

Terragen

ASX Announcement

For immediate release

3 August 2020

Investor Presentation – June 2020 Quarterly Activities Report

Terragen Holdings Limited (“Terragen”) (ASX:TGH) refers to the attached Investor Presentation that provides an overview of Terragen’s June 2020 Quarterly Activities Report.

About Terragen Holdings Limited

Terragen develops and markets biological products for agricultural applications. Each product uses a unique combination of naturally-occurring live microbe strains selected to address soil health or help boost the productivity, welfare and resilience of farm production animals. Terragen’s aim is to increase farm productivity through the use of these products, whilst providing improved environmental sustainability that will be attractive to consumers.

Terragen has two products on the market in Australia and New Zealand: a microbial feed supplement *Mylo*® for animals; and a soil conditioner *Great Land*®.

For further information, please contact:

Terragen Holdings Limited	Authorisation & Additional information:
Travis Dillon Chairman media@terrigen.com.au	This announcement was authorised by the Managing Director and CEO, Jim Cooper.
Jim Cooper Managing Director and CEO + 61 417 321 145 jimc@terrigen.com.au	

Terragen Holdings Limited
Unit 6, 41 Access Crescent, Coolumb Beach, QLD, 4573, Australia
+61 1300 837 724 | <http://www.terrigen.com.au/> | ABN 36 073 892 636



Terragen Holdings Limited
ASX:TGH

Investor Presentation – June 2020
Quarterly Activities Report

Disclaimer

The following disclaimer applies to this investor presentation (Presentation) and you are therefore advised to read this disclaimer carefully before reading or making any other use of this Presentation or any information contained in this Presentation. By accepting this Presentation, you represent and warrant that you are entitled to receive this Presentation in accordance with the restrictions, and agree to be bound by the limitations, contained within it. This Presentation has been prepared by Terragen Holdings Limited (Terragen) in relation to investor presentations in Australia.

Summary information - this Presentation contains summary information about Terragen and its activities which is current only as at the date of this Presentation. The information in this Presentation is of a general nature and does not purport to be complete nor does it contain all the information which a prospective investor may require in evaluating a possible investment in Terragen or that would be required in a prospectus or other disclosure document prepared in accordance with the requirements of the Corporations Act 2001 (Cth) (Corporations Act). Certain market and industry data used in connection with this Presentation may have been obtained from research, surveys or studies conducted by third parties, including industry or general publications. Neither Terragen nor its representatives have independently verified any such market or industry data provided by third parties or industry or general publications and no representation or warranty, express or implied, is made as to its fairness, accuracy, correctness, completeness or adequacy.

Not an offer - this Presentation is not a prospectus or other disclosure document under the Corporations Act and will not be lodged with the Australian Securities and Investments Commission. This Presentation is for information purposes only and is not an invitation or offer of securities for subscription, purchase or sale in any jurisdiction. The distribution of this Presentation (including an electronic copy) outside Australia may be restricted by law. If you come into possession of this Presentation, you should observe such restrictions and should seek your own advice on such restrictions. Any non-compliance with these restrictions may contravene applicable securities laws.

Not investment advice - the information contained in this Presentation is not investment or financial product advice or any recommendation to acquire shares. This Presentation does not and will not form any part of any contract for the acquisition of shares. Each recipient of this Presentation should make its own enquiries and investigations regarding all information in this Presentation. This Presentation been prepared without taking into account your investment objectives, financial situation or particular needs. Before making an investment decision, you should consider whether it is a suitable investment for you in light of your own investment objectives, financial situation and particular needs and having regard to the merits or risks involved.

Future performance - this Presentation contains forward looking statements and comments about future events, including Terragen's expectations about the performance of its business. Forward looking statements can generally be identified by the use of forward looking words such as, "expect", "anticipate", "likely", "intend", "should", "could", "may", "predict", "plan", "propose", "will", "believe", "forecast", "estimate", "target" and other similar expressions. Indications of, and guidance or outlook on, future earnings or financial position or performance are also forward looking statements. You are cautioned not to place undue reliance on any forward looking statement. While due care and attention has been used in the preparation of forward looking statements, forward looking statements, opinions and estimates provided in this Presentation are based on assumptions and contingencies which are subject to change without notice, as are statements about market and industry trends which are based on interpretations of current market conditions. Forward looking statements including projections, expectations, guidance on future earnings and estimates concerning the timing and success of strategies, plans or intentions are provided as a general guide only and should not be relied upon as an indication or guarantee of future performance and may involve known and unknown risks, uncertainties and other factors, many of which are outside the control of Terragen. A number of important factors could cause Terragen's actual results to differ materially from the plans, objectives, expectations, estimates and intentions expressed in such forward looking statements. Actual results, performance or achievements may vary materially from any forward looking statements and the assumptions on which statements are based. Terragen disclaims any intent or obligation to update publicly any forward looking statements, whether as a result of new information, future events or results or otherwise. The forward looking statements are based on information available to Terragen as at the date of this Presentation. Except as required by law or regulation, Terragen undertakes no obligation to provide any additional or updated information whether as a result of new information, future events or results or otherwise.

Presenters



Travis Dillon
Board Chair



Jim Cooper
**Managing Director &
Chief Executive Officer**
0417 321 145
jimc@terrigen.com.au

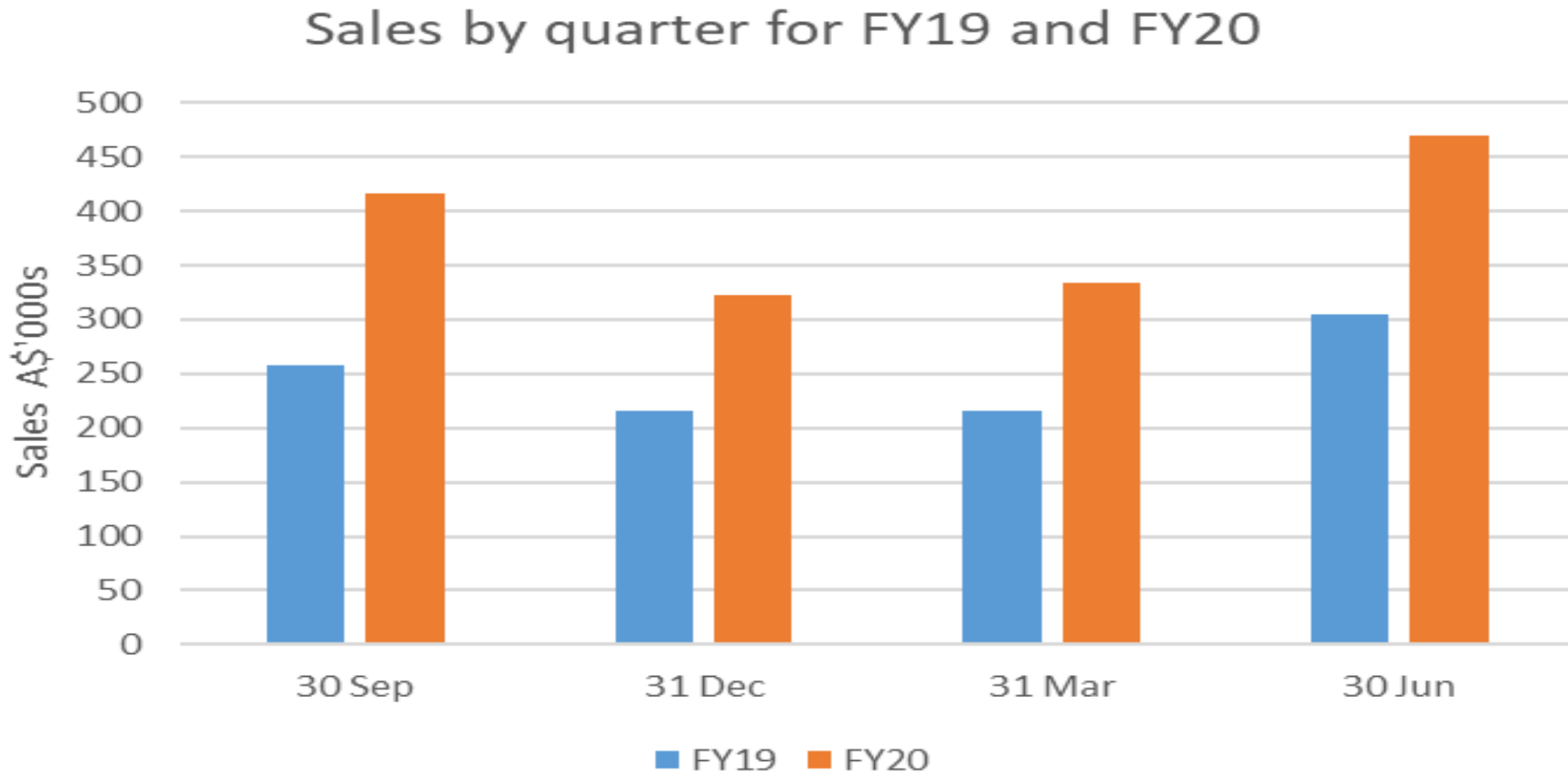


Stephen Kelly
Chief Financial Officer
0415 719 695
stephenk@terrigen.com.au

About Terragen

- An agricultural company manufacturing and selling biological products to farmers
- *Mylo*® - a feed supplement for animals, such as dairy cows, and *Great Land*®, a soil conditioner
- ASX listing in late 2019, Terragen is proudly Australian
- Started scientific research around 2010
- Terragen employs in-house scientists and contracts research from the University of Queensland, the University of the Sunshine Coast and RMIT University
- Identified microbes with a beneficial effect on the soil, assisting plant growth, and for farm animals, as a feed supplement
- Production facility in Coolumb, Queensland, where the scientific and production employees are located

Sales Results



Cash on hand at 30 June 2020 \$16.377m

Use of funds table below (from Appendix 4C)

Use of Funds	Expenditure incurred since Listing \$000s (Note 1)	Use of Funds per Prospectus \$000s (Note 2)	Actual expenditure as a % of Proposed Use of Funds
Commercialisation - Australia and New Zealand	997	4,300	23.2
Market Development and Support - Animal Nutrition	203	4,100	4.9
Market Development and Support - Animal Health	138	3,900	3.5
Market entry and commercialisation - USA	6	1,100	0.6
Market entry and commercialisation - Europe	-	900	0.0
Formulations and technology development support	351	1,900	18.5
Administration costs and working capital	661	2,500	26.4
Payment of costs of the offer	1,468	1,500	97.9
	3,823	20,200	18.9

Terragen Products

**MYLO®**

MICROBIAL LIVESTOCK FEED SUPPLEMENT

University controlled study findings:

- ✓ Higher weaning live weights
- ✓ More consistent daily weight gains
- ✓ Earlier growth and development of gastro-intestinal organs
- ✓ Higher milk production




Commercial benefits:

- ✓ Earlier weaning or turnout
- ✓ Lower herd management costs
- ✓ Increased gross margins
- ✓ Easy to feed liquid
- ✓ No withholding period

Terragen

20 LITRES


**MYLO®**

MICROBIAL LIVESTOCK FEED SUPPLEMENT

✓ Advanced Biotechnology

✓ Quality Assured

✓ Australian Made



INGREDIENTS

Live microorganisms
[*Lactobacillus* spp. minimum 3 x 10¹² cfu per mL] in molasses, folic acid and water.

FUNCTION

Mylo® is an Excluded Nutritional and Digestive (END) product designed to promote digestive health in livestock. The product has been shown to increase live weight at weaning and improve the performance of adult livestock.

Mylo® is free of antibiotics.

APPLICATION

Deliver orally as a feed supplement diluted in milk or water, or mixed with feed rations.

Shake or agitate prior to use.

Recommended feeding during growth and productive periods: 10 mL per animal per day.

Use of this product is an acknowledgement that you have read and understood the terms (available at terragen.com.au) and that you agree to be bound by them to the extent allowable by the applicable laws. If you do not agree with these terms please contact your supplier regarding the return policy.

STORAGE & HANDLING

Mylo® contains live microorganisms which require specific storage conditions to ensure viability and performance.

- Store at ambient temperature away from direct sunlight.
- Minimise temperature fluctuations. Do not freeze.
- Store in a well ventilated place.
- When opening container for decanting, take care to minimise contamination then replace vented cap securely.
- Shake or agitate prior to use.
- The Use By date is valid only for unopened containers stored under the conditions listed above.

Mylo®, a livestock feed supplement, is certified as an input for use in organic production by NASAA and ACO.

FIRST AID

Inhalation: Remove from exposure. Transfer into well ventilated area.



Skin contact: Remove contaminated clothing, jewellery, and shoes. Wash with soap or mild detergent and water until washed off.


Eye Contact: Wash eyes with large amounts of water or saline.


Ingestion: Drink plenty of water. If symptoms occur, seek medical attention.

NON-DANGEROUS BIOLOGICAL PRODUCT ACCORDING TO AUSTRALIAN GHS CRITERIA.

Poisons Information Centre: 131126





**GREAT LAND®**

LIQUID BIOLOGICAL SOIL CONDITIONER

Terragen Biotech Pty Ltd
Unit 6, 39-41 Access Crescent
Coolool Beach QLD 4573
Ph: 1300 837 724 (Terragen)
ABN: 22 140 928 972
www.terragen.com.au




COMPOSITION
Ingredients: Live microorganisms.

FUNCTION
Great Land is a microbial soil conditioner which enhances soil characteristics that enable better availability and utilization of nutrients. These enhancements improve plant productivity and plant defences against environmental pressure.

APPLICATION
For application rates please consult with your Great Land representative. Great Land requires agitation then dilution with water (typically up to 1 in 10) prior to prompt application. Before mixing with other products please refer to the Compatibility Register at www.terragen.com.au.

Use of this product is an acknowledgement that you have read and understood the terms (available at terragen.com.au) and that you agree to be bound by them to the extent allowable by the applicable laws. If you do not agree with these terms please contact your supplier regarding the return policy.

- ✓ Advanced Biotechnology
- ✓ Quality Assured
- ✓ Australian Owned & Made



STORAGE & HANDLING

Great Land contains live microorganisms. These microorganisms require specific storage conditions to ensure viability and performance.



- Store at ambient temperature away from direct sunlight.
- Minimise temperature fluctuations. Avoid freeze/thaw cycles.
- Store in a well ventilated place.
- Ideally, use the entire contents of container once opened. Otherwise, minimise contamination during handling and replace vented cap securely.
- The Best Before date is valid only for unopened containers stored under the conditions listed above.


FIRST AID


Inhalation: Remove from exposure. Transfer into well ventilated area. **Skin contact:** Remove contaminated clothing, jewellery, and shoes. Wash with soap or mild detergent and water until washed off. **Eye Contact:** Wash eyes with large amounts of water or saline. **Ingestion:** Drink plenty of water. If symptoms occur, seek medical attention.

NON-DANGEROUS BIOLOGICAL PRODUCT ACCORDING TO AUSTRALIAN GHS CRITERIA.

Poisons Information Centre: 131126





Terragen

20 L

Australian Patent No: 2012321092

Measured in 1000 cc x ml

Terragen

Slide 7

Terragen's Scientific Heritage and Capability

- ❑ An in-house team of 12 highly qualified scientists supports Terragen's research and innovation
- ❑ In addition to scientific research and development, there is a Quality Assurance function within Terragen which approves the quality of all products sent to customers
- ❑ *Mylo*® and *Great Land*® are protected by granted and pending patents, and are trademark registered and certified organic
- ❑ The use of expertise from the University of Queensland, the University of the Sunshine Coast and RMIT University enhances Terragen's depth of scientific know-how
- ❑ Farm trials testing Terragen's products bring real world experience to the performance of the products, and support sales

Focus on Dairy Market

Addressable market of dairy cows

Australia	1.44 million milking cows
<i>Victoria</i>	<i>1.1 million milking cows</i>
New Zealand	4.96 million milking cows

Terragen's Sales Process

- Highly experienced in-house sales team; expertise in biological products and with extensive farmer networks
- A large agency network with 87 agents including Nutrien, Elders, Murray Goulburn and smaller boutique agents
- Marketing to the dairy industry *via* social media, print media, specialty booklets
- A network of influential farmers who support the products
- Farm field days
- The pilot *Mylo*® pump program

Market Trends

Biological products are now becoming accepted in mainstream agriculture

Mylo® was initially targeted at calves but the focus is now on mature dairy cows

Whole of farm sales of *Mylo*® and *Great Land*®

Good rainfall in south-eastern Australia is supporting market confidence

In FY21 ...

Focus for FY21 is to build sales in the Australian dairy market

Terragen will also build its emerging sales network in New Zealand and grow sales there

Research and development will continue within Terragen, where a number of product initiatives are being developed

A Development Advisory Committee of the Board is being established to provide a focus on expansion opportunities in agricultural biological markets

Terragen 
