



2017 Half Year Investor Presentation

Chairman
Dr Roger Sexton AM

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- Summary
- FY17 First Half Main Points
- Financial Summary
- Key Factors Affecting Results
- Sales: FY17 Milestones to Date
- Asset Development: FY17 Milestones to Date
- Operating Metrics
- Review of Operations
- Earnings Growth Strategy
- Outlook

1. FY17 First half results affected by seasonal impacts on milk availability and lower China sales. A shift in focus to larger customers.
2. Significant progress made in Australian and ASEAN sales, development of asset base, production capacity, and distribution consistent with business model.
3. Improved conditions for milk supply, Australian orders and multiple recently signed sales contracts announced give confidence for improved result in H2.

- Sales increase of 260% for dairy related products in Australia compared to previous corresponding period (excluding toll manufacturing).
- Sales increase of 100% in ASEAN due to launch of own branded cheese products into Thailand and Singapore retail.
- The company recorded a statutory net profit (NPAT) of -\$3.7m and an underlying net profit (UNPAT) of -\$2.4m for the period to 31 Dec 16.
- The company recorded an increase in Net Assets of 19% on its Balance Sheet from \$117m to \$140m.
- The company has \$38.7m in cash and cash equivalents and carries 'no debt'.
- New distribution retail agreements secured, with successful entry to ingredients and food services sector.
- Group 'Operating Metrics' showed positive increase across all of the four operating divisions.
- First milestone under the Regional Development Grant completed and funds received.
- New distribution retail agreements secured in Australia, with successful entry to ingredients and food services sector.
- Australian production revenues increased from new contract manufacturing agreements with a range of premium brands.
- Development of BFC own branded range of Dairy, Water and Meat products.
- Expansion of the Australian sales leadership through appointment of National Retail and National Food Service managers.
- Establishment of new sales offices in Beijing, Shanghai, Fuzhou and Vietnam.
- Joint Venture office in Hong Kong expanded and Singapore JV office established.

Financial Summary

	H1 FY17 (6 months) 1 July 2016 – 31 December 2016	H1 FY16 (4 months) 28 August 2015 – 31 December 2015
Group Revenue (a)	\$11.2m	\$8.7m
Profit/(Loss) from ordinary activities after tax (NPAT)	-\$3.7m	\$-1.1m
Underlying Net Profit/(Loss) After Tax (UNPAT)	-\$2.4m	\$1.7m

- The company recorded a statutory net profit (NPAT) of -\$3.7m for the period to 31 December 2016 and an underlying net profit (UNPAT) for the same period of -\$2.4m.
- The result was generated on sales revenue of \$11.2 million.
- Revenue increases and earnings improvement anticipated in six months to 30 June 2017.

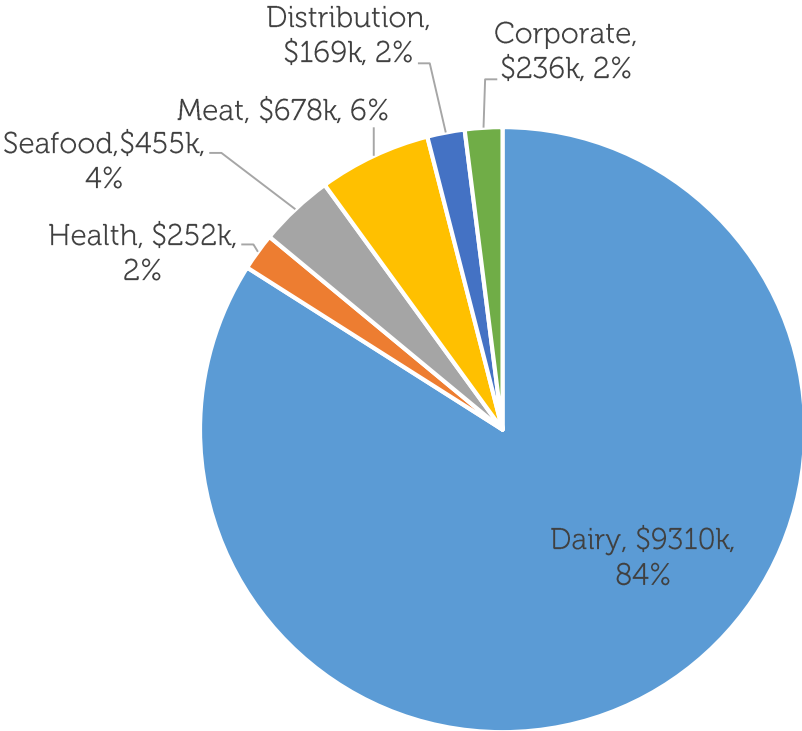
(a) The first full H1 report (previous corresponding period comprised 4 months from the date of the company's listing on 28 August 2015 to 31 December 2015)

Financial Summary – Balance Sheet 2016

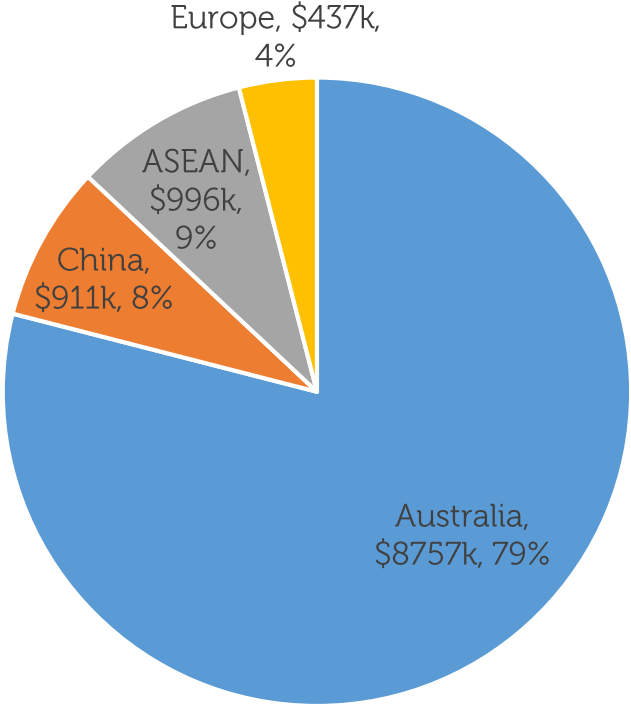
Assets	H1 FY17	H2 FY16	% change from previous period	Comments
Cash and cash equivalents	\$38.2m	\$19.4m	up 97%	Cash increase following capital raising in August 2016
Trade and other receivables	\$20.5m	\$26.6m	down 23%	Reflects cash collection relating to sales
Inventories	\$12.1m	\$8.0m	up 52%	in line with growth in Australian sales
Equity accounted investments	\$16.8m	\$16.9m	down 1%	
Property, plant and equipment	\$41.0m	\$38.3m	up 7%	Increase in farm and manufacturing assets related to growth projects <u>excludes</u> the increase in asset valuation in Beston Pure Foods Assets.
Biological assets	\$4.8m	\$4.2m	up 13%	Increase in independent valuation of herd assets
Deferred tax assets	\$5.8m	\$4.1m	Up 41%	
Intangible assets	\$12.2m	\$10.0m	up 22%	increase in independent valuation of lobster licenses
Total Assets	\$151.4m	\$127.5m	up 19%	
Net Debt	\$0.0m	\$0.0m	-	BFC remains debt free as at 31 December 16
Total Liabilities	\$11.8m	\$10.4m	up 13%	Increase in trade and other payables relating to product growth
Net Assets	\$139.6m	\$117.2m	up 19%	

Financial Summary – Revenue breakdown

Revenue by Location



Revenue by Location



1. Lower Milk Availability for Processing

- Extreme wet winter season in southern parts of Australia reduced the volume of milk produced from BFC Owned Farms by 15% from budget for the period.
- This also resulted in 'toll manufacturing' being 65% lower than budget which in turn reduced whey powder manufacturing.

2. Lower China Sales

- Dashang Group's committed sales orders of AUD\$42m in FY16 did not materialise with no further expectation of orders anticipated in FY17.
- Lower than expected sales in China due to shift in sales focus towards a range of major customers and distributors.
- Increased investment during the period in pursuit of larger customers and establishment led to signing of a number of 'Heads of Agreement' with major Publicly Listed, State Owned and Privately owned customers
- Investment in opening offices in new locations of Shanghai, Beijing and Fuzhou to support new key customer accounts.
- BFC has announced on 28 February 2017 the signing of a Supply Agreement with the Chongqing Hondo Food Company Limited ("Hondo"), a part of the Hondo Group headquartered in Beijing, China, with a total supply contract value of RMB 120 million (approx. AUD 22 million) for BFC products.

- **Customers Focus:** Shifting customer base to major Chinese customers and distributors for longer term sustainable sales growth
- **Geographic Growth:** Sales and Marketing offices opened in locations of Shanghai, Beijing, Fuzhou, Hong Kong, and Singapore
- **New Retail Products:** Launch of 8 new branded products (42 SKU's) across dairy, seafood, meat and health
- **New Food Service Products:** Launch of 2 new branded products (17 SKU's of food service across dairy and meat)
- **New Product Manufacturing:** Launched production of LeRice dairy products for Australian retail distribution
- **Contract Milk Production:** Contract milk production for Nippy's flavoured milk and Moo Premium Milk Brands
- **Health & Nutrition:** NBI launch of leading pharmacy range of health products targeted at diabetes and heart disease
- **Joint Ventures:** Expanded Sunwah-Beston Hong Kong JV and established MindChamps 'Champion Foods for Kids' JV
- **Sales conversion of new major China customers:** On 28 February 2017, BFC announced the signing of a Supply Agreement with the Chongqing Hondo Food Company Limited, a part of the Hondo Group headquartered in Beijing, China, with a total supply contract value of RMB 120 million (approx. AUD 22 million) for BFC products.

Asset Optimisation

- **Beston Pure Facility capital growth projects underway:**
 - Mozzarella production project underway with 14,500T pa capacity, first production planned for Q2 FY18
 - European Hard Cheese project underway with 200T pa capacity, with first production planned for Q4 FY17
 - Australian Provincial Cream Cheese relocation to Murray Bridge completed in Q2 FY17
- **AquaEssence capital growth projects underway:**
 - Plant expansion underway to increase production capacity by 300% for 'ei8ht' branded water production
- **Beston Farms:**
 - Productivity initiatives underway to increase production yields and economies of scale across farms portfolio
- **Beston Technologies:**
 - Australian release of OZIRIS integrated anti-counterfeit, traceability and e-commerce to Australian consumers
- **New Product Innovation:**
 - Commercialisation of new product range targeting kids nutrition for distribution into the Beston MindChamps JV

- ↑ **Milk produced from owned farms:** Increase of 400% from 1.6mL to 8.0mL* compared to the same period (but 15% below budget).
- ↑ **Milk Processed:** Increase in Beston Pure Facilities by 51% from 4.9mL to 7.4mL (excluding toll manufacturing).
- ↓ **Toll Production:** Decrease of 65% against planned volumes due to extended wet weather period.
- ↑ **Australian Dairy Related Sales:** Increase of 260% for dairy related products in Australia compared to previous corresponding period (excluding toll manufacturing).
- ↑ **Whey Power Production:** Increased whey powder production by 36% from 837T to 1138T.
- ↑ **New Product Manufacture (Le Rice):** 100% growth in packs produced.
- ↑ **Lobster Production:** 13% growth in lobster production to 450T forecasted annual production.
- ↑ **Tuna Processed:** Increase in Tuna processed by 7% from 359T to 384T.
- ↑ **Meat Production:** Increased capacity from 2500T to 9000T pa.

**Milk produced in 1HFY17 includes production from Pedra Branca Dairy Farm which was not available in the 1HFY16 period*

- **Australia Region:**

- Revenues in Australia increased by 43% driven largely by:
 - Sales increase of 260% for dairy related products in Australia compared to previous corresponding period (excluding toll manufacturing)
 - Launch of Edwards Crossing into 39 retail stores (started in Q1 FY17)
 - Contract manufacturing of first two SKU's of LeRice (started in Q1 FY17)
 - Contract milk production for Nippy's and Moo (started in Q1 FY17)
- Lower Milk Production due to extended winter period:
 - Milk production from owned farms were 15% lower than budget
 - 'Toll Manufacture' was 65% lower than budget which also resulted in lower whey powder manufacturing

- **China Region:**

- Sales declined in China in large part due to the re-positioning of the China business towards larger distributors and customers in the key growth regions of Beijing and Shanghai. The shift has resulted in:
 - A range of new agreements signed with Publicly Listed and State Owned Companies
 - Signing of a sales contract announced in on 28 February 2017 with Hondo Food Co for AUD\$22m
 - Opened offices in key growth locations of Shanghai, Beijing and Fuzhou and deployed resources in Q2 FY17
 - Expanded and resourced Joint Venture office for Sunwah Beston in Hong Kong in Q2 FY17

- **ASEAN Region**

- Sales growth in ASEAN of 100% driven largely by:
 - The launch of Japanese branded “Kyubu” cheese range into retail stores in Singapore and Thailand (started in Q1 FY17)
 - Launch of Mable’s Cream Cheese brand into a range of Singapore retail stores (started in Q2 FY17)
 - Growth in sales of ingredients to key ASEAN customer

- **Beston Technologies**

- Development and rollout of the Beston Marketplace e-commerce platform for Australia providing product traceability and authentication capability on all products sold, including products from non-Beston companies
- Development of the Beston Marketplace e-commerce platform for China

- **Owned Brands:** The development and launch of BFC owned retail brands (Edwards Crossing, Kyubu Cheese, and the “ei8ht” water brands) as well as food service brands including multi-language marketing collateral, social media platforms to ensure we carve out a premium market position upfront at launch in each country.
- **Business Development and Customer Acquisition in China, Australia and ASEAN:** The aim is to broaden the customer base and move away from reliance on any one customer in a region, signing of a series of new agreements.
- **Expansion of the Australian Sales Team:** Included the recruitment of a new National Sales Manager, a National Food Service Manager and an instore merchandiser to support the roll out of our branded product ranges nationally.
- **Geographic Expansion:** Establishment of new sales offices and recruitment of sales people into the main growth locations of Shanghai, Beijing, Fuzhou, Vietnam, Hong Kong and Singapore to be ‘close to our customers’ and ensure that we execute well on our sales relationship.
- **Joint Ventures:**
 - Expansion of the strategic Joint Venture office of Sunwah Beston in Hong Kong for the sales and marketing of the full range of BFC products.
 - Establishment of Beston Mindchamps Joint Venture in Singapore and new product development and branding for the supply of the “first 4 kids” nutrition products into 33 MindChamps early learning centres starting in Q4 FY17 (under our “Champion Foods” brand).

In our 2016 Annual Report, we have outlined eight key objectives that underpinned our business strategy in 2015-16.

These were:

- ✓ Integrating technology into the whole of our supply chain
- ✓ A holistic approach to whole-of-life healthy foods
- ✓ Exploiting synergies between investee companies
- ✓ Creating new value – added products
- ✓ Developing strategic alliances with other companies to enhance our manufacturing and distribution capabilities
- ✓ Investing in manufacturing capability
- ✓ Improving productivity on our farms
- ✓ Building our own brands

All of these objectives were achieved within the 2015-16 financial year and have established a momentum on which the Company is moving forward.

1. Sales growth:

- **Sales expansion:** Growth in sales via 'in-country' teams in China, ASEAN and Australia
- **Product brand building:** Positioning products in the Premium category in each region
- **BFC umbrella branding:** Market the umbrella brand of BFC and pull through investee brands
- **Growing key partnerships:** Partnerships with Sunwah, Hondo and MindChamps
- **Geographical growth expansion:** Explore establishment of office in Seoul, South Korea

2. Asset optimisation:

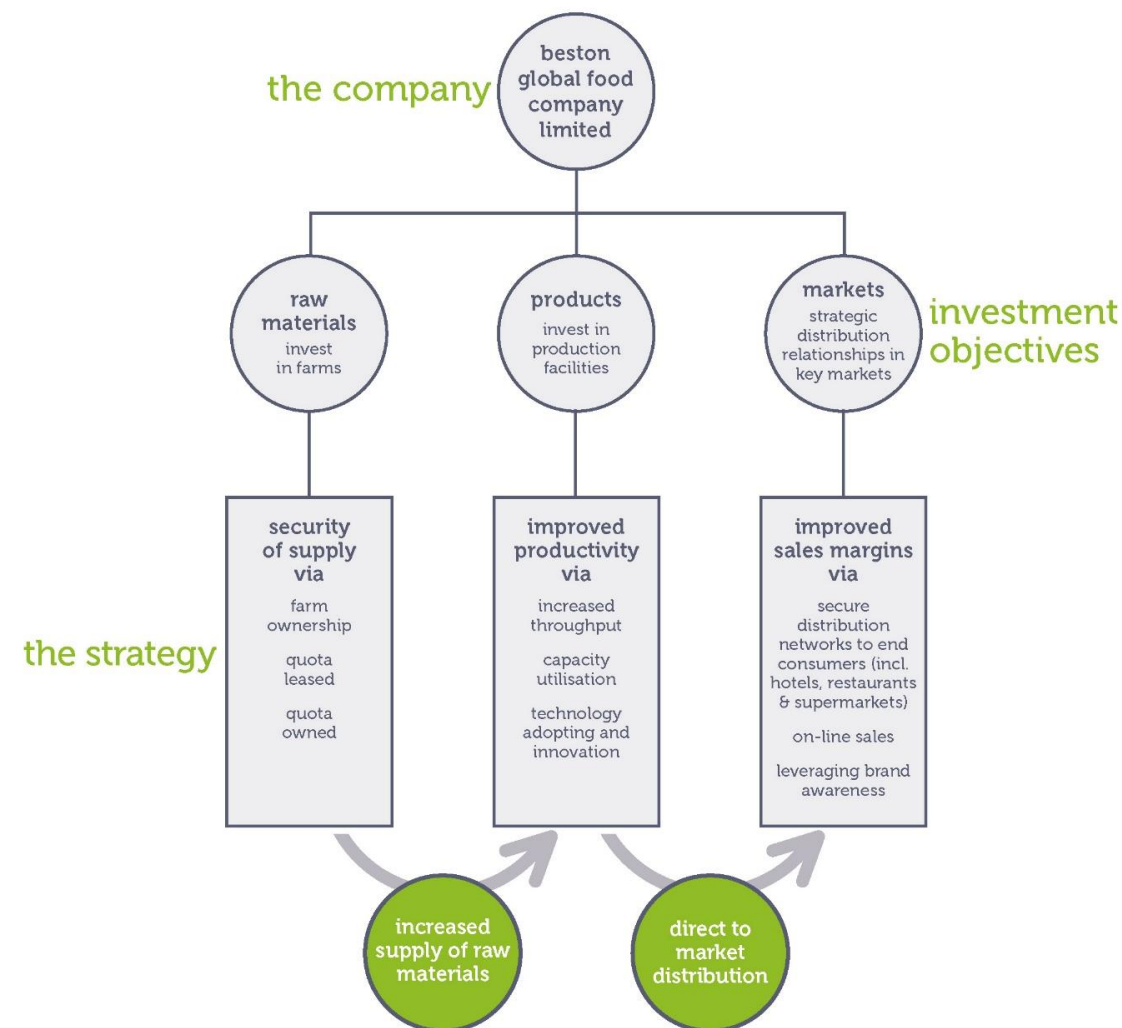
- **Capital program delivery:** Dairy factory capital expenditure expansion and farm's optimisation
- **Standardising systems:** Standardising systems across asset base

Earnings Growth Strategy - Q3 & Q4

- **Expanding the business** by growing our sales domestically in the Australian market while developing major customers and distributors in the more complex but longer term markets of China and ASEAN.
- **Deploy resources of China sales team** into locations where key customers are based and concentrate on a core range of products and SKU formats for the China market.
- **Expand Australian national sales** coverage via our new Australian Sales Manager and manage the expansion into national retail stores across a range of existing and newly developed brands.
- **Expand ASEAN sales revenues** by driving existing products into more stores across Thailand and Singapore and the appointment of additional Singapore, Vietnam and Malaysian distributors and resources to build sales revenues in these regions.
- **Commercialise Beston Technologies.** Integrate e-commerce platform in Australia and China regions and take first mover advantage in China to provide anti-counterfeit and traceability technology to food.
- **Enhance the performance of the Investee Companies** by ensuring that their underlying business continues to deliver on their pre-investment financial targets, and assist with their export sales through our established BFC channels.
- **Accelerate capital program** through the construction of the Mozzarella Plant, Hard Cheese, Cream Cheese and Water plant capital expansion projects.

Our business model is unique we believe, at least in Australia, in having a closed loop supply chain which has:

- Our **own sources of raw materials** (via ownership of farms, fishing licences, lobster pot licences, water rights and other productive real property)
- Our **own factories** for value-adding to these raw materials and manufacture custom made food products
- Our **own marketing and distribution** outlets in key target markets in Asia.



- BFC's 3-legged business model has reinforced the company's position of being the first to deliver on its vision of providing safe and healthy foods to the world with:
 - Premium quality ingredients
 - Security of supply
 - An internally patented technology platform that provides track-and-trace capabilities to consumers
 - Anti-counterfeiting to provide assurance to customers
- BFC has a strong Board and a highly experienced management team to implement the company's vision
- The right decisions are being taken to create long-term enduring value for shareholders
- The company is expecting improved trading results for H2 via improved milk supply and new sales agreements in Australia, China and the ASEAN region

Appendices

New Product Development/Growth



Dairy Division: FY17 Milestones to Date

- **BFC Japanese branded “Kyubu” cheese range**
 - First product release started in Q1 FY17 into 125 stores across Thailand and Singapore
 - First product release scheduled for launch into China and Australian markets in Q4 FY17
- **BFC Edwards Crossing branded cheese**
 - First product release started in Q1 FY17 into 39 retail stores across Australia
 - First product release scheduled for Singapore and China markets in Q3 FY17
- **BFC Mable's Cream Cheese range**
 - Product growth across 225 retail stores in Malaysia and Singapore
 - Product growth anticipated across China, Australia, South Korea markets in Q4 FY17
- **Contract manufacture of LeRice**
 - Production started of first two SKU's for national retailers across Australia in Q1 FY17
 - Contract milk production for Nippy's and Moo Premium Milk in Q1 FY17
- **Assets & Growth Projects:**
 - Acquired the assets and brands of APC taking BFC ownership to 100% of Mable's branded cream cheese product range in Q1 FY17
 - Relocation and consolidation of Mable's production plant from Victoria to BFC existing Murray Bridge facility completed in Q2 FY17
 - Mozzarella project team fast-tracking capital project for first production in Q2 FY18
 - Hard Cheese project team scheduled for first production and product release in Q4 FY17
- **Asset value growth of ~800% in Beston Pure Foods facilities from \$4.5m to \$40m***



* Based on independent valuations as at 30 Jun 16 and excludes business valuation of Beston Pure Foods and brand equity and goodwill

Edwards Crossing on Australian Retail stores



Beston Pure Foods Food Service 12 SKU's launched



Kyubu promotion instore in one of 125 Stores in ASEAN



APC production in Murray Bridge and product on shelf in China



Le Rice production in Murray Bridge and Packaging



Beston Pure Foods Wholesale Catalogue – China, ASEAN and Australia



Edwards Crossing Sales Collateral– China, ASEAN and Australia

The
EDWARDS CROSSING
Difference
爱德华兹渡口的与众不同

在 EDWARDS CROSSING, 我们始终将把产品质量放在第一位
这就是为什么我们每年生产10万公升的牛奶, 所以相处于市场上其他品牌, 我们的奶质更地更加细腻。

在 EDWARDS CROSSING, 我们将奶酪制作工艺科学和艺术
我们技术水平和质量都得到过肯定, 以确保奶酪能长时间保持新鲜与美味。

在 EDWARDS CROSSING, 我们知道奶酪不能催熟, 当它成熟的时候自然就会成熟
我们从不使用工业催熟剂, 所以我们的奶酪不仅美味, 而且营养价值更高。

在 EDWARDS CROSSING, 我们
悠久的历史, 我们一直秉承着
此传统, 直到牛奶达到最佳状态
我们才会, 为您提供最优质的奶酪。

在 EDWARDS CROSSING, 我们
的牛奶企业
我们牛奶在澳大利亚产量最高, 2
的牛奶产量。

EDWARDS CROSSING
MADE FROM SOUTH AUSTRALIA'S
FINEST DAIRY MILK

GOUDA COLBY CHEDDAR ROMANO PEPATO

Along the banks of the mighty Murray River in the Murray Bridge region, you'll find some of the most dairy fields in Australia. Edwards Crossing Cheese Company pays tribute to the pioneers of pasteurization by using only the best natural ingredients and remaining true to traditional cheesemaking methods.

Kyubu Sales Collateral– China, ASEAN and Australia

Chunky Chocolate Banana Muffin
Ingredients: Flour, Sugar, Eggs, Butter, Chocolate Chips, Bananas, etc.

Chocolate & Orange Pudding
Ingredients: Milk, Sugar, Cocoa Powder, Orange Juice, etc.

Kyubu
Made with a premium quality of natural Australian cheese, good source of protein and calcium, Kyubu is a healthy and delicious snack for everyone.

Kyubu
Made with Real Cheese

- **Yarra Valley Ready to Eat Meals:**
 - First production of Yarra Valley Lamb Shank SKU product under the ALDI brand (started in late Q2 FY17)
 - Yarra Valley full range of 9 SKU's launched into Spinney's and Waitrose in the Middle East (in Q1 FY17)
 - Yarra Valley range listed in Lu Lu's retail chains in Saudi Arabia in Q1 (with sales anticipated in Q3 onwards)
 - Product Development of smaller format product range for retail and online markets in China, Hong Kong and Singapore completed
 - First test production with Beijing Foreign Trade for China market (in Q2 FY17)
- **Beston Farms branded Australian Premium Beef for China market:**
 - Launched Australian Beef Steak and Cube products into online and retail stores (in Q2 FY17)
 - New product development of beef cube roll product completed with product launch planned (for Q3 FY17)
- **Increase in meat production capacity: 2500T to 9000T pa**
 - Relocation and consolidation of Campbell's production to Shepparton Victoria facility to be closer to customer and reduce transport costs
 - This provides a 20% increase in production capacity for Yarra Valley Meals in Colac facility and a 100% increase in Shepparton facility.

China: Scorpio Meats and Beijing Foreign Trade first production of Yarra Valley



Beston Farms Steak Launched on-line



Yarra Valley on shelf in Waitrose Middle East



Beston Farms - Cube Roll Launched in China



- Launch of Ferguson Branded Seafood Retail Range
 - First launch into South Australian retail stores during the Q2 period of Mullet, Shark, Whiting, Flathead and Garfish retail packs
- Developing market entry in China for Kingfish
 - Ongoing market development in key expos and high end restaurant chains
 - Kingfish and Tuna Retail packs launched into China Market
- Exploring new markets for Australian frozen seafood
 - Developing a range of products for online testing with a number of new Chinese retail and online customers.
 - Opened first Beston Pure Foods retail section inside Jenny Mart Eatery store Beijing in late Q2 FY17.
- Australian Seafood Branding Programs
 - Building brands under the BFC umbrella in expos such as: SIAL China 2016, Qing Dao Seafood Festival 2016
- Virtual Reality through Beston Technologies in taking the live experience of Australia to the consumers
- Asset growth of 21% in Lobster license value from \$4.95m in H1FY16 to \$5.98m in H1FY17

Ferguson Retail Packs Launched in Australia



Beston Branded Seafood Section Launch in Jenny Mart Beijing



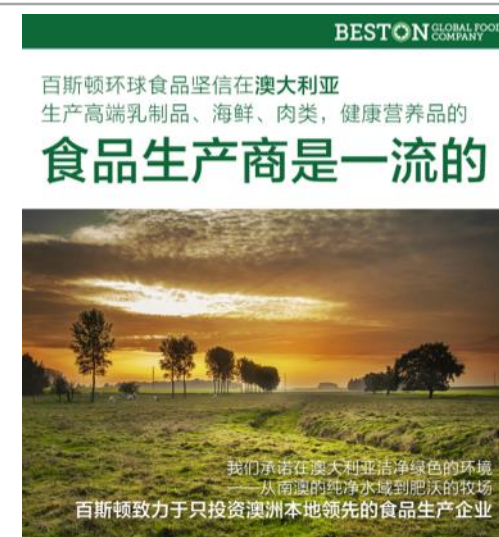
BFC Sashimi Seafood in Beijing Restaurant Chain



Qing Dao Seafood Expo



Seafood- Online Sales Collateral



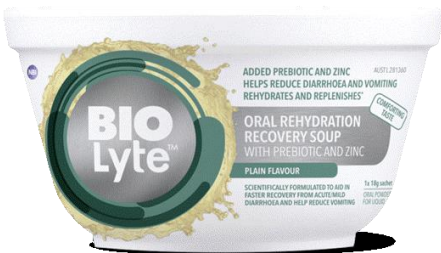
- Neptune Bio Innovations was established after identifying a need to address the nation's growing needs for reduction in heart disease, hyper tension, diabetes, dehydration and a range of other rapidly growing health issues in the community.
- Product Development for Pharmacy range of retail products completed in Q2 FY17
- Product launch planned to commence over the Q3 and Q4 period into pharmacies nationally across Australia:
 - **Biolyte Oral Rehydration Solution and Soup** - This recovery formula rehydrates, reduces vomiting and diarrhoea and boosts immunity. The formula also contains a prebiotic that helps stimulate the healthy bacteria, which restores healthy gut function.
 - **Heart Salt** - Heart SALT has 56% less sodium than regular salt, contains no MSG and has the great salt taste, which is a heart-friendly alternative.
 - **La Mayo** - La MAYO is a dairy-free, egg-free, gluten-free mayonnaise. Just add water to get a tasty, fat-free, creamy mayonnaise ready to go.
 - **Sweet & Gentle Protein Sweetener** - Sweet & Gentle contains no sugar alcohols (the food additive that can have a laxative effect and cause bloating, gas and diarrhoea).
 - **Type 2 Protein Sweetener** - Made with Natural Plant Protein, TYPE 2 Protein Sweetener is low in calories and made up of 80% dietary fibre (which means it does not raise blood glucose levels).

Biolyte Oral Rehydration Solution



First with prebiotic and zinc for rapid recovery

Biolyte Oral Rehydration Soup



Heart Salt



56% reduced sodium

La Mayo

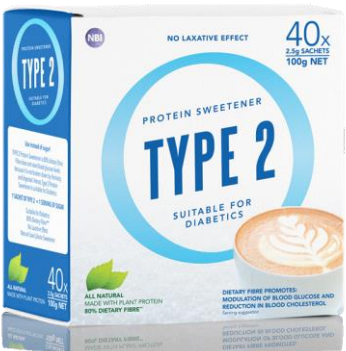


Longest shelf life for HOREC market

Sweet & Gentle Protein Sweetener



Type 2 Protein Sweetener



For people with diabetes with fibre

ei8h+ Water Sales
Collateral- China, ASEAN
and Australia



ei8h+ 天然火山岩碱性水的 pH 值高达 8.2-8.4

百斯顿环球食品公司
取水于南澳著名火山区——蓝湖的原始水域
萃取大自然精华，献上澳洲纯净的

天然火山岩碱性水

这段奇妙的旅程不仅始于瓶中，还始于澳大利亚南部大陆地下火山岩含水层

这里的火山岩泉水
流淌万年
途经千里
连接着澳大利亚各个地标

规格	容量	数量
300ml	15	9
500ml	12	9
1L	6	9

www.ei8hwater.com.au

BESTON GLOBAL FOOD COMPANY

OZIRIS

ei8h+ Water- Online
Sales Collateral



ei8h+ 天然火山岩碱性水的 pH 值高达 8.2-8.4

百斯顿环球食品公司
取水于南澳著名火山区——蓝湖的原始水域
萃取大自然精华，献上澳洲纯净的

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www.ei8hwater.com.au

BESTON GLOBAL FOOD COMPANY

OZIRIS



ei8h+ 天然火山岩碱性水的 pH 值高达 8.2-8.4

百斯顿环球食品公司
取水于南澳著名火山区——蓝湖的原始水域
萃取大自然精华，献上澳洲纯净的

天然火山岩碱性水

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www.ei8hwater.com.au

BESTON GLOBAL FOOD COMPANY

OZIRIS

ei8h+ 天然火山岩碱性水的 pH 值
高达 8.2-8.4



区别于市场上人工加工的普通碱性饮用水

ei8h+
是天然 pH 碱性饮用水市场的
全球领军品牌之一

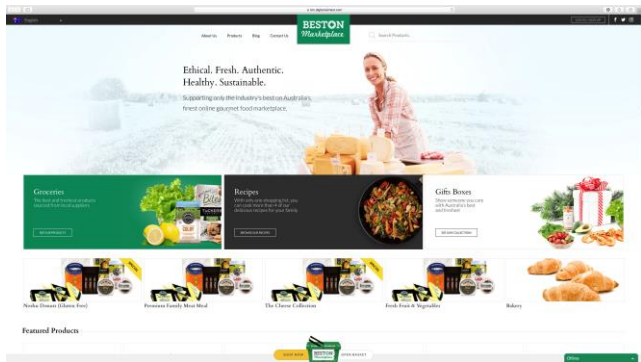
Rollout of world first integrated anti-counterfeit, food traceability and e-commerce technology platform

- **OZIRIS Food Traceability**
 - Launched in Australia in Q1 FY17 on all Beston Marketplace products with over 6250 consumer scans.
- **Beston Marketplace Australia**
 - Launched in Australia in Q1 FY17 with over 538 Australian products online from 43 producers.
- **Beston Marketplace China**
 - Platform development of 8ston.com with trial testing starting in Q4 FY17.
- **Brandlok Anti-Counterfeit**
 - ADAM anticounterfeit hand held reader hardware V1.2 developed for global distributors as part of delivering “supply chain authenticity”.
- **Virtual Reality**
 - Release of first application of Virtual Reality for Australian experience and VR shopping environment showcased at BFC AGM 2016.

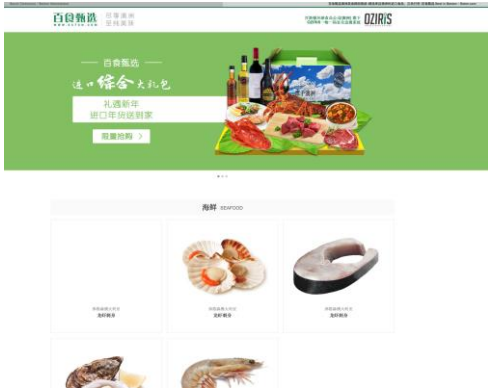
Integrated platform launched nationally to Australian consumers



BFC owned Australian e-commerce platform



BFC owned Chinese e-commerce platform



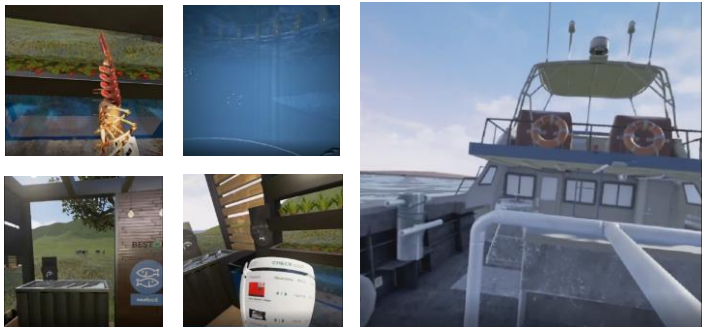
Back Office



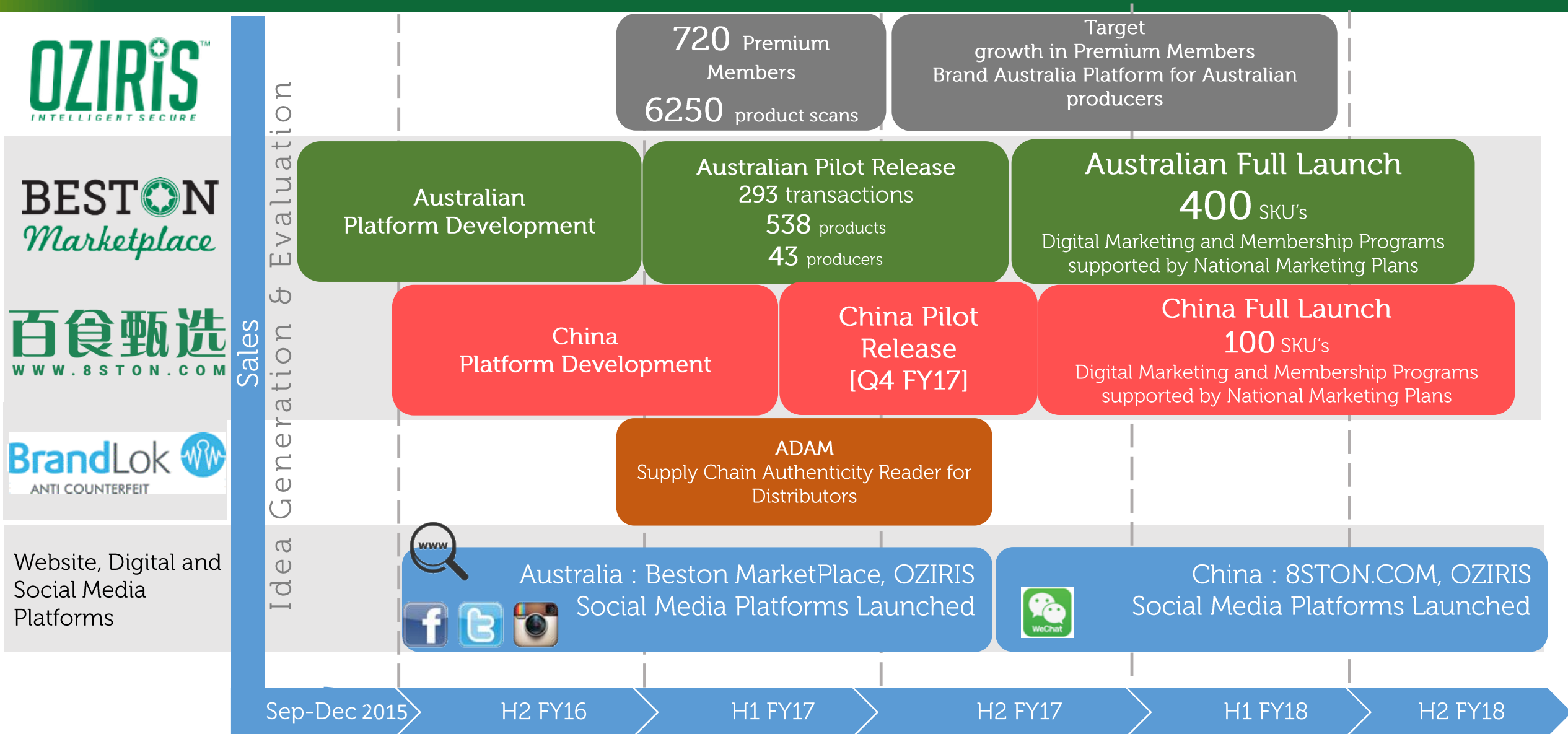
ADAM anticounterfeit hand held reader hardware V1.2



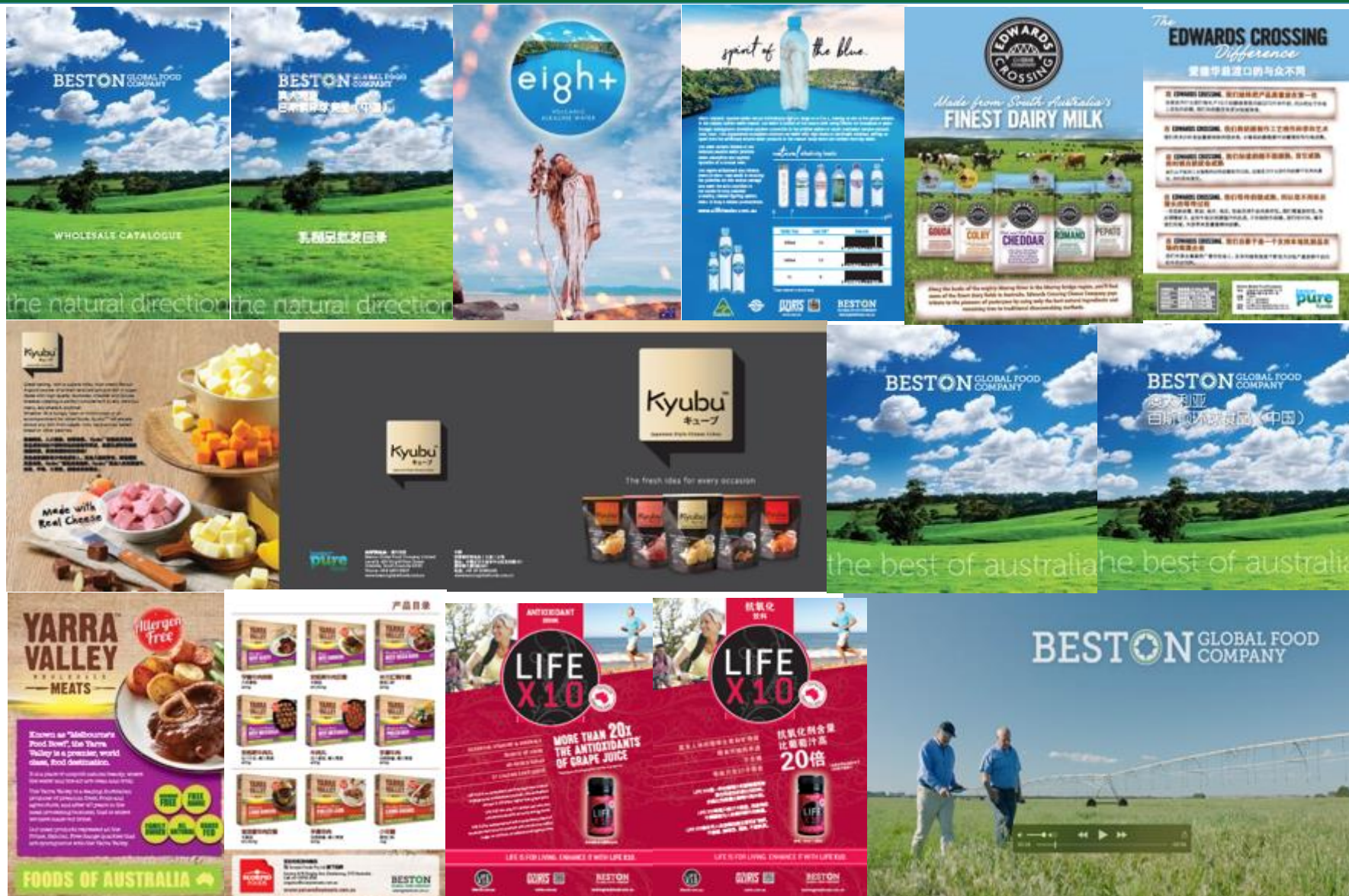
Virtual Reality for Australian experience and VR shopping environment



Beston Technologies: Commercialisation



Sales Collateral Dual Language: English & Chinese



Strategies are being implemented to grow BFC branded product presence across Australian retailers

Q3 to Q4 FY17

- Reviewing existing customer relationships/arrangements and opportunities to expand current and new product distribution via third party distribution & merchandising partners
- Exploration of BFC retail ranging growth opportunities underway with a number of major Australian Retail Chains

FY18 – FY20

- In conjunction with above, growth in longer term sustainable strategic business relationships and product ranging with key Australian retailers & distributors, based on priority and size of opportunity

- **Bulk Ingredients – Building on existing customers for large format product range:**
 - Structured Australian sales and marketing teams to continue building on existing customers.
 - Increase direct Ingredient sales volumes to reduce future dependency on toll manufacturing.
 - Primary product sales in cheddar, gouda, sweet whey powder (including low sodium versions)
 - Expanding sales with a range of existing customers in Australia, ASEAN and Europe.
- **Food Service – New Product Range**
 - Development of a new branded product range completed in Q2 FY17
 - Range of new customers signed in late Q2 FY17
 - Currently launching the full range of own branded food service products nationally in second half of the financial year.



BESTON MINDCHAMPS KIDS NUTRITION PTE LTD



BFC recognises the importance of healthy eating to the growth and development of young children and is committed to supporting healthy food and drink choices at this critical stage of life.

The 'Beston-MindChamps Kids Nutrition' program is specifically designed for the Healthy Eating education and the provision of healthy food and drink choices for children in care at MindChamps facilities. Joint Venture signed between MindChamps and BGFC recognising this in August 2016. BFC have developed a range of food specific to children's nutritional requirements accessing over 2,500 kids daily in over 33 childcare centres in Singapore.

Mindchamps JV in conjunction with SA tourism has developed an educational trip to South Australia to show children and their parents where their food comes from and the purity of the source of the food. The childcare curriculum has been developed with this in mind.

- Pilot visit in April with 20-30 families (approx. 50 people)

BFC Brand Awareness

- This educational trip combines food with leisure:
 - ✓ Kids are able to link the food that they consume at the MindChamps centres straight to the source through visits to Beston Farms and the Murray Bridge Cheese Manufacturing Plant.
 - ✓ Parents are able to identify that BFC products are made from the freshest, healthiest ingredients sourced from Australia.
- This significantly improves brand awareness, reputation and credibility of BFC to Singaporean parents and kids alike.



The impact on Food Tourism

- Australia is ranked #6 for good food and wine among those who have not visited. This ranking jumps to #3 for those who have visited.
- Food and wine now accounts for one in five dollars spent by international tourists in Australia.
- Interest is being shown in similar visits by consumers in China.

Significant growth in milk production from farms with over 3,000 head of cattle and focus on margin maximisation.

- Increase in milk prices (>20%) seen across industry resulting from increase in demand for dairy related products
- Management changed via mix of New Zealand and Australian farm management thereby driving greater performance culture
- Feed management strategy implemented optimising feed costs for greater production
- Ongoing herd review to maximise production per herd for future growth in butter fat and protein (crucial for cheese production)



- Dairy related product sales have grown by 260% over the comparable half.
- 63T of new Cream Cheese products produced, in addition to LeRice and Nippy's contract packing.
- Range of forms of cheddar products developed to cater for Food Service and Retail markets
- New reduced fat reduced salt cheddar developed specifically for MindChamp's children nutritional needs
- Toll processing for a number of Australian companies including Nippy's, Moo, Warrnambool Cheese and Butter, Lion Nathan
- Focus on margin maximisation through value-add products, production line maximisation and targeted cost reduction and optimisation

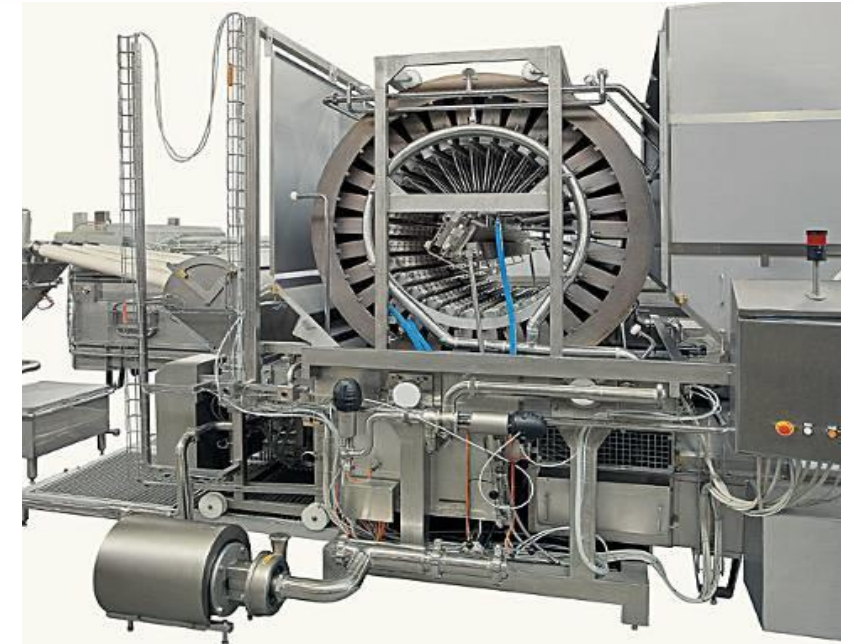
- Strong Cream Cheese demand across Asia and Australia led to the acquisition of Australian Provincial Cheese and its relocation to Murray Bridge
- One of the most popular products sold across China, ASEAN & Australia
- Demand continuing to increase with production at 5-7T per week
- Additional demand identified potentially increasing demand by an incremental of 15T per week from Q4 FY17



- Demand for Hard Cheese Parmesan and Gruyere driving investment in hard cheese processing.
- Production expected to commence from Q4 FY17
- Early commercialisation with sales of Gruyere to High End Australian Retail customers expected as Parmesan requires 12 month maturation
- Shredding capability being installed with hard cheese line allowing value add margin for existing Cheddar range products



- Mozzarella is one of the highest dairy growth products in the ASEAN region and China.
- Demand for high quality Mozzarella has driven investment in our own Mozzarella facility
- Leading technology sourced from Italy with higher yield and greater efficiencies
- Producing ~5,000T in the first year, increasing to 14,500T pa
- Production expected to commence in Q4 FY17



- Strong growth and demand in premium water market led to acquisition of 51% of AquaEssence
- Designed, developed and launched new brand of premium "ei8ht"
- "ei8ht" brand launched across Australia, China and Singapore
- Global marketing campaign launched in each country
- Capital expansion (to be finalised Q4 FY17) to increase capacity by 3 times





Dr Roger Sexton
Chairman
*Former Chairman of
IOOF Ltd*



Stephen Gerlach
Non-Executive
Director
*Former Chairman of
Santos Ltd and Elders Ltd*



Petrina Coventry
Independent Non-
Executive Director
*Former Global Senior
Exec with Coca Cola and
Proctor & Gamble*



Jim Kouts
Independent Non-
Executive Director
*Senior Exec of Engie Ltd
and Strategic Advisor,
Adelaide Airport*



**Catherine
Cooper**
Independent Non-
Executive Director
*Former Chair of Fisheries
Council of SA*



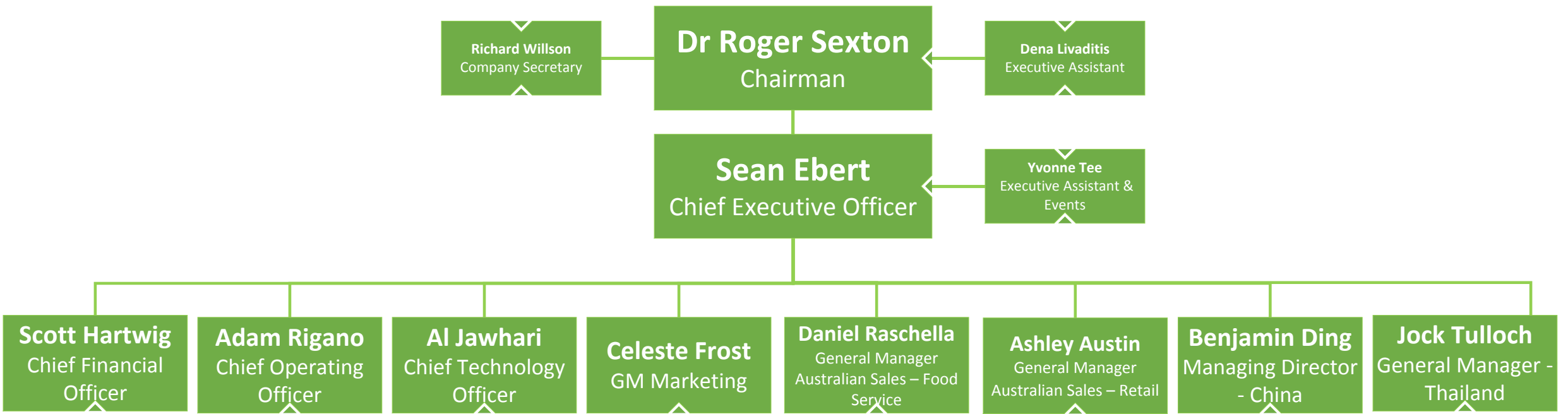
Ian McPhee
Independent Non-
Executive Director
*Former Auditor-General
of Australia*



Sean Ebert
Chief Executive
*Former Director, M&A Worley Parsons
and Regional Director, Logicomms Ltd*



Richard Willson
Company Secretary
*Former CFO and Company Secretary of
Aurelia Metals Ltd*





BESTON GLOBAL FOOD
COMPANY

THANK YOU

the natural direction