



8 March 2018

## STL DELIVERS SOLID H1 PROFIT IN NEW OPERATING ENVIRONMENT

**Sugar Terminals Limited (STL, NSX:SUG) today released its half-year results for the 2018 financial year, delivering a net profit after tax of \$12.9 million, up 7.6%.**

### Key results

- Transitioned to the new operating model – now providing storage and handling services to multiple customers in a new competitive marketing environment
- As a result of the new business model:
  - Revenue increased to \$47.6 million (2016: \$25.3 million) – reflecting the new direct relationship with raw sugar marketers for storage and handling services
  - Costs, excluding income tax, increased to \$29.0 million (2016: \$8.0 million) – reflecting that STL is now responsible for the full cost of operating the Terminals
- Half-year profit grew to \$12.9 million (2016: \$12.0 million), up 7.6%
- Maintained an excellent safety performance
- New Independent Director, Ms Leanne Muller, appointed in December 2017 replacing former Chairman Mr Stuart Gregory who retired from the Board in September 2017
- Co-located the STL office with the Operations team from Queensland Sugar Limited (QSL) in a new, stand-alone premises to ensure closer working alignment with STL's key operations contractor and to ensure effective separation from QSL Marketing
- Established STL's 'Purpose' and 'Values' in response to the new operating model
- Established timetable for negotiating longer term storage and handling agreements with customers

Financial performance	FY18	FY17
H1 Net profit after tax	\$12.9 million	\$12.0 million
Interim dividend per share	3.3 cents	3.2 cents

STL Chairman Mark Gray said it had been a successful six months. He said that the strengthened Board and management team had worked hard over the period to ensure STL delivered positive outcomes for customers and shareholders under the new business model.

“STL remains committed to providing high quality services to its customers while, at the same time, delivering stable and reliable returns for shareholders,” Mr Gray said.

STL's Half-Year Results Presentation for FY18 is available at [www.sugarterminals.com.au](http://www.sugarterminals.com.au)

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