. The fair value is charged to the income statement over the relevant vesting periods, adjusted to reflect actual and expected levels of vesting. In valuing equity-settled transactions, no account is taken of any performance conditions, other than conditions linked to the price of the shares of Australian Agricultural Company Limited (market conditions).

(n) Contributed equity

Ordinary shares are classified as equity. Incremental costs directly attributable to the issue of new shares or options are shown in equity as a deduction, net of tax, from the proceeds.

(o) Revenue recognition

Revenue is recognised to the extent that it is probable that the economic benefits will flow to the Company and the revenue can be reliably measured, regardless of when the payment is being made. Revenue is measured at the fair value of the consideration received or receivable, taking into account contractually defined terms of payment and excluding taxes or duty.

(i) Livestock and meat sales

Revenue is recognised to the extent that the Company has satisfied a performance obligation and the transaction price can be readily identified. Revenue is measured at the fair value of the consideration received or receivable, taking into account contractually defined terms of payment and excluding taxes or duty.

Revenue from the sale of livestock and meat is recognised when:

- > the performance obligation of passing control of meat or livestock at an agreed upon delivery point to the customer has been satisfied

(ii) Interest revenue

We record interest revenue on an accruals basis. For financial assets, interest revenue is determined by the effective yield on the instrument.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE TWELVE MONTHS TO 31 MARCH 2021

G3 Accounting Policies (continued)

(p) Income tax and other taxes

The Company and its wholly-owned Australian resident entities are part of a tax-consolidated group. As a consequence, all members of the tax-consolidated group are taxed as a single entity. The Company is the head entity within the tax-consolidated group. Foreign entities are taxed individually within their respective tax jurisdictions. Income tax expense represents the sum of current tax and deferred tax.

Current tax

Current tax is calculated on accounting profit after allowing for non-taxable and non-deductible items based on the amount expected to be paid to taxation authorities on taxable profit for the period. Our current tax is calculated using tax rates that have been enacted or substantively enacted at the reporting date.

Current income tax relating to items recognised directly in equity is recognised in equity and not in the income statement.

Deferred tax

Deferred income tax is provided on all temporary differences at the reporting date between the tax bases of assets and liabilities and their carrying amounts for financial reporting purposes. Deferred tax is calculated at the tax rates that are expected to apply to the period when the asset is realised or the liability is settled.

Deferred income tax liabilities are recognised for all taxable temporary differences except:

- > When the deferred income tax liability arises from the initial recognition of goodwill or of an asset or liability in a transaction that is not a business combination and that, at the time of the transaction, affects neither the accounting profit nor taxable profit or loss.
- > When the taxable temporary difference is associated with investments in subsidiaries and the timing of the reversal of the temporary difference can be controlled and it is probable that the temporary difference will not reverse in the foreseeable future.

Deferred income tax assets are recognised for all deductible temporary differences, carry-forward of unused tax credits and unused tax losses, to the extent that it is probable that taxable profit will be available against which the deductible temporary differences and the carry-forward of unused tax credits and unused tax losses can be utilised, except:

- > When the deferred income tax asset relating to the deductible temporary difference arises from the initial recognition of an asset or liability in a transaction that is not a business combination and, at the time of the transaction, affects neither the accounting profit nor taxable profit or loss.
- > When the deductible temporary difference is associated with investments in subsidiaries, associates or interests in joint ventures, in which case a deferred tax asset is only recognised to the extent that it is probable that the temporary difference will reverse in the foreseeable future and taxable profit will be available against which the temporary difference can be utilised.

The carrying amount of deferred income tax assets is reviewed at each reporting date and reduced to the extent that it is no longer probable that sufficient taxable profit will be available to allow all or part of the deferred income tax asset to be utilised.

Unrecognised deferred income tax assets are reassessed at each reporting date and are recognised to the extent that it has become probable that future taxable profit will allow the deferred tax asset to be recovered.

Deferred tax assets and deferred tax liabilities are offset only if a legally enforceable right exists to set off current tax assets against current tax liabilities and the deferred tax assets and liabilities relate to the same taxable entity and the same taxation authority.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE TWELVE MONTHS TO 31 MARCH 2021

G3 Accounting Policies (continued)

(q) Earnings per share

(i) Basic earnings per share

Basic earnings per share is calculated as net profit attributable to ordinary shareholders divided by the weighted average number of ordinary shares outstanding during the period.

(ii) Diluted earnings per share

Diluted earnings per share adjusts the figures used in the determination of basic earnings per share to take into account:

- > The after tax effect of interest and other financing costs associated with dilutive potential ordinary shares that have been recognised as expenses
- > The weighted average number of additional ordinary shares that would have been outstanding assuming the conversion of all dilutive potential ordinary shares

(r) Other income - government grants

Revenue from government grants, including Australian Carbon Credit Units (ACCUs) received, is recognised at fair value when there is a reasonable assurance that the grants or carbon credits will be received and all attaching conditions will be complied with.

DIRECTORS' DECLARATION

In accordance with a resolution of the Directors of the Australian Agricultural Company Limited, we state that:

1. In the opinion of the Directors:
 - a. The financial statements, notes and remuneration report of Australian Agricultural Company Limited for the year ended 31 March 2021 are in accordance with the *Corporations Act 2001*, including:
 - i. Giving a true and fair view of its financial position as at 31 March 2021 and of its performance for the year ended on that date.
 - ii. Complying with Australian Accounting Standards and Corporations Regulations 2001.
 - b. The financial statements and notes also comply with International Financial Reporting Standards as disclosed in note G2.
 - c. There are reasonable grounds to believe that the Company will be able to pay its debts as and when they become due and payable.
2. This declaration has been made after receiving the declarations required to be made to the Directors in accordance with section 295A of the *Corporations Act 2001* for the year to 31 March 2021.
3. In the opinion of the Directors, as at the date of this declaration, there are reasonable grounds to believe that the members of the Closed Group identified in note F9 will be able to meet any obligations or liabilities to which they are or may become subject, by virtue of the Deed of Cross Guarantee.

On behalf of the Board



Donald McGauchie

Chairman

Brisbane

20 May 2021

INDEPENDENT AUDIT REPORT



Independent Auditor's Report

To the shareholders of Australian Agricultural Company Limited

Report on the audit of the Financial Report

Opinion

We have audited the **Financial Report** of Australian Agricultural Company Limited (the Company).

In our opinion, the accompanying Financial Report of the Company is in accordance with the *Corporations Act 2001*, including:

- giving a true and fair view of the **Group's** financial position as at 31 March 2021 and of its financial performance for the year ended on that date; and
- complying with *Australian Accounting Standards* and the *Corporations Regulations 2001*.

The **Financial Report** comprises:

- Consolidated statement of financial position as at 31 March 2021;
- Consolidated income statement, Consolidated statement of comprehensive income, Consolidated statement of changes in equity, and Consolidated statement of cash flows for the year then ended;
- Notes including a summary of significant accounting policies; and
- Directors' Declaration.

The **Group** consists of the Company and the entities it controlled at the year-end or from time to time during the financial year.

Basis for opinion

We conducted our audit in accordance with *Australian Auditing Standards*. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Our responsibilities under those standards are further described in the *Auditor's responsibilities for the audit of the Financial Report* section of our report.

We are independent of the Group in accordance with the *Corporations Act 2001* and the ethical requirements of the *Accounting Professional and Ethical Standards Board's APES 110 Code of Ethics for Professional Accountants (including Independence Standards)* (the Code) that are relevant to our audit of the Financial Report in Australia. We have fulfilled our other ethical responsibilities in accordance with the Code.

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INDEPENDENT AUDIT REPORT



Key Audit Matters

The **Key Audit Matters** we identified are:

- quantity and valuation of livestock; and
- valuation of pastoral property and improvements.

Key Audit Matters are those matters that, in our professional judgement, were of most significance in our audit of the Financial Report of the current period.

These matters were addressed in the context of our audit of the Financial Report as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

Quantity and valuation of livestock \$537,371,000

Refer to Note A3 *Livestock* to the Financial Report

| The key audit matter | How the matter was addressed in our audit |
|---|--|
| <p>The quantity and valuation of livestock is considered a key audit matter due to:</p> <ul style="list-style-type: none"> • the size of the balance (being 33.9% of total assets); • the significant audit effort as a result of the risk of error associated with quantifying livestock at year end. In quantifying livestock the Group uses estimates of birth rates, animal growth rates and rates of attrition; and • the level of judgement required by us in evaluating the market prices for livestock used by the Group where there is no readily observable market price. <p>The judgements made by the Group in assessing the quantity and value of livestock have a significant impact on the Group's financial performance and financial position.</p> <p>In assessing this key audit matter, we involved senior audit team members who understand the industry and the complexities involved in quantifying and valuing livestock.</p> | <p>Our procedures included:</p> <ul style="list-style-type: none"> • visiting five of the Group's cattle properties to understand and observe key controls in the livestock accounting process; • testing the Group's reconciliation of the number of livestock at the beginning of the year to the number recorded at the end of the year, including checking a sample of cattle purchases and sales transactions, and natural increase in the herd to various sources of evidence, for example, purchase invoices and sales documentation; • comparing estimates of birth rates, animal growth rates and rate of attrition to historical data and our industry understanding; • comparing a sample of livestock market prices adopted by the Group to a range of recent observable market prices, such as from the Meat and Livestock Australia Market Information reports; • evaluating the competence, experience and objectivity of the external valuer used by the Group; and • evaluating the report of the external valuer for consistency with our understanding of the business, industry and environmental conditions, trends in historical livestock prices and other information available to us. |

INDEPENDENT AUDIT REPORT



Valuation of pastoral property and improvements \$915,800,000

Refer to Note A4 *Property* in the Financial Report.

The key audit matter

The valuation of pastoral property and improvements is considered a key audit matter due to:

- the size of the balance (being 57.8% of total assets); and
- the level of judgement required by us in evaluating the Group's assessment of the fair value of pastoral property and improvements.

The Group's assessment of the fair value of pastoral property and improvements involves significant judgements, including determination of:

- the valuation methodology applied to each property;
- the Adult Equivalent carrying capacity of each property; and
- the corresponding dollar per Adult Equivalent, Standard Cattle Unit or hectare.

The Group has appointed external valuers and other external experts to assist in the determination of these key valuation inputs.

The judgements made by the Group in assessing the fair value of property and improvements have a significant impact on the Group's financial position.

In assessing this key audit matter, in particular the complex inputs involved, we involved senior audit team members, including valuation specialists, who understand the nature of the Group's properties and recent comparable market transactions.

How the matter was addressed in our audit

Our procedures included:

- evaluating the competence, experience and objectivity of external valuers and other external experts used by the Group;
- working with our valuation specialists, reading the reports of the external valuers and other external experts and evaluating their work regarding Adult Equivalent carrying capacity of each property and the dollar per Adult Equivalent, Standard Cattle Unit or hectare for consistency with our understanding of the properties, environmental conditions, recent comparable market transactions and other information available to us; and
- using our valuation specialist to assess the valuation report and compare the valuation methodology for each property to accepted market practices, industry norms, and criteria in the accounting standards.

INDEPENDENT AUDIT REPORT



Other Information

Other Information is financial and non-financial information in Australian Agricultural Company Limited's annual reporting which is provided in addition to the Financial Report and the Auditor's Report. The Directors are responsible for the Other Information.

The Other Information we obtained prior to the date of this Auditor's Report was the Directors' Report, including the Remuneration Report, ASX Additional Information and Company Information.

Our opinion on the Financial Report does not cover the Other Information and, accordingly, we do not express an audit opinion or any form of assurance conclusion thereon, with the exception of the Remuneration Report and our related assurance opinion.

In connection with our audit of the Financial Report, our responsibility is to read the Other Information. In doing so, we consider whether the Other Information is materially inconsistent with the Financial Report or our knowledge obtained in the audit, or otherwise appears to be materially misstated.

We are required to report if we conclude that there is a material misstatement of this Other Information, and based on the work we have performed on the Other Information that we obtained prior to the date of this Auditor's Report we have nothing to report.

Responsibilities of the Directors for the Financial Report

The Directors are responsible for:

- preparing the Financial Report that gives a true and fair view in accordance with *Australian Accounting Standards* and the *Corporations Act 2001*
- implementing necessary internal control to enable the preparation of a Financial Report that gives a true and fair view and is free from material misstatement, whether due to fraud or error
- assessing the Group and Company's ability to continue as a going concern and whether the use of the going concern basis of accounting is appropriate. This includes disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless they either intend to liquidate the Group and Company or to cease operations, or have no realistic alternative but to do so.

Auditor's responsibilities for the audit of the Financial Report

Our objective is:

- to obtain reasonable assurance about whether the Financial Report as a whole is free from material misstatement, whether due to fraud or error; and
- to issue an Auditor's Report that includes our opinion.

Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with *Australian Auditing Standards* will always detect a material misstatement when it exists.

Misstatements can arise from fraud or error. They are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of the Financial Report.

A further description of our responsibilities for the audit of the Financial Report is located at the *Auditing and Assurance Standards Board* website at: http://www.auasb.gov.au/auditors_responsibilities/ar1.pdf
This description forms part of our Auditor's Report.

INDEPENDENT AUDIT REPORT



Report on the Remuneration Report

Opinion

In our opinion, the Remuneration Report of Australian Agricultural Company Limited for the year ended 31 March 2021, complies with *Section 300A* of the *Corporations Act 2001*.

Directors' responsibilities

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 responsibilities

We have audited the Remuneration Report included in pages 14 to 29 of the Directors' report for the year ended 31 March 2021.

Our responsibility is to express an opinion on the Remuneration Report, based on our audit conducted in accordance with *Australian Auditing Standards*.

A stylized, handwritten-style logo of the letters 'KPMG' in black.

KPMG

A handwritten signature in black ink that reads 'Scott Guse'.

Scott Guse
Partner

Brisbane
20 May 2021

ASX ADDITIONAL INFORMATION

Additional information required by the Australian Stock Exchange Ltd and not shown elsewhere in the Financial Report is as follows. The information is current as at 29 April 2021.

(a) Distribution of equity securities

Ordinary share capital

602,766,747 fully paid ordinary shares are held by 8,338 individual Shareholders. All ordinary shares carry one vote per share and carry the rights to dividends. The number of shareholders, by size of holding is:

| NUMBER OF SHARES | NUMBER OF SHAREHOLDERS |
|-------------------|------------------------|
| 1 to 1,000 | 2,173 |
| 1,001 to 5,000 | 3,110 |
| 5,001 to 10,000 | 1,253 |
| 10,001 to 100,000 | 1,638 |
| 100,001 and Over | 164 |
| Total | 8,338 |

Unquoted equity securities

As at 29 April 2021, there were 523,795 unlisted performance rights granted over unissued ordinary shares in the Company.

(b) Twenty largest holders of quoted equity securities

The names of the twenty largest holders of quoted shares as shown in the Company's Share Register are:

| | NUMBER | PERCENTAGE |
|---|-------------|------------|
| CITICORP NOMINEES PTY LIMITED | 175,150,370 | 29.06% |
| BNP PARIBAS NOMS PTY LTD <DRP> | 156,865,110 | 26.02% |
| HSBC CUSTODY NOMINEES (AUSTRALIA) LIMITED | 63,653,986 | 10.56% |
| J P MORGAN NOMINEES AUSTRALIA PTY LIMITED | 31,043,145 | 5.15% |
| BBRC INTERNATIONAL PTE LTD <THE BB FAM INTERNATIONAL A/C> | 13,697,000 | 2.27% |
| BELL POTTER NOMINEES LTD <BB NOMINEES A/C> | 13,178,104 | 2.19% |
| MEDICH PROPERTIES PTY LIMITES <ROY MEDICH INVESTMENT A/C> | 11,253,416 | 1.87% |
| BNP PARIBAS NOMS PTY LTD <DRP> | 6,429,224 | 1.07% |
| AACO NOMINEES PTY LIMITED <AACO LTIP A/C> | 6,148,232 | 1.02% |
| BNP PARIBAS NOMINEES PTY LTD <AGENCY LENDING DRP A/C> | 5,065,899 | 0.84% |
| HSBC CUSTODY NOMINEES (AUSTRALIA) LIMITED | 4,413,618 | 0.73% |
| CUSTODIAL SERVICES LIMITED <BENEFICIARIES HOLDING A/C> | 3,997,946 | 0.66% |
| QUALITY LIFE PTY LTD <THE NEILL FAMILY A/C> | 3,175,000 | 0.53% |
| MR JOHN QIANE HE | 1,422,113 | 0.24% |
| NEWECONOMY COM AU NOMINEES PTY LIMITED <900 ACCOUNT> | 1,280,979 | 0.21% |
| NEASHAM HOLDINGS PTY LTD <THE NEASHAM A/C> | 1,220,735 | 0.20% |
| MR BARRY MARTIN LAMBERT | 1,177,660 | 0.20% |
| NATIONAL NOMINEES LIMITED | 1,115,217 | 0.19% |
| TIGER INVESTMENT CORPORATION PTY LTD <KENNEDY SUPER FUND A/C> | 965,000 | 0.16% |
| INVIA CUSTODIAN PTY LIMITED <ERINAN PTY LIMITED A/C> | 940,000 | 0.16% |

(c) Substantial shareholders

The names of substantial shareholders who have notified the Company in accordance with section 671B of the *Corporations Act 2001* are:

| ORDINARY SHAREHOLDERS | NUMBER |
|--|-------------|
| Bryan Glinton as trustee of The AA Trust | 289,694,453 |

(d) Marketable Shares

The number of security investors holding less than a marketable parcel of 439 securities (\$1,140 on 29 April 2021) is 734 and they hold 109,299 securities.

COMPANY INFORMATION

Name of Entity

Australian Agricultural Company Limited

ABN

15 010 892 270

Registered Office

Principal Place of Business

Level 1, Tower A
Gasworks Plaza
76 Skyring Terrace
Newstead QLD 4006

Ph: (07) 3368 4400
Fax: (07) 3368 4401
www.aaco.com.au

Share Registry

Link Market Services Limited

Level 21, 10 Eagle Street
Brisbane QLD 4000

Ph: 1300 554 474
www.linkmarketservices.com.au

AACo shares are quoted on the Australian Securities Exchange under listing Code AAC.

Solicitors

Allens Linklaters

Level 26, 480 Queen Street
Brisbane QLD 4000

Auditors

KPMG

Level 16, 71 Eagle Street
Brisbane QLD 4000

Annual General Meeting

The Annual General Meeting of Shareholders of the Australian Agricultural Company Limited will be held on Thursday 29th July 2021.