



ABN: 32 115 131 667

ASX: CBO

ASX Announcement – 16th December 2024

Completion of USA harvest and Business Update

USA Harvest

Cobram Estate Olives Limited (“CBO” or “the Company”) has successfully completed its 2024 Californian harvest. The 2024 Californian harvest led to the production of 3.0 million litres of olive oil. This volume is just 6.4% lower than 2023 (‘on’ year) and 77.1% higher than 2022, the previous ‘off’ year. This growth in production comparing to the last ‘off’ year is driven by the larger area under supply contract from 3rd party olive growers and the maturing profile of our groves in California. The production from our own groves was in line with expectations and represented 23% of the total oil this year in comparison with 11% in 2023.

It is important to highlight that currently only 11% of CBO’s USA groves are mature, 30% are immature, and 59% are yet to come into production. Milling extraction efficiencies and extra virgin olive oil quality were excellent, delivering above average results on both parameters.

USA Grove Development, Land Acquisition and Funding

The Company has completed the development of phase 2 of the Esparto South Ranch and phase 3 of the Dunnigan Hills Ranch with 164 hectares of olives planted in November 2024, adding to the 460 hectares planted in the previous phases of those Ranches, and increasing the total Company grove area to 916 hectares.

The Company is also in the process of purchasing 1,534 hectares of land, within close proximity of our existing Californian groves. This will support another 1,065 hectares of plantable grove area (970 hectares of new plantings and a 95-hectare mature olive grove). This will enable CBO to fast track the planned development of company owned olive groves, increasing olive oil supply over the medium term. Of the combined 1,534 hectares, 385 hectares have settled, with the balance under contract and in the final stages of due diligence. Once developed, this will more than double the Company owned grove area in the USA. The acquisition is being funded partially by the Company’s free cashflow and partially by debt.

The Company is pleased to announce that it has increased its debt facilities with the Commonwealth Bank of Australia, increasing its existing facilities by \$40.8 million¹. As part of the debt extension, the entire CBA facility has been reclassified as a Sustainability-Linked Loan. Meeting agreed sustainability targets results in an interest saving to the Company.

¹ \$40.8 million = increase of A\$10 million to the AUD tranche and A\$30.8 million to the USD tranche (US\$20 million facility assuming AUD/USD 0.65).

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Australian Groves - Flowering

Flowering for the 2025 crop commenced in late-October on CBO's Australian groves, with full bloom at our Boundary Bend grove occurring during the last week of October and during the first week of November at our Boort grove. This was in line with long-term average. Climatic conditions were favourable during the flowering period leading to normal levels of fruit set.

It is important to remember that 2025 is a higher yielding crop year on many of our Australian groves and that final yields are subject to the normal risks associated with agricultural production.

Third party plantings - Australia

The Company is pleased to announce that it has entered into a 30-year agreement with a third party in South Australia to plant a 1,000-hectare olive grove. The third party will develop, own and operate the olive grove and CBO will supply the nursery trees, provide technical advice and market the resulting olive oil. The terms of the agreement are similar to what the Company currently has with existing third-party Growers.

Sales – Australia and USA

Sales in both Australia and USA are performing strongly with packaged goods sales well ahead of both budget and the prior corresponding period for the 5 months to 30 November 2024.

As we have previously announced, the Company implemented a 15% price rise in the USA across its packaged goods range in September 2024. Pleasingly, sales continue to perform strongly with growth in branded sales in both value and units seen in the period since this price rise.

For further information, please contact us at investors@cobramestateolives.com.

Kind regards

Leandro Ravetti and Sam Beaton

Joint-CEOs and Executive Directors

On behalf of the Board of Cobram Estate Olives Limited

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About Cobram Estate Olives Limited ("CBO")

About Cobram Estate Olives Limited CBO is Australia's largest vertically integrated olive farmer and marketer of premium quality extra virgin olive oil. The Company owns a portfolio of premium olive oil brands including Cobram Estate® and Red Island®. CBO's olive farming assets include 2.6 million olive trees planted on 7,000 hectares of farmland in central and north-west Victoria and over 765,000 olive trees planted on 1,011 hectares of long-term leased and freehold properties in California, USA. The Company also owns Australia's largest olive tree nursery, three olive mills, two olive oil bottling and storage facilities, and the Modern Olives® laboratory. With operations in Australia and the USA, and export customers in 13 countries, CBO is firmly positioned as a leader in the Australian olive industry and a global leader in sustainable olive farming. For further information, please visit <https://cobramestateolives.com.au>.