

---

**ASX Announcement**  
**28 May 2024**

**Release of 31 March 2024 full year results**

Wingara AG Limited (ASX: WNR), the owner and operator of value-add, mid-stream assets specialising in the processing, storage and marketing of agriculture produce for export markets, is pleased to provide its full year financial results alongside its Appendix 4E for the year ended 31 March 2024.

This announcement has been approved for release by the Board of Directors of Wingara AG Limited.

**For further information contact:**

Marcello Diamante  
Managing Director and Chief Executive Officer  
E: [marcello.diamante@wingaraag.com.au](mailto:marcello.diamante@wingaraag.com.au)

**About Wingara AG Limited:**

Wingara AG Limited aims to be the leader in the sale of agricultural products to the domestic and international markets, particularly focusing on the export of hay products to Asia. By adhering to the highest standards of production we ensure a reliable source of hay to our clients, enabling them to meet their business demands confident in the quality of our product.

We are also dedicated to supporting local producers and our commitment to providing an equitable relationship with Australian farmers allows us to source the best product available. Wingara is committed to ensuring we uphold the highest standards of integrity throughout the organisation, ensuring that we create an environment in which individuals continue to strive to meet our goals.

# Full year results

to 31 March 2024

---



# Disclaimer

---

This presentation has been prepared by Wingara for professional investors. The information contained in this presentation is for information purposes only and does not constitute an offer to issue, or arrange to issue, securities or other financial products. The information contained in this presentation is not investment or financial product advice and is not intended to be used as the basis for making an investment decision. The presentation has been prepared without taking into account the investment objectives, financial situation or particular need of any particular person.

No representation or warranty, express or implied, is made as to the fairness, accuracy, completeness or correctness of the information, opinions and conclusions contained in the presentation. To the maximum extent permitted by law, none of Wingara, its directors, employees or agents, nor any other person accepts any liability, including, without limitation, any liability arising out of fault. In particular, no representation or warranty, express or implied is given as to the accuracy, completeness or correctness, likelihood of achievement or reasonableness of any forecasts, prospects or returns contained in this presentation nor is any obligation assumed to update such information. Such forecasts, prospects or returns are by their nature subject to significant uncertainties and contingencies.

Forward looking statements relating to projections and estimates involve known and unknown risks, uncertainties and other factors that may cause the Company's actual results, performance and achievements to differ materially from any future results, performance or achievements, expressed or implied by these forward-looking statements. Relevant factors may include, but are not limited to, commodity prices and market conditions, effects of the coronavirus pandemic, technical failures and delays, foreign exchange fluctuations and general economic conditions, increased costs, the risk and uncertainties associated with agriculture and the natural environment, political and social risks, changes to the regulatory framework within which the Company operates or may in the future operate, environmental conditions including unusual or extreme weather conditions, retention of personnel, industrial relations issues and litigation.

Before making an investment decision, you should consider, with or without the assistance of a financial adviser, whether an investment is appropriate in light of your particular investment needs, objectives and financial circumstances. Past performance is no guarantee of future performance.

The distribution of this document in jurisdictions outside Australia may be restricted by law. Any recipient of this document outside Australia must seek advice on and observe such restrictions.

# Company update

- Revenue down to \$2,968k (or 94%) due to poor 2022-2023 hay season limiting supply.
- 2023-2024 season export grade Oaten hay has had improved supply given better growing conditions, however weak demand from all export markets that the business sells into has decreased export prices and curtailed revenue opportunities.
- Successful completion of the sale of the Raywood facility on 14 April 2023.
- EBITDA of continuing operations excluding the significant items was down to (\$2,315k) (or 402%) due to reduced sales following a poor 2022-23 season harvest whilst retaining capability in the core operating team as it prepared for the 2023-2024 hay season.
- A fully franked special dividend was declared by the Company of 0.6 cents per share for a total payment of \$1.1m made on 5 May 2023, following completion of the Raywood sale.

## Successes

---

- ✓ Sale of Raywood concluded.
- ✓ Business is debt free following the sale of the Raywood facility on 14 April 2023.
- ✓ Business has invested in increased plant reliability at the Epsom site. The site is seeing increased capacity and reliability processing 2023-24 season hay.

## Challenges

---

- ✗ Flood impacted 2022-2023 hay harvest season which impacted the period's revenue, gross profit and overall profitability, with minimal sales for a significant part of the year.
- ✗ The 2023-2024 season has been impacted by weak demand from export markets.

# Financial results



# Consolidated P&L – FY24 Headlines

	31-Mar-24	31-Mar-23	Change
	\$	\$	%
Revenue	2,968,840	33,756,155	-91%
<b>Gross profit</b>	<b>919,463</b>	<b>14,703,873</b>	-94%
<i>Gross profit margin</i>	31%	44%	
Other income	93,971	161,117	-42%
Corporate, administration and operating expenses	(1,209,655)	(3,611,264)	-67%
Freight expenses	(442,581)	(6,787,441)	-93%
Employee expenses	(1,735,683)	(2,985,007)	-42%
Foreign exchange gain/(losses)	59,355	(713,728)	-108%
EBITDA before significant items	<b>(2,315,130)</b>	<b>767,550</b>	-402%
Depreciation	(378,588)	(1,290,489)	-71%
EBITDA before significant items	<b>(2,693,718)</b>	<b>(522,939)</b>	415%
Finance costs	(135,848)	(850,079)	-84%
Income tax benefit/(expense)	-	505,329	-100%
NPAT/(loss) from continuing operations before significant items	<b>(2,829,566)</b>	<b>(867,689)</b>	226%
Significant items	(296,021)	(2,442,604)	
Loss after income tax expense from discontinued operations	-	(302,431)	-100%
<b>Net Loss after income tax expense for the year</b>	<b>(3,125,587)</b>	<b>(3,612,724)</b>	-13%

- **Revenue** decline of 91% driven by poor 2022-2023 hay season impacting product supply and sales, marginally offset by sales in the last quarter of the year as farmers harvested the 2023-24 hay season.
- **Gross profit** decreased by 94% due to reduced sales volumes.
- **Freight expenses** decreased by 93% driven by reduced export sales volumes.
- **Employee expenses** decreased from corresponding period by 42% as a result of reduced headcount following the sale of Raywood processing facility.
- **EBITDA** loss of \$2,315k, excluding significant items, due to the reduction in hay sales during the year.
- **Significant items** include non-cash loss on sale of property plant and equipment during the current period and loss from discontinued operations in the prior corresponding period.

# Balance sheet

<i>Summary of financial position</i>	31 March 2024 \$	31 March 2023 \$	Change \$	Change %
Cash	2,266,946	1,146,341	1,120,605	98%
Right-of-use assets	483,127	924,068	(440,941)	(48%)
Property, plant and equipment	905,522	809,479	96,043	12%
Other non-current assets	-	8,155	(8,155)	(100%)
<b>Assets and working capital from continuing operations</b>	<b>3,655,595</b>	<b>2,888,043</b>	<b>767,552</b>	<b>27%</b>
Working capital	(1,206,165)	(1,252,838)	46,673	(4%)
Lease liabilities	(519,675)	(1,891,233)	1,371,558	(73%)
Borrowings	(70,869)	(8,045,692)	7,974,823	(99%)
<b>Liabilities from continuing operations</b>	<b>(1,796,709)</b>	<b>(11,189,763)</b>	<b>9,393,054</b>	<b>(84%)</b>
<b>Net assets from continuing operations</b>	<b>1,858,886</b>	<b>(8,301,720)</b>	<b>10,160,606</b>	<b>(122%)</b>
Assets classified as held for sale	-	14,414,341	(14,414,341)	(100%)
Liabilities classified as held for sale	-	(74,893)	74,893	(100%)
<b>Net liabilities from operations held for sale</b>	<b>-</b>	<b>14,339,448</b>	<b>(14,339,448)</b>	<b>(100%)</b>
<b>Total net assets</b>	<b>1,858,886</b>	<b>6,037,728</b>	<b>(4,178,842)</b>	<b>(69%)</b>

**Cash balance** has increased by 98% to \$2,266k from \$1,146k in the prior period.

**Property, plant and equipment** increased by 12% to \$905k as the business made capital investments to improve efficiency of the Epsom site.

**Working capital** was flat with a net decrease of 4% as the business broadly replenished inventory with new season Oaten hay.

**Borrowings** decreased by \$7,974k from the prior period as the business repaid all bank debt with the sale proceeds from Raywood.



# Cash flow

	31-Mar-24	31-Mar-23	Change
	\$	\$	%
<b>Cashflows from operating activities</b>			
Net operating cash generated/(used in) by continuing operations	(1,976,787)	415,917	-575%
Interest and other finance costs paid	(24,672)	(679,159)	-96%
Net cash used in operations held for sale	-	(913,706)	-100%
<b>Net cash used in by operating activities</b>	<b>(2,001,459)</b>	<b>(1,176,948)</b>	<b>70%</b>
<b>Cashflows from investing activities</b>			
Payments for plant, equipment, and capital works in progress	(339,225)	(550,829)	-38%
Proceeds from sale of plant and equipment	13,610,065	41,019	33080%
Proceeds from release of security deposits	-	12,489	-100%
Net cash from operations held for sale	-	1,087,590	-100%
<b>Net cash used in investing activities</b>	<b>13,270,840</b>	<b>590,269</b>	<b>2148%</b>
<b>Cashflows from financing activities</b>			
Proceeds from borrowings	-	10,495,003	-100%
Repayment of borrowings	(8,631,350)	(9,076,285)	-5%
Payments of insurance premium funding	(167,354)	-	100%
Payment of dividend	(1,053,255)	-	100%
Repayment of lease liabilities	(296,817)	(1,025,484)	-71%
Net cash from continuing operations' financing activities	(10,148,776)	393,234	-2681%
Net cash used in operations held for sale	-	(287,761)	-100%
<b>Net cash (used in)/from financing activities</b>	<b>(10,148,776)</b>	<b>105,473</b>	<b>-9722%</b>
<b>Net decrease in cash and cash equivalents</b>	<b>1,120,605</b>	<b>(481,206)</b>	<b>-333%</b>

**Operating cash outflow** for the period was \$2,001k due to the operating loss during the period.

**Investing cash inflow** was driven by net proceeds from the disposal of property, plant and equipment from the sale of Raywood facility, offset by capex investments of \$339k relating to the Epsom site.

**Financing cash outflows** aligned to the payment of the dividend and repayment of borrowings upon completion of the sale of Raywood.

# FY24-25 Outlook

# Calendar 2024 Outlook

---

- We expect 2023-2024 season Oaten Hay export markets to continue to be subdued as processors all react to lower demand with competitive price pressure. This will result in revenue expectations for the first half of FY25 being consistent with the second half of FY24.
- The business remains focused on optimising the Epsom site for reliability and processing capacity.
- The business will continue its strict working capital disciplines to preserve cash and minimising operating costs where possible.
- Wingara AG continues to actively engage in discussions with other agricultural partners to seek revenue and expansion opportunities.