



Friday, 6 July 2018

Seasonal Update

Following some market commentary with respect to current dry weather conditions and declining cattle prices, Elders Limited (ASX:ELD) today announces that despite these factors across Australia, it remains on track to deliver consistent earnings in the September FY18 year.

Current expectations are underlying earnings before interest and tax (EBIT) to be in the range of \$70m to \$74m (compared to FY17 underlying EBIT \$71.0m). Underlying net profit after tax (NPAT) for the 12 months to 30 September 2018 is expected to be in the range of \$59m to \$63m (compared to FY17 NPAT of \$58.4m).

With the completion of the third quarter to 30 June 2018, Retail earnings have been impacted by unseasonably dry conditions across many parts of Australia, which has reduced chemical input demand. Additionally, as previously foreshadowed, easing cattle prices have impacted Elders' Agency earnings. However, sheep and wool prices and volumes have remained strong and consistent with the prior year and the dry conditions have allowed feedlot utilisation to remain at high levels. Footprint expansion continues to offer growth opportunities.

Elders' Chief Executive Officer and Managing Director, Mark Allison, said that "the forecast results reflect the Company's commitment to the strategic Eight Point Plan and the resolve to achieve continuous high quality growth, despite the difficult trading conditions. We believe Elders remains well placed to achieve our target of 5-10% EBIT growth through the agricultural cycle to 2020".

Further information

Mark Allison, Chief Executive Officer, 0439 030 905

Richard Davey, Chief Financial Officer, 0437 167 772

Media enquiries

Annie Ashby, Elders Communications, 0427 570 518