

9 June 2022



# Terragen

## ASX & Media Release

---

### Terragen to present at the Bell Potter Home Grown Agriculture Conference

**Terragen Holdings Limited (ASX:TGH) 9 June 2022** – Australian agriculture company Terragen Holdings Limited (“Terragen”) is pleased to announce that Jim Cooper, Managing Director and CEO, will deliver an investor presentation at the Bell Potter Home Grown Agriculture Conference on Thursday 9 June 2022.

During the presentation, Jim will outline Terragen’s business, products and future strategies as well as the state of the sustainable agriculture market. Jim will also discuss the recent ASX announcement on 21 April 2022 of scientific evidence showing Terragen’s product *Mylo*® reduces methane emissions from dairy cows.

A copy of the investor presentation is attached to this announcement.

#### About Terragen Holdings Limited

Terragen develops and markets probiotics for agricultural applications. Each product uses a unique combination of naturally occurring live microbe strains selected to help boost the productivity, welfare and resilience of farm production animals and to address soil health. 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 for animals called *Mylo*® and a soil conditioner called *Great Land Plus*®.

#### For further information, please contact:

Terragen Holdings Limited	Authorisation and Additional Information
Travis Dillon Chairman <a href="mailto:media@terragen.com.au">media@terragen.com.au</a>	This announcement was authorised by the Board of Directors of Terragen Holdings Limited
Jim Cooper Managing Director and CEO + 61 417 321 145 <a href="mailto:jimc@terragen.com.au">jimc@terragen.com.au</a>	

#### Terragen Holdings Limited

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



**Terragen**

---

# **\_ Bell Potter Home Grown Conference Investor presentation Thursday, 9 June 2022**

---

TERRAGEN HOLDINGS LIMITED (TGH:ASX)

© JUNE 2022 TERRAGEN HOLDINGS LIMITED



**Terragen**

TERRAGEN - DISCLAIMER FOR ASX RELEASE

This presentation (Presentation) has been prepared by Terragen Holdings Limited (Terragen) for its ASX Release.

**Summary information** - This Presentation contains summary information about Terragen and its activities which is current only as at the date of this Presentation, and may be supplemented by Terragen in its absolute discretion. This Presentation does not contain all the information required in a disclosure document prepared for potential investors in accordance with the requirements of the Corporations Act 2001 (Cth) (Corporations Act).

**Industry and market data** – In this Presentation, Terragen refers to data which 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 data. Further, some data is also based on the good faith estimates of Terragen. No express or implied representation or warranty is made as to the fairness, accuracy, correctness, completeness or adequacy of any data.

**Not an offer** - This Presentation is not a 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 the distribution of this Presentation (including electronically) outside Australia may be restricted by law.

**Not investment advice** - The information contained in this Presentation is not investment, financial product advice or any recommendation to acquire shares, or any contract (or part thereof) for the acquisition of shares, and has been prepared without taking into account your investment objectives, financial situation or any other particular needs. Each recipient of this Presentation should make their own enquiries and investigations regarding all information in this Presentation and independent financial advice is recommended.

**Future performance** - This Presentation contains forward looking statements which, in some instances may be identified by terminology such as "pro forma", "may", "should", "could", "might", "plan", "possible", "project", "strive", "budget", "forecast", "expect", "intend", "will", "estimate", "anticipate", "believe", "predict", "potential" or "continue", or the negatives of these terms or variations of them or similar terminology, but the absence of these words does not mean that a statement is not forward-looking. Such forward-looking statements are subject to risks, uncertainties, and other factors which could cause actual results to differ materially from those expressed or implied by such forward-looking statements. These forward looking statements are provided as a general guide only and you are cautioned not to place undue reliance on any forward looking statement. The forward looking statements should not be regarded as a representation by any person that the forward-looking statements will be achieved (including any contemplated results).

**Financial data** – All dollar values are in Australian dollars (A\$ or \$) unless otherwise stated. This Presentation contains historical financial information for illustrative purposes only and does not represent Terragen's views on its future financial condition and/or performance.

**Trademarks** – This Presentation may contain trade marks, trade names and copyrights of other companies, which are the property of their respective owners and Terragen acknowledges, to the fullest extent under applicable law, the rights of the applicable owners, if any, to these trade marks, trade names and copyright.

**Disclaimer** - Except for any statutory liability which cannot be excluded, Terragen, its related bodies corporate and their respective officers, employees and advisers expressly disclaim all liability (including negligence) for any direct or indirect loss or damage which may be suffered by any person in relation to this Presentation and make no representation or warranty, express or implied, as to the currency, accuracy, reliability or completeness of this Presentation.



# | Brand story

---

We are Terragen, an innovative agricultural biological company. We are changing the face of global agriculture by reducing the reliance on chemical-based agricultural products.

In a world where modern farming is under increasing pressure to meet regulations, operate profitably and protect the land for future generations, Terragen gives farmers an advantage with a natural, sustainable and chemical-free way to farm. A way that increases productivity, provides a return on investment and is environmentally sustainable.

---

Terragen does this by creating proprietary biological products that amplify nature to improve animal wellbeing, soil quality and crop growth.

Terragen is passionate about becoming the world's leading agricultural biological company, developing new ways to approach the challenges of 21st century farming and contributing to healthier animals, healthier people and a healthier planet.

# — Our products – Mylo<sup>®</sup> for calves

## Mylo<sup>®</sup> for calves

— MYLO<sup>®</sup>/calf, a next generation natural feed supplement that's proven to help improve calf health, and increase rumen development and weaning weights, providing strong financial returns.

Mylo/calf is taken by 80,000 calves a year - 10% of all Australian calves.

# +6kg

→ HEALTHY CALVES COST LESS TO RAISE AND GROW TO BE TOP PERFORMERS.

→ WEAN AT UP TO 6KG HEAVIER TO IMPROVE CALF HEALTH AND WELL-BEING.\*

→ REACH TARGET WEIGHTS UP TO 10 DAYS EARLIER.

→ MYLO<sup>®</sup> IS PATENT PENDING.

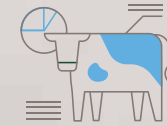


# — Our products – Mylo<sup>®</sup> for cows

## Mylo<sup>®</sup> for cows

— MYLO<sup>®</sup>/cow, a next generation natural feed supplement that's proven to help improve cow health and milk production, providing strong financial returns.

# +\$92



- 3.3% INCREASE IN MILK PRODUCTION\*.
- 38% REDUCTION IN SOMATIC CELL COUNT\*.
- HEALTHY AND VITAL COWS.
- UP TO \$92 ANNUAL BENEFIT TO THE FARMER PER COW, NET OF THE COST OF USING MYLO<sup>®</sup> 200L SIZE PRODUCT<sup>^</sup>.
- PROVEN TO REDUCE METHANE EMISSIONS IN DAIRY COWS.<sup>#</sup>

\* UNIVERSITY OF QUEENSLAND SCHOOL OF VETERINARY MEDICINE, 2019.

<sup>^</sup>Based on milk price of \$0.547 per litre, sourced from Dairy Australia In Focus Annual Report 2019/20.

<sup>#</sup>Ellinbank SmartFarm study 2022.

# — Our products – Great Land Plus®

— Great Land Plus®, a liquid soil conditioner that grows better pasture and crops (quality and quantity), enhances stress resistance, is nourishing for the soil and kind to the environment.



**+16%**  
PASTURE GROWTH



- AMPLIFY NATURE TO IMPROVE SOIL HEALTH AND CREATE CROP GROWTH BENEFITS.
- ENHANCED SOIL CHARACTERISTICS AND ROOT DEVELOPMENT.
- REDUCE THE NEED FOR CHEMICALS AND FERTILISERS.
- PROVEN ADDITIONAL 16% PASTURE GROWTH (AGLOGIC STUDY, 2018).



# Terragen's Mylo<sup>®</sup> feed supplement lifts milk production and reduces methane in dairy cows

The findings from the study conducted at the Ellinbank SmartFarm<sup>^</sup> can be summarised as:

- Methane intensity (g CH<sub>4</sub>/kg ECM<sup>\*</sup>) in the control group was 7.5% higher than in the Mylo<sup>®</sup> group. Methane production in the control group was 4.4% higher than in the Mylo<sup>®</sup> group.
- Our findings suggest that by using Mylo<sup>®</sup> on an average dairy farm with 350 cows a reduction in carbon emissions equivalent to 100 tonnes of CO<sub>2</sub> per year could be achieved.

## Features of Mylo<sup>®</sup>

- Mylo<sup>®</sup> is ready right now – it has been sold in the market since 2018
- One in twenty-three Australian dairy cows are given Mylo<sup>®</sup> daily (as at April 2022)
- Mylo<sup>®</sup> has been shown to improve cow health (lower somatic cell count)
- Mylo<sup>®</sup> improves productivity
- Using Mylo<sup>®</sup> is cost effective
- Mylo<sup>®</sup> is a certified organic input in Australia and New Zealand
- Mylo<sup>®</sup> is a livestock feed supplement that is approved for use in Australia and New Zealand
- Production of Mylo<sup>®</sup> can be scaled easily to meet growing demand

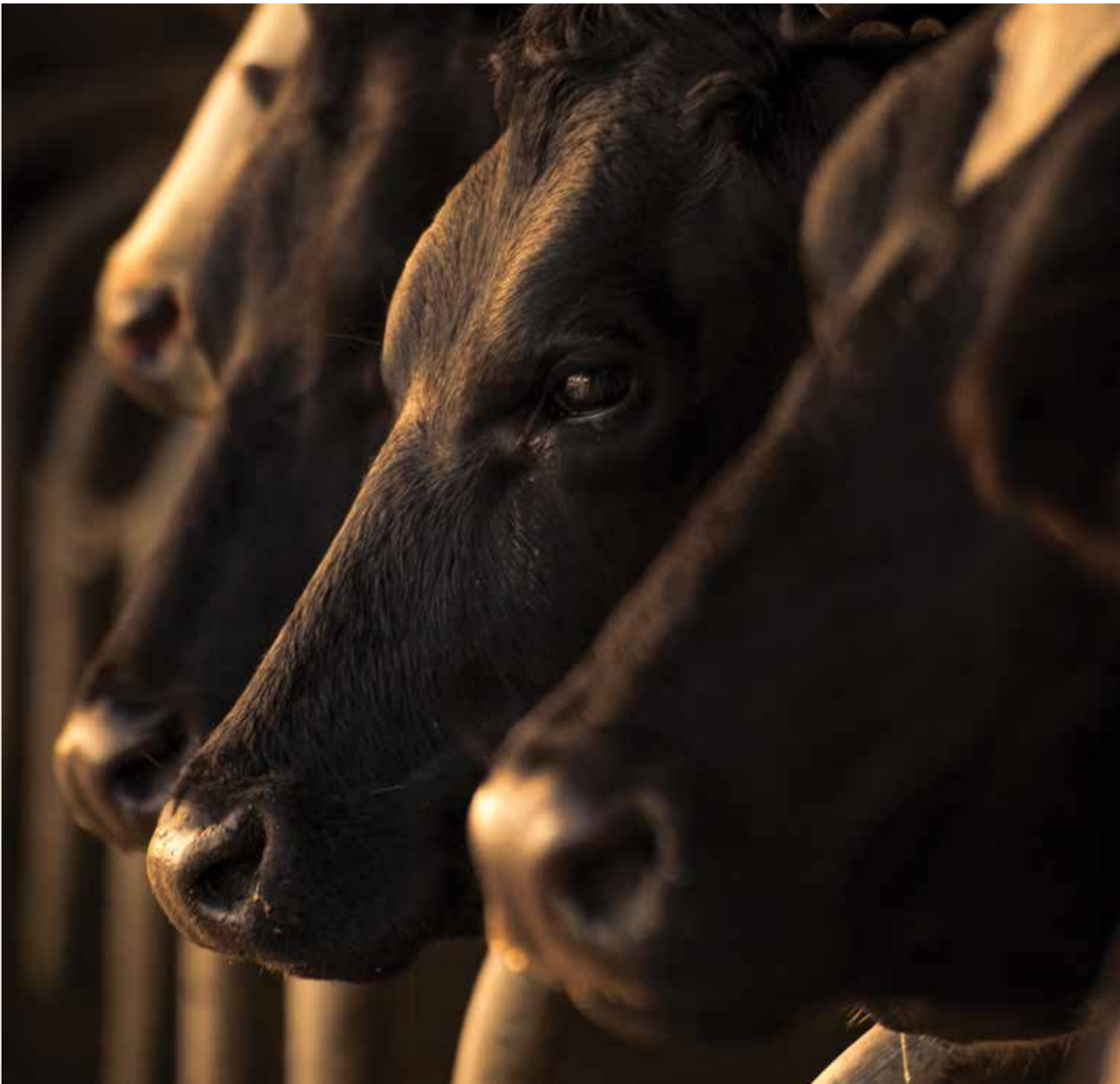
\* - ECM = energy corrected milk

<sup>^</sup>Ellinbank SmartFarm research results released April 2022.





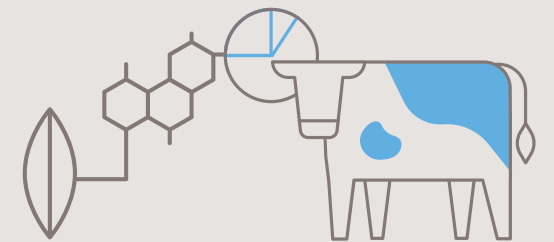
# Terragen's Mylo<sup>®</sup> feed supplement lifts milk production and reduces methane in dairy cows



The productivity-related findings from the study conducted at the Ellinbank Research Farm can be summarised as:

- Cows fed Mylo<sup>®</sup> gained 21% more weight than the control cows across the course of study.
- On average the cows on the Mylo<sup>®</sup> diet ate less feed but produced more milk, which means the feed conversion efficiency (FCE) of the cows fed Mylo<sup>®</sup> was higher (1.7% higher when expressed per unit of milk yield and 2.5% higher when expressed per kilogram of energy corrected milk).
- Milk production from cows fed the Mylo<sup>®</sup> diet was 1.3% higher than that from cows fed the control diet.

## +1.7% FCE



# Market update on sustainable agriculture

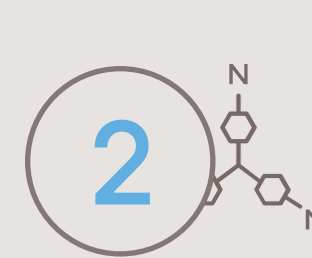
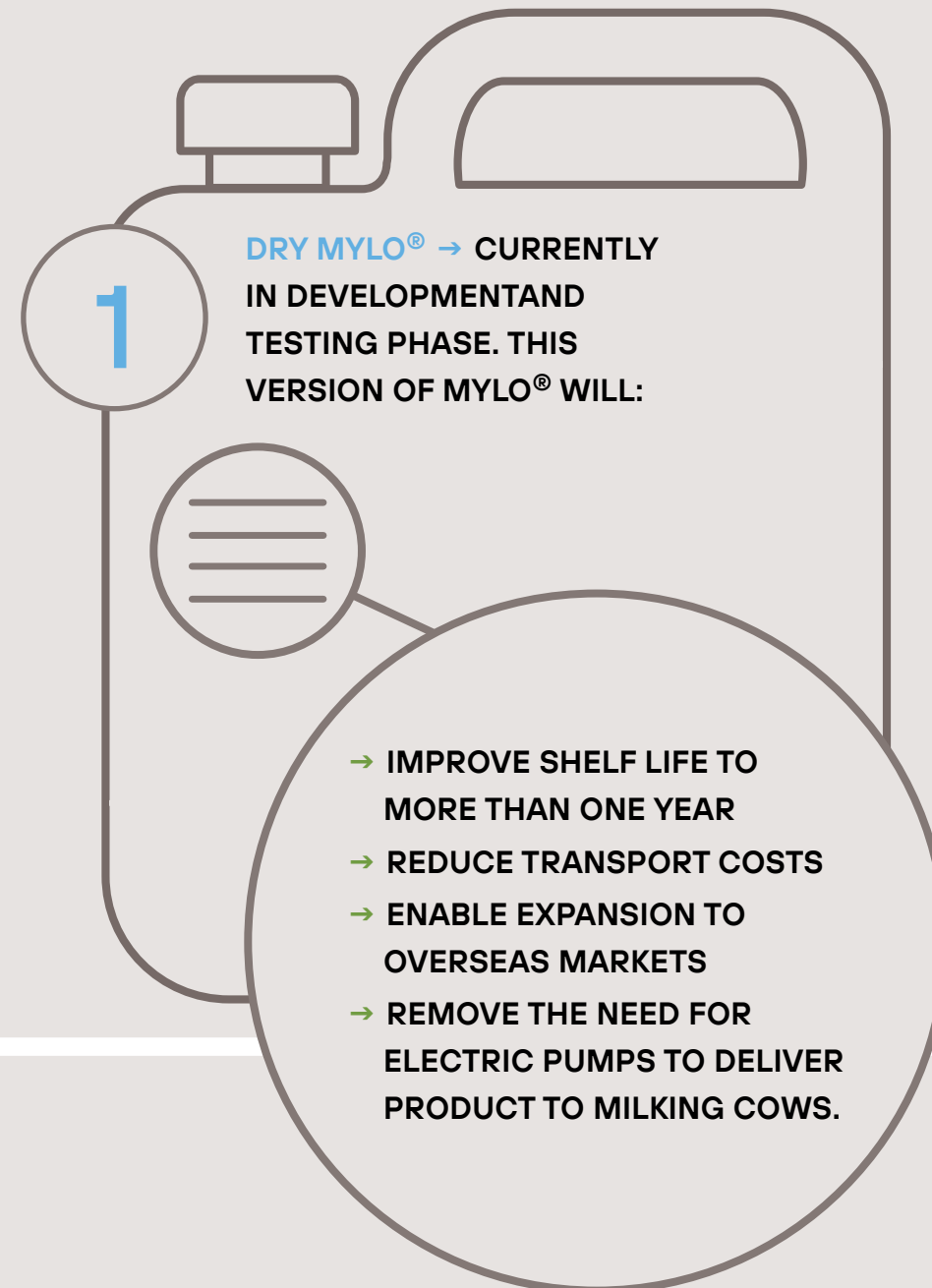
Corporates in the agricultural industry, from primary producers and processors through to retailers, are increasingly adopting strong ESG frameworks including sustainability targets. Products like Mylo® and Great Land Plus® with proven productivity, animal welfare, and now methane reducing benefits, position Terragen at the forefront of the sustainable agriculture movement.



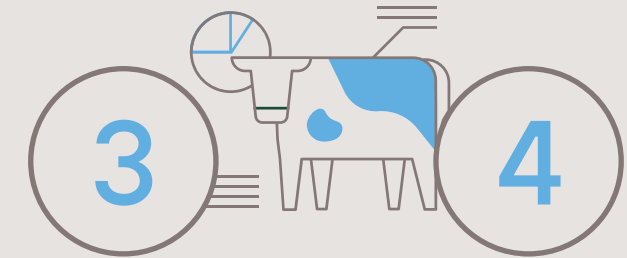
- Strong agriculture season continues in Australia for dairy, beef and crop production.
- Input costs in dairy, beef and cropping are increasing, so there is a high focus on productivity.
- The war in Ukraine leading to uncertainty of grain production from the Black Sea region; a lower grain harvest in north America; the increasing cost of fertiliser and supply chain dysfunction are all factors creating demand for alternative farm inputs, such as Terragen's products.
- The New Zealand Government has a reforming agenda and is imposing targets on farmers for greenhouse gas and nitrogen fertiliser reduction. This is underpinning demand for Terragen's emerging sales in New Zealand.

# Product development

Terragen is continuing to use its considerable scientific expertise to improve and expand its product offering, with the following initiatives:



**GREAT LAND PLUS®**  
**NITROGEN REDUCTION**  
**POTENTIAL → TRIALS**  
OF GREAT LAND PLUS®  
SHOW POTENTIAL  
TO REDUCE APPLIED  
NITROGEN, CREATING  
MARKET INTEREST  
GIVEN THE RAPID  
INCREASE IN  
UREA (NITROGEN  
FERTILISER) PRICES  
AND RESTRICTIONS  
OF SUPPLY.



**IMPROVED MYLO® FOR**  
**CALVES AND COWS →**  
**RESEARCHING**  
ADDITIVES TO MYLO®  
FOR COWS AND  
CALVES TO ENHANCE  
IMPROVEMENTS  
TO HEALTH AND  
PRODUCTIVITY.

**→ RESULTS OF**  
**LACTOLIN TEAT**  
**WASH → TERRAGEN**  
IS REVIEWING ITS  
BUSINESS CASE TO  
BRING LACTOLIN  
TO MARKET AS  
A BIOLOGICAL  
TEAT WASH – AN  
ALTERNATIVE TO  
IODINE BASED  
WASHES USED IN THE  
DAIRY INDUSTRY.



# — Our production



→ PRODUCTION INVOLVES FERMENTING, BLENDING, PACKING AND QUALITY CONTROL.

→ HIGHLY CONTROLLED MANUFACTURING, "FOOD-QUALITY" USING GOOD MANUFACTURING PRACTICE PROCEDURES.

→ HIGHLY QUALIFIED PRODUCTION AND QUALITY CONTROL TEAM OF SIX STAFF.



→ THE GOOD MANUFACTURING PRACTICE PROCEDURES ARE DESIGNED TO ENSURE COMPLIANCE WITH GOVERNMENT REGULATIONS AND ORGANIC CERTIFICATIONS IN AUSTRALIA AND NEW ZEALAND.

→ PRODUCTION IS SCALABLE TO FOLLOW FORECAST GROWTH IN SALES.

# Our sales strategy

## Centred on farmers

Terragen employs an internal sales team of seven managers throughout the dairy regions and they fulfil orders using an extensive network of sales agents.

## Employed sales managers



190+ agents

- OVER 190 AGENT STORES CONTRACTED TO STOCK AND SUPPLY TERRAGEN'S PRODUCTS.
- AGENTS INCLUDE: NUTRIEN, ELDERS, AG WAREHOUSE AND NUMEROUS SMALLER FIRMS.
- AGENTS ARE CONTRACTED UNDER AN AGREEMENT WITH TERRAGEN. ALL PAYMENTS ARE COLLECTED BY THE AGENTS, WHO CARRY CREDIT RISK.

# — Our team

Travis was appointed to the Board in May 2020 and appointed as Chairman in July 2020.

Travis has had a distinguished career in Agriservices spanning nearly three decades, culminating in a successful period as CEO and Managing Director of Ruralco Holdings Limited. His experience brings enormous insights to the Terragen Board.

Travis is currently the Chair of Clean Seas Seafood Ltd (ASX:CSS), Deputy Chair of Lifeline Australia, and Chairman of Select Harvests Limited (ASX:SHV).

Jim was appointed to the Board and as CEO of the Company in June 2020.

Jim brings a wealth of supply chain and agriculture experience from his time as CEO at Port of Portland, and as an Executive at Port of Melbourne. He brings to Terragen a passion for driving sustainable sales growth through development of clear corporate strategy.

Jim holds a Bachelor of Economics and a Bachelor of Laws (with Honours) from Monash University, Melbourne.

Miles was appointed Chief Financial Officer in August 2021. Prior to joining Terragen, Miles enjoyed a long finance leadership career across a variety of highly commercial businesses in the FMCG industry, including Simplot Australia, Treasury Wine Estates and Red Bull UK.

Miles is a member of CIMA (Chartered Institute of Management Accountants) and CPA Australia.



TRAVIS DILLON  
NON-EXECUTIVE  
CHAIRMAN.



JIM COOPER  
MANAGING DIRECTOR  
AND CEO.



MILES BRENNAN  
CFO AND COMPANY  
SECRETARY.



# — Contacts

JIM COOPER

Managing Director and CEO

PH: 0417 321 145

E: JIMC@TERRAGEN.COM.AU

MILES BRENNAN

CFO and Company Secretary

PH: 0413 115 224

E: MILESB@TERRAGEN.COM.AU