



22 December 2022

QUARTERLY ACTIVITY REPORT AND APPENDIX 4C – NAMOI COTTON LIMITED (ASX: NAM)

Namoi Cotton Limited (**'Namoi'** or the **'Company'**) is pleased to provide its Appendix 4C cash flow statement for the quarter ended 30 November 2022 (**'Q3-FY23'**), along with the following update.

Business activities in the Third Quarter (Q3-FY23)

There was no material change in the business activities of the Company during Q3-FY23.

The ginning season was completed at the end of October 2022 with ginning volumes reaching 1,173,497 bales¹. In comparison to prior seasons, payments for operating costs and cottonseed inventory previously weighted to Q1 and Q2 moved into Q3 with ginning finishing later than the previous season as the result of wet conditions. Receipts from customers for ginning services, cottonseed marketing and maintenance costs are also weighted to Q3 and Q4.

Net cash inflows from operating activities in Q3-FY23 totalled \$0.05 million (Q3-FY22: net cash outflows \$9.0 million). Receipts from customers totalled \$256.3 million during Q3-FY23 (Q3-FY22: \$59.3 million), compared to operating costs of \$248.3 million for the same period (Q3-FY22: \$64.6 million).

With the delay in ginning due to rain, 2022 ginning volume and the procurement of cottonseed from growers for marketing continued into Q3-FY23 whereas in seasons without delays in commencement, it would have peaked in Q2. The delay has resulted in higher cottonseed inventory stocks for marketing which will be executed over an extended period from Q3-FY23 to Q1-FY24. As a result, operating payments are in balance with receipts from customers in Q2. This inventory was funded from the Company's operating cashflow and working capital facilities.

Proceeds from issues of equity securities totalled \$13.2m in Q3-FY23 from the renounceable entitlement (rights) offer².

Payments to related parties represent payments made for director fees and payments to grower directors for the supply of cotton lint, by-products, and services less the cost of ginning cotton. These payments are included within product manufacturing and operating costs and were made in the ordinary course of business.

Business update and material developments

The forecast cotton production and expected ginning volume for the 2023 season (FY24) has been negatively impacted by excessive wet weather conditions over the planting window timeframe. This is expected to constrain cotton planting in the Upper Namoi, Macquarie and Lachlan production valleys. However, there is scope for expansion of dryland cotton planting along the NSW/QLD border, particularly in the Gwydir, Macintyre and Mungindi production valleys.

Australian cotton production in the 2023 season is forecast to be above average, but less than the 2022 season of ~5.6 million bales. Cotton Compass (www.cottoncompass.com.au) is forecasting 4.9 million

¹ Include 100% of bales at joint venture gins

² Note, the \$13.2m is net of costs. Refer to our ASX release dated 2 November 2022 titled "Namoi Cotton completes underwritten renounceable entitlement (rights) offer to raise \$14.1 million".

bales (21 November 2022) and ABARES is forecasting 4.3 million bales (6 December 2022). This forecast range of 4.3 to 4.9 million bales is down from our previously announced cotton production range of 5.0 to 5.5 million bales³.

Based on forecast production, we expect to gin 0.9 to 1.1 million bales of cotton in 2023 (FY24), down from our previously announced range of 1.1 to 1.3 million bales⁴.

Our outlook for FY23 remains as previously announced, being a forecast EBITDA⁵ of \$19-21 million in FY23 from the ~1.2 million bales ginned in the 2022 season⁶.

This announcement was approved by the Board of Namoi Cotton.

For further information, please contact:

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John Stevenson
Chief Executive Officer
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All dollar amounts are in Australian dollars unless otherwise indicated.

Forward-looking statements

This announcement contains certain forward-looking statements. These statements relate to current expectations, beliefs, intentions or strategies regarding the future. The forward-looking statements reflect views and assumptions with respect to future events as at the date of this announcement. However, they are not a guarantee of future performance. They involve known and unknown risks, uncertainties, assumptions, contingencies and other factors which are, in many instances, beyond the control of Namoi Cotton and may involve significant elements of subjective judgement and assumptions as to future events that may or may not be correct. There can be no assurance that actual outcomes will not differ materially from any forward-looking statements. Except as required by applicable laws, Namoi Cotton does not undertake to publicly update or revise the forward-looking statements or other statements in this announcement, whether as a result of new information or future events or circumstances.

³ ABARES 2023 season forecast is 5.0 million bales (September 2022) and Cotton Compass 2023 season forecast is 5.5 million bales (October 2022).

⁴ Based on forecast Australian 2023 season cotton production from ABARES and Cotton Compass.

⁵ EBITDA is a non-IFRS and unaudited measure defined as earnings before interest, tax, depreciation, and amortisation including share of profit from associates and joint ventures and excluding impairment charges.

⁶ Forecast EBITDA based on FY2023 earnings to 31 October 2022 from management accounts, forecast financials for the remainder of FY2023 and estimated unrealised earnings for cottonseed marketing.

Appendix 4C

Quarterly cash flow report for entities subject to Listing Rule 4.7B

Name of entity

Namoi Cotton Limited

ABN

76 010 485 588

Quarter ended ("current quarter")

30 November 2022

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (9 months) \$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers	256,290	721,396
1.2 Payments for		
(a) research and development		
(b) product manufacturing and operating costs	(248,270)	(706,207)
(c) advertising and marketing		
(d) leased assets		
(e) staff costs	(6,897)	(21,473)
(f) administration and corporate costs	(158)	(863)
1.3 Dividends received (see note 3)		
1.4 Interest received	2	2
1.5 Interest and other costs of finance paid	(918)	(1,798)
1.6 Income taxes paid		
1.7 Government grants and tax incentives		
1.8 Other (provide details if material)		
1.9 Net cash from / (used in) operating activities	49	(8,943)
2. Cash flows from investing activities		
2.1 Payments to acquire or for:		
(g) entities		
(h) businesses		
(i) property, plant and equipment	(1,836)	(5,592)
(j) investments	(1,414)	(1,414)
(k) intellectual property		
(l) other non-current assets		

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (9 months) \$A'000
2.2	Proceeds from disposal of:		
	(a) entities		
	(b) businesses		
	(c) property, plant and equipment	3	44
	(d) investments		
	(e) intellectual property		
	(f) other non-current assets		
2.3	Cash flows from loans to other entities		
2.4	Dividends received (see note 3)		
2.5	Other (provide details if material)	452	914
2.6	Net cash from / (used in) investing activities	(2,795)	(6,048)

3.	Cash flows from financing activities		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	13,173	13,173
3.2	Proceeds from issue of convertible debt securities		
3.3	Proceeds from exercise of options		
3.4	Transaction costs related to issues of equity securities or convertible debt securities		
3.5	Proceeds from borrowings	11,000	28,500
3.6	Repayment of borrowings	(11,168)	(11,381)
3.7	Transaction costs related to loans and borrowings		
3.8	Dividends paid		
3.9	Other (provide details if material)		
3.10	Net cash from / (used in) financing activities	13,005	30,292

4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of period	3,048	(1,994)
4.2	Net cash from / (used in) operating activities (item 1.9 above)	49	(8,943)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(2,795)	(6,048)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	13,005	30,292

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (9 months) \$A'000
4.5	Effect of movement in exchange rates on cash held		
4.6	Cash and cash equivalents at end of period	13,307	13,307

5.	Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$A'000	Previous quarter \$A'000
5.1	Bank balances	13,307	3,048
5.2	Call deposits		
5.3	Bank overdrafts		
5.4	Other (provide details)		
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)	13,307	3,048

6.	Payments to related parties of the entity and their associates	Current quarter \$A'000
6.1	Aggregate amount of payments to related parties and their associates included in item 1	304
6.2	Aggregate amount of payments to related parties and their associates included in item 2	0
<i>Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments.</i>		

7.	Financing facilities <i>Note: the term "facility" includes all forms of financing arrangements available to the entity.</i> <i>Add notes as necessary for an understanding of the sources of finance available to the entity.</i>	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
7.1	Loan facilities	81,049	61,049
7.2	Credit standby arrangements		
7.3	Other (please specify)		
7.4	Total financing facilities	81,049	61,049
7.5	Unused financing facilities available at quarter end		20,000
7.6	Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.		
	<p>The following secured facilities were in place with Commonwealth Bank of Australia ('CBA') at quarter end:</p> <p>A term debt facility of \$42 million which was fully drawn. This is a committed, non-amortising line utilised to fund capital projects relating to the plant, property, and equipment of the business.</p> <p>A committed borrowing base facility of \$17.5 million which was fully drawn. This is a non-amortising line of credit utilised to fund day to day expenses of the Company including specific funding needs for cotton seed inventory and debtors, ginning consumables, and general working capital needs.</p> <p>A further uncommitted facility of \$10.0 million, of which \$nil is drawn.</p> <p>A trade advance facility of \$5.0 million, not currently utilised.</p> <p>The term debt and committed borrowing base facilities both mature on 30 October 2024.</p> <p>The weighted average variable interest rate on the Company's interest-bearing loans is currently 4.977% pa with a line fee of 1.23% pa</p> <p>Equipment loans for gin, packing and logistics supply chain equipment totalling \$1.6 million which have an average term of 2.3 years with the average interest rate implicit in the contracts of 5.01% p.a.</p> <p>Additionally, an overdraft facility of \$5.0 million with the CBA is also available at an interest rate (currently 6.88%) of which \$nil is utilised.</p>		

8.	Estimated cash available for future operating activities	\$A'000
8.1	Net cash from / (used in) operating activities (item 1.9)	49
8.2	Cash and cash equivalents at quarter end (item 4.6)	13,307
8.3	Unused finance facilities available at quarter end (item 7.5)	20,000
8.4	Total available funding (item 8.2 + item 8.3)	33,307
8.5	Estimated quarters of funding available (item 8.4 divided by item 8.1)	N/A
	<i>Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.</i>	
8.6	If item 8.5 is less than 2 quarters, please provide answers to the following questions:	
8.6.1	Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?	
	Answer: N/A	

8.6.2 Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?

Answer: N/A

8.6.3 Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?

Answer: N/A.

Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.

Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date: 22 December 2022

Authorised by: Board of Namoi Cotton Limited

Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – eg Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.