



abundantproduce

**PLANT BREEDING – PAC PARTNERS AGRIBUSINESS
& FOOD CONFERENCE – SYDNEY NSW**

INVESTOR PRESENTATION

APRIL 2017

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Abundant Produce Limited (ASX: ABT)

Australia's only listed developer of plant intellectual property (IP).

Created to collaborate with research institutions to transform their accumulated IP, expertise, and scientific infrastructure into royalty streams.

Breeding new vegetable species for food growers across the globe, earning royalties on seed sales.

Developing cosmetic and nutraceutical products based on active botanical ingredients extracted from purpose bred plant varieties.

**New varieties
of cucumbers,
tomatoes, eggplant
capsicum & zucchini
being developed for
better yield, disease
resistance,
temperature
tolerance, taste,
texture, colour
and shape**

**Personal
care products
infused with
plant active
extracts**



Investor Highlights

Australia's only listed agricultural IP company offers exposure to the sector without the weather risks of farming.

Collaborations with public research institutions leverages their wealth of scientific expertise and research infrastructure.

Products target the massive worldwide growth markets of food and cosmetics.

Scalable business model based on contracted production and multiyear royalty streams.

Substantial competitive advantages & barriers to entry for potential competitors.

Management track record, utilising government R&D incentives and delivering results with low operating overheads.



Core Competitive Advantages and barriers to entry

Scientific leadership Close ties and established contractual frameworks with University of Sydney and UNSW Sydney allow ABT to leverage scientific research expertise and resources built up over many decades - including plant physiology labs recently developed at a cost of \$25 million - and retain ownership of jointly developed IP.

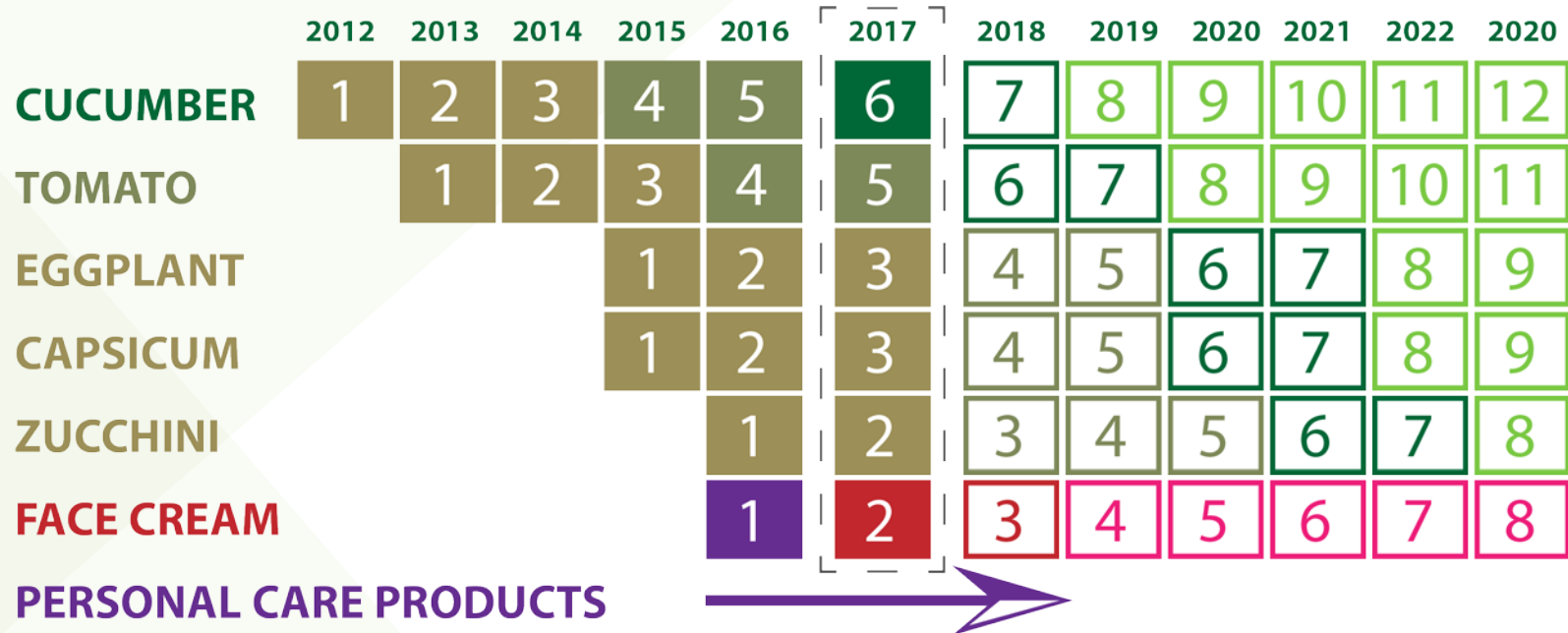
Internationally renowned partners Six years breeding new varieties of food crops in partnership with University of Sydney's internationally renowned Plant Breeding Institute.

Market leading results A portfolio of vegetable plants bred to reduce growers' input costs and maximise yield - even in harsh, low technology growing environments - and produce high grade fruits, with desirable taste, shape and colour characteristics.

Powerful IP protection The sale of hybrid seeds, the offspring of which are not genetically consistent, provides built-in IP protection without the need to acquire and enforce patents.



Product Timeline



**VEGETABLE SEED
BREEDING**

**YEARS 1-3
YEARS 4-5
YEARS 6-7**

**RESEARCH AND DEVELOPMENT
INTERNAL AND EXTERNAL TRIALS
COMMERCIALISATION PHASE**

**PERSONAL CARE
PRODUCTS**

**YEAR 1
YEARS 2-3
YEARS 3+**

**RESEARCH AND DEVELOPMENT
COMMERCIALISATION PHASE
BUILD AND MAXIMISE SALES**

Abundant Plant Seeds

The **global market** for fruit and vegetable seeds, worth US\$8.8 billion in 2016, is projected to exceed \$14.0 billion by 2022.

Consolidation is a major feature in an industry dominated by large conglomerates such as Monsanto, Bayer, DuPont, Syngenta and Limagrain, and a **tendency to buy innovation**.

ABT seeds tolerate the sub-optimal growing conditions of over **75% of global production** – whereas most commercial seeds suffer in less favourable conditions.

- 🌱 ABT is in **contract negotiations** with one of the majors re distribution of cucumber seeds.
- 🌱 **Royalties** for hybrid seeds distributed by the majors expected to commence 2017/18.
- 🌱 Cost competitiveness and **scalability** is achieved by contracted growing.



Abundant Plant Seed Pipeline



Cucumbers are in the commercialisation phase. Distributor trials concluded that ABT cucumbers are commercially ready and genetically stable, achieving equal or greater yield compared to the incumbents while producing more uniform fruits featuring the shiny, slightly ribbed texture demanded by growers.



Cherry tomatoes, offering novel features in terms of taste, appearance and nutritional content -- while maintaining vital yield and disease resistance traits -- **are currently in distributor trials** and are expected to enter the commercialisation phase in 2018.



Internal ABT trials of novel **capsicum and eggplant** varieties are expected to commence in 2018, followed by **zucchini**s the following year.



Abundant Natural Health

Abundant Natural Health (ANH) leverages ABT's strengths in plant science into a range of cosmetic and nutraceutical products.

Vegetable varieties are selected for high concentrations of active botanical ingredients, such as lycopene.

- Active botanicals identified in ABT plant varieties.
- Varieties purpose-bred for high concentrations of active botanicals.
- UNSW contracted for Supercritical Fluid Extraction (SFE) of botanicals from fruit without damaging or polluting active ingredients.
- First product launched and several more in development.
- Baxter Laboratories contracted for product manufacture*
- Chinese consumers are the initial target market.

Baxter Laboratories is an Australian TGA and GMP licensed manufacturing facility of skin care, sunscreens and over the counter medicines. Ref baxterlaboratories.com.



Tomato Infusion Lycopene Active Daily Face cream

ANH's first product contains lycopene extracted using SFE from purpose bred ABT tomatoes.

The molecular structure of lycopene is documented in the scientific literature for its ability to improve the firmness and texture of human skin, particularly on the face.

Initial production run of 30,000 units manufactured under contract by Baxter Laboratories.



The Management Team



Graham Brown

Chairman & Research Manager

Graham Brown has more than 20 years' experience in plant product development for domestic and international markets. As a wheat breeder with the University of Sydney, he has experience in developing high-quality, disease-resistant varieties of wheat.



Tony Crimmins

Chief Executive Officer

Tony Crimmins has helped to develop a number of start-up businesses currently listed on ASX, including BluGlass Ltd (ASX: BLG) and JatEnergy Ltd (ASX: JAT). Tony spent six years working as an environmental engineer and business development manager in Asia and is fluent in Mandarin.



Stuart Richardson

Non-Executive Director

Stuart Richardson has more than 30 years' experience in capital markets, both domestically and internationally, in the fields of investment banking and stockbroking. He is a founding director of Blackwood Capital Pty Ltd, an Australian-based investment bank operating in capital markets, advisory services in equities and private equity funds.



Adam Hajek

Chief Operating Officer

Adam Hajek is an executive in the commercial property essential maintenance industry. He has more than 20 years' experience as an electronics engineer and financial controller, and is Managing Director of Austratronics Pty Ltd, an essential services installation and maintenance business.



Dr Nabil Ahmad

Chief Research Scientist

Dr Nabil Ahmad is an internationally-experienced agricultural research coordinator. His doctoral studies at the University of Sydney involved the rapid development of improved drought-tolerant hybrid varieties of Australian native grasses and grass-like plants. Nabil developed the first breeding program for F1 hybrid cucumbers in Australia.



Financial Highlights

Low overheads maintained as Abundant utilises University of Sydney's \$50 million Plant Breeding Institute, and accesses the Australian Government's R&D Tax Incentive scheme providing up to 42% matching funding for R&D expenditure.

Scalable business model based on contracted production and multiyear royalty streams. Once developed, new varieties of vegetable seed can generate substantial revenues for 5-7 years at minimal operating cost.

Abundant Natural Health personal care product exports have commenced and more products are in development.

First revenues 2H, 2017



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