2018 HALF YEAR RESULTS

30 AUGUST 2018

Jarrod Ritchie
Managing Director

Brendan Middleton
Chief Financial Officer

TPI

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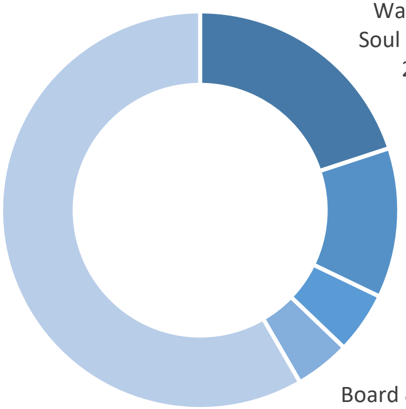
AGENDA

COMPANY OVERVIEW

TPI ENTERPRISES AT A GLANCE

- Fully integrated opiate manufacturer from poppy cultivation to tablet production.
- Lowest cost narcotic raw material (“NRM”) and active pharmaceutical ingredient (“API”) production capability with novel water-based extraction technology.
- Rapidly growing global supplier of pain relief, cough and anti-addiction active pharmaceutical ingredients.
- Significant contract manufacturer of finished dosage formulation (“FDF”) tablets via contract manufacturing organisation supply agreements (“CMO”).
- Founded in 2004 and headquartered in Victoria, Australia with production facilities in Victoria, Australia and Kragerø, Norway.

SHAREHOLDERS



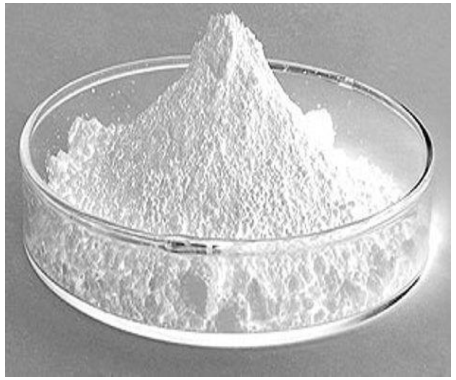
CAPITAL STRUCTURE

Share Price (29 August 2018)	$	1.41
Fully Paid Ordinary Shares	m	81.1
Share Appreciation Rights	m	1.3
Market Capitalisation	$m	114.7
Net debt (30 June 2018)	$m	11.8

DIRECTORS & SENIOR MANAGEMENT

Simon Moore	Independent	Non-Executive Chairman
Jarrod Ritchie		Managing Director
Stuart Black	Independent	Non-Executive Director
Todd Barlow		Non-Executive Director
Jaime Pinto		Company Secretary
Brendan Middleton		Chief Financial Officer

TPI ENTERPRISES IS A FULLY INTEGRATED NARCOTIC SUPPLIER

	Natural narcotics	*Synthetic and semi-synthetic narcotic derivatives*	*Contract manufacturing of tablets (CMO)*
Raw Material Sourcing	**Narcotic Raw Material (NRM)**	**Active Pharmaceutical Ingredient (API)**	**Finished Dosage Form (FDF)**
			
	Morphine Codeine	Morphine Sulphate Codeine Phosphate Pholcodine (Cough treatment)	MS Contin Panadeine Panadeine Forte
	Thebaine	Oxycodone HCI Hydrocodone Buprenorphine	Oxycontin Vicadin Endone Tylenol Paracetamol Ibuprofen
	Oripavine	Naloxone Naltrexone Buprenorphine HCI	Suboxone Subutex Revia Narcan

GLOBAL SUPPLY CHAIN AND SALES

Raw Material Supply Chain

Northern Hemisphere Straw
(Hungary and others)
-Contract growers
-Straw provided by historical competitors for toll processing

Southern Hemisphere Straw
(Australia: NSW/VIC/TAS)
-Contract growers

Melbourne, Australia
NRM Manufacturing

NRM (Narcotic Raw Material) sales

Sales of NRM to external customers

Internal sales of NRM to API manufacturing in Norway

Sales of poppy seed for culinary purposes

Kragerø, Norway
API/FDF Manufacturing

FDF (finished dosage formulation) sales

Contract manufacturing of FDF (tableted medications) from API, sold to external customers

Contract manufacturing of non-opiate[1] based FDF, sold to external customers

API (Active Pharmaceutical Ingredient) sales

Sales of API to external customers

1. Medications not derived from NRM.

THE OPPORTUNITY

Significant Manufacturing Cost Advantage = Market Penetration Opportunity in Sizable Addressable Market

Total number of NRM extraction licences available globally	6
Number of fully vertically integrated (poppy straw to FDF) manufacturers	3
Lowest cost producer of NRM	TPI Enterprises
Key competitive advantage	NRM is often c.70-80% of the input cost of API/FDF, creating a lowest cost producer opportunity in NRM, API and FDF
Total NRM sales volume target (2018 estimate)	52 tonnes
2021 total NRM annual production target	200 tonnes
Addressable NRM market	785 tonnes

STRATEGIC PATHWAY TO LONG TERM GROWTH

ESTABLISH SUSTAINABLE MANUFACTURING FOOTPRINT

Relocated factory to Melbourne

Invested in capacity for long term growth

Listed on ASX:TPE

SECURE STRAW SUPPLY AND MARKET ACCESS

Drove legalisation of NSW/VIC poppy cultivation

Secured secondary straw supply from Europe

Acquired Vistin Opiates[1]

Developed tolling opportunity with prior industry competitors

ACCELERATE REVENUE GROWTH

Expanded sales channels and offerings to exploit lowest cost NRM producer status

Significant API customer base growth

CMO Division turnaround

NRM volume growth as increased volumes drive down costs

Targeting 52 tonnes of NRM sold in 2018

DELIVER MEANINGFUL SHAREHOLDER RETURNS

Market share growth: become the leading global supplier of Codeine Phosphate (CPO) API

Diversify revenue: grow sales of existing API products in addition to CPO. Add API products to the portfolio (Morphine Sulphate, Di-Hydrocodeine Tartrate, Diamorphine and Naloxone)

Explore FDF dossier purchase (~A$1 million) to capture additional downstream margin

Expand manufacturing capacity to meet sales growth

Realise cost benefits of increased scale

Further manufacturing process cost reduction initiatives

TARGETING 200T OF ANNUAL NRM PRODUCTION BY 2021

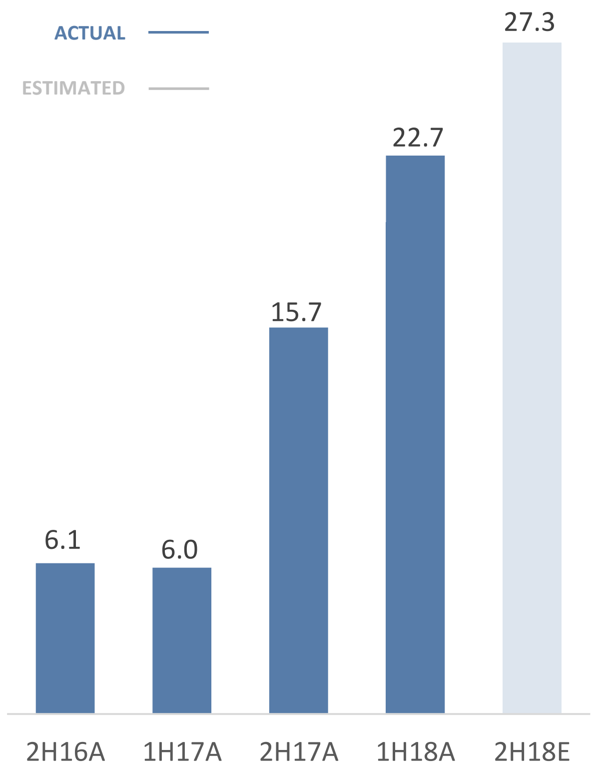
2016 | **2017** | **2018** | **2019** | **2020**

1. Now TPI Norway

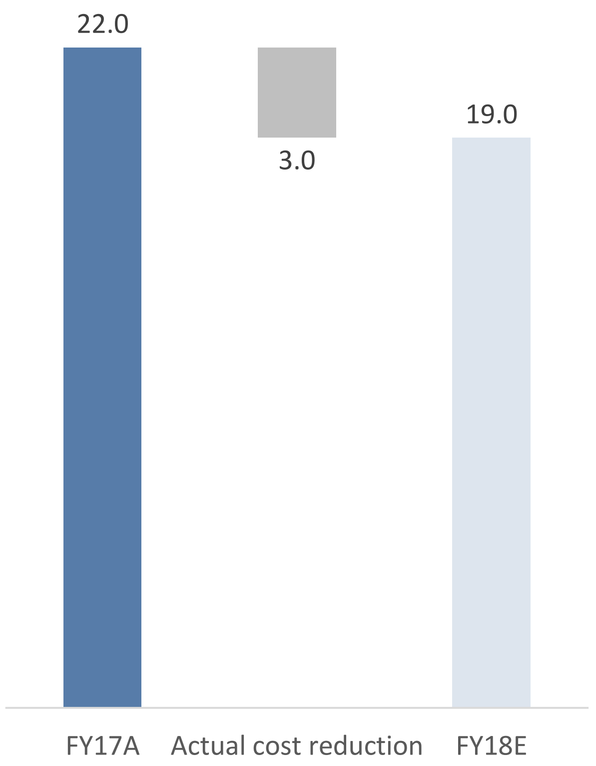

GROUP RESULTS
JARROD RITCHIE MANAGING DIRECTOR

2018 HALF YEAR REVENUE & OVERHEAD COST REDUCTION SUMMARY

REVENUE ($M)



GROUP OVERHEAD COSTS ($M)

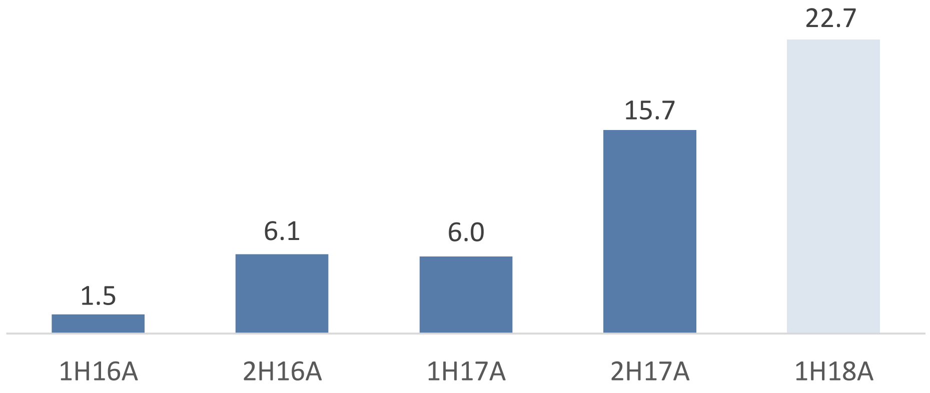


EXPECTED REVENUE EXCEEDED

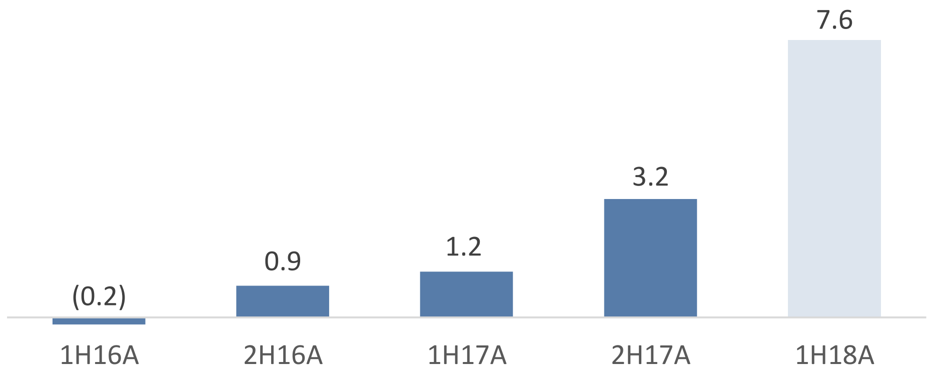
- TPI Enterprises modestly exceeded its 1H18 revenue estimate of A$20.0 million, reporting A$22.7 million (+A$1.4m impact from the adoption of new revenue accounting standard AASB15).
- This result reflected growth on the prior comparable period (which did not include TPI Norway) of 281.5%.
- Group overhead cost savings from cost reduction initiatives completed during the half-year period including Norway FTE reduction, expected to be ~A$3.0 million on full-year basis compared to 2017; the full benefit of these cost reductions will be realised in 2019.
- TPI Enterprises is targeting total Group overheads for 2018 of ~A$19.0 million.

POSITIVE HALF-ON-HALF TRENDS EMERGING

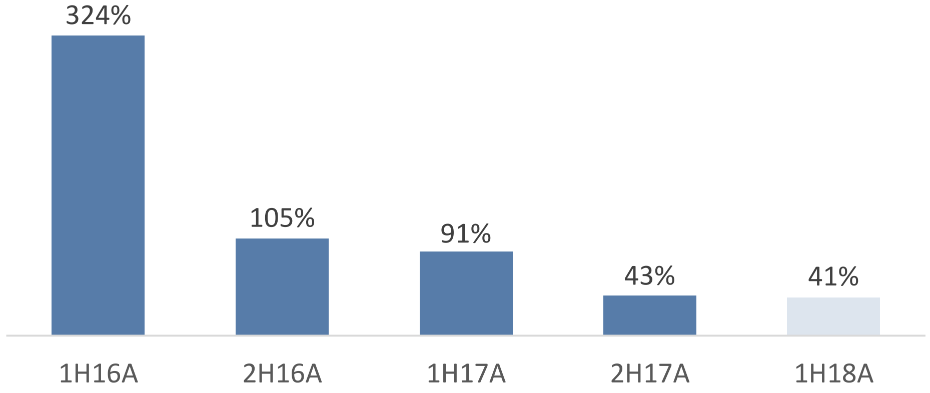
REVENUE ($M)



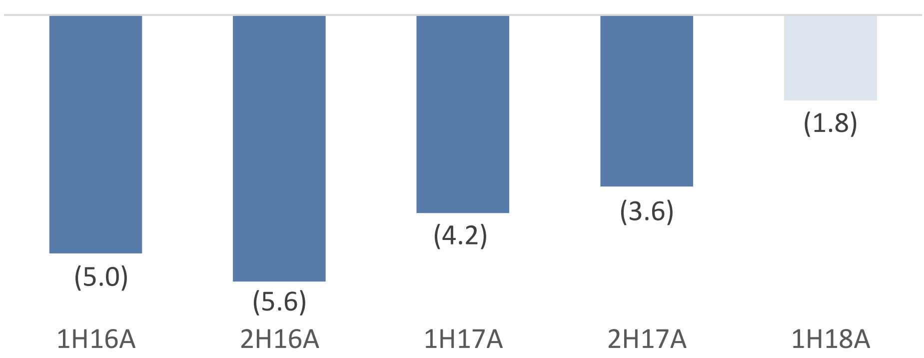
GROSS PROFIT ($M)



OPEX TO SALES (%)



OPERATING EBITDA ($M)



2018 HALF YEAR RESULTS OVERVIEW CONTINUED

Record revenue of A$22.7 million, +281.5% versus 1H 2017, including the first full half year contribution from TPI Norway.

Gross margin improvement to A$7.6 million or 33.3% of operating revenue (1H 2017 gross margin: A$1.2 million, 20.9% of operating revenue).

Operating[1] earnings before interest, tax, depreciation and amortisation (EBITDA) loss of A$1.8 million (1H 2017: loss of A$4.2 million).

Statutory EBITDA loss of A$1.9 million represents an +A$3.8 million improvement on the prior corresponding period (1H 2017 loss of A$5.7 million).

The result was negatively impacted by the restructuring of TPI Norway during the period and the exiting of an unprofitable CMO contract.

Restructuring and integration of TPI Norway completed, with a reduction of 29 FTE's compared to when the business was acquired.

Minimal change in net working capital despite significant growth in sales, with a 36.7% reduction in debtors funding investment in work in progress inventory.

Australian production increased to an average 7 days per week, reflecting a significant improvement in plant utilisation levels.

Sufficient straw, WIP (work in progress) and NRM has been procured and produced to meet 2H 2018 sales targets.

No change in drawn unsecured debt of A$5.0 since 31 December 2017.

1. See appendix for a reconciliation of operating versus reported EBITDA measurement. Operating EBITDA is a non-GAAP measure.

NORWAY ACQUISITION SUBSTANTIALLY EXPANDED ADDRESSABLE END USE MARKETS

	1H 2017	1H 2018
Available revenue streams	NRM, tolling and seed	API, CMO, NRM, tolling and seed
Revenue	A$6.0 million	A$22.7 million
Active geographic reach (no. of countries)	5	18
Number of active customer relationships	5	27
Addressable end use markets	Limited to concentrated base of < 15 NRM customers only	Customer base of > 100 across API, CMO, NRM products
Number of product categories	2 NRM	4 NRM / 2 API's 32 tablet SKU's
Business model	Competing with single product and lowest cost promise, but low plant capacity utilisation	Competing with vertically integrated, global supply capability with higher plant capacity utilisation

NRM, API AND CMO THEN AND NOW

JARROD RITCHIE MANAGING DIRECTOR

STRATEGY UPDATE
NRM: INCREASING OPPORTUNITY IN 2018/2019

To date, securing long term NRM (Narcotic Raw Material) contracts has taken longer than we expected post-relocating manufacturing to Victoria.

The key reason for this is the long term nature of existing agreements and entrenched supplier relationships.

Compounding this issue was a lack of access to sufficient quality straw, a general oversupply of narcotic material weighing on prices and the US-centric opiate crisis which weighed on demand.

Having resolved straw security in 2017, TPI Enterprises made the strategic decision to acquire Vistin Opiates to immediately broaden the addressable market with NRM volume through increasing API sales through this business.

TPI Enterprises continues to look at supply of NRM into Europe, South Africa, and Asia. It will only choose this option if margins are more profitable than the internal supply for downstream sales of API and CMO products.

TPI Enterprises has over 10 tonnes of thebaine in straw and is looking to enter the US market with small thebaine based sales in 2H 2018, growing to commercial scale supply in 2019.

TPI Enterprises retains the option of tolling straw for third parties as announced in 2017; however for 2018 direct sales contracts and internal supply for downstream processing are likely to remain the focus.

STRATEGY UPDATE
API: EXECUTING ON GROWTH STRATEGY

TPI Enterprises made the strategic decision to acquire the Norway business to accelerate penetration of the global opiate based API market.

The acquisition has delivered many new and prospective API customers and fast-tracked regulatory approvals for access other new API markets (ie. the UK).

TPI Enterprises' decision to focus on growing API sales is proving the correct one. Dialogue with many new API customers is underway and new API contracts on favourable commercial terms have already been secured since acquisition.

TPI Enterprises expects to be able to continue to leverage its lowest cost NRM producer capability to further increase API and CMO market share in 2H 2018 and beyond.

TPI Enterprises intends to continue to focus on growing API sales, meaning the majority of NRM will be consumed internally in the short term.

TPI Enterprises is working to broaden its product portfolio with Morphine Sulphate, Dihydrocodeine Tartrate, Codeine Base and Naloxone over the coming 18-24 months.

STRATEGY UPDATE
CMO DIVISION: TURN-AROUND ON TRACK

TPI Enterprises has made good progress repositioning its tableting CMO business post-acquisition in 2H 2017.

Key elements in the restructure of the CMO division included a reduction of 29 FTE's and the termination and subsequent renegotiation of unprofitable contracts.

With the restructuring complete, TPI Enterprises has secured a new 18 month contract for the supply of Codeine Phosphate (CPO) tablets, valued at A$15 million and which will consume approximately 17 tonnes of CPO.

TPI Enterprises is also pleased to announce that over the next 18 months the revenue contribution will be approx. A$45 million from the three key contracts of the CMO Division which compares favourably with the annual revenues under prior ownership of approximately A$20 million[1].

TPI Enterprises believes there are further opportunities in the CMO Division - both revenue growth from opiate based products and margin expansion from further cost rationalisation and manufacturing process improvement.

1. Vistin Pharma 4th quarter 2016 results presentation, 28 February 2017.

ADDITIONAL INITIATIVES

Further steps taken during 1H 2018 to enhance shareholder value

TPI Norway Cost Restructuring

- TPI Norway financial control activities now consolidated in Australia supporting the local Norway management team. A level of cost saving will be achieved, but importantly improvements have been made in process optimisation and internal controls.
- Trade debtors reduced A$3.9 million to A$5.4 million.
- A full review of quality has been initiated to reduce manual handling of documentation and errors.

Group Leadership and Staffing Updates

- **Board:** Simon Moore appointed Independent Non-Executive Chairman.
- **Sales & Commercial**: Asia-Pacific regional sales manager appointed, with early traction in Hong Kong.
- **Group Finance:** centralised shared service finance team now established and based in Australia, supporting both Norway and Australian operations, reporting to Group CFO Brendan Middleton.

TPI

FINANCIAL RESULTS

BRENDAN MIDDLETON CHIEF FINANCIAL OFFICER

GROUP RESULTS OVERVIEW

TPI Enterprises delivered record volume, revenue and gross margin for first half 2018

A$ million	1H 2018	1H 2017	% chg
Revenue	22.7	6.0	+281.5
Gross profit	7.6	1.2	+533.3
Gross margin	33.3	20.9	+12.4ppts
EBITDA (operating)[2]	(1.8)	(4.2)	+57.1
Significant items	(0.1)	(1.5)	+93.3
EBITDA (reported)	(1.9)	(5.7)	+66.7
Depreciation & amortisation	(2.1)	(1.2)	-75.3
EBIT (reported)	(4.0)	(6.9)	+42.0

COMMENTARY

- The acquisition of the Norway business contributed to a record 1H 2018 revenue result.
- **Organic TPI Norway revenue growth** of 14.7% in 1H 2018 versus the prior corresponding period[1] was primarily due to growth in direct and finished dosage API sales.
- Significant increase in **manufacturing plant utilisation** substantially improved gross margins to 33.3% (1H 2017: 20.9%).
- Operating EBITDA was impacted by lower than expected CMO manufacturing capacity utilisation as **unprofitable contracts were exited** and new contract terms negotiated, offset by partial benefit realised of overhead cost savings with significant Norway FTE reduction completed during the period.

1. Based on Vistin Pharma quarterly update reports for 1Q 2017 and 2Q 2017.
2. Non-GAAP measure: refer Appendix for reconciliation to GAAP

INCOME STATEMENT

Statutory EBIT loss impacted by performance of CMO operations during the period

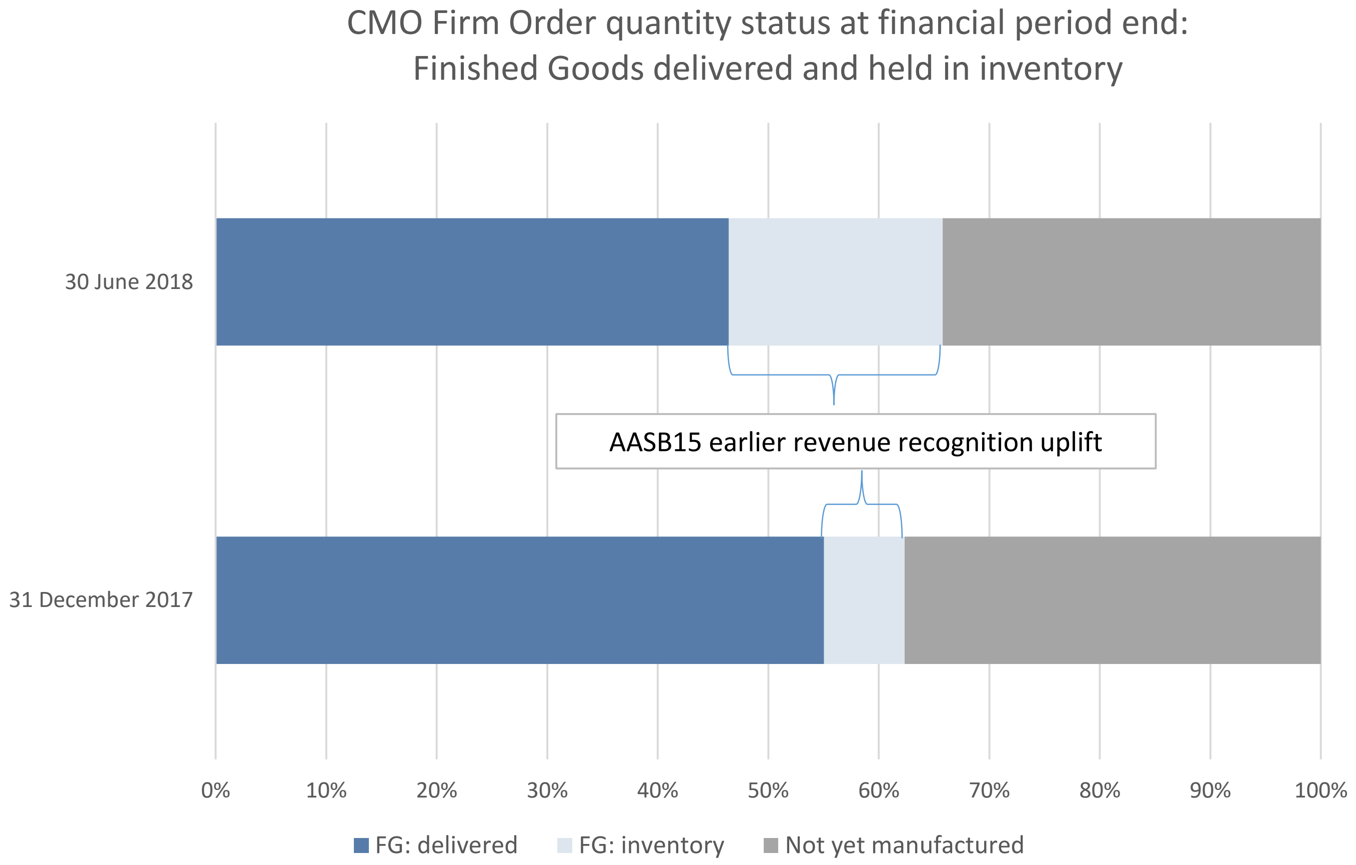
A$ million	1H 2018	1H 2017	% chg
EBIT (reported)	(4.0)	(6.9)	+42.0
Net finance costs	(1.0)	(1.5)	+33.3
Income Tax benefit (before significant items)	0.2	0.0	nm
NLAT (before significant items)	**(4.8)**	**(8.4)**	**+42.9**
Significant items after tax	1.1	(0.3)	nm
NLAT	**(3.7)**	**(8.7)**	**+57.5**

COMMENTARY

- The reported **EBIT** loss of $4.0 million improved on 1H 2017 as a result of record revenue growth enabled via the Norway acquisition, but was unfavourably impacted by CMO manufacturing capacity utilisation.
- **Finance costs** reduced by $0.5 million due to lower facility utilisation and reduction of line fees related to the unsecured working capital debt facility during the period.
- Significant items comprised the recognition of profit after tax on the sale of the Group's **Portugal operations** during the half of $1.1 million compared to the prior corresponding period loss of $0.3 million attributable to these operations.

IMPACT OF AASB 15 ADOPTION

Results in earlier recognition of Norway Contract Manufacturing revenue



COMMENTARY

- New revenue accounting standard requires recognition of revenue at the point of **"customer control"** of goods being obtained rather than transfer of **"risks and rewards"**.
- This has impacted Contract Manufacturing revenue where **completion of manufacturing** of a customer Firm Order and movement to Finished Goods has been deemed to trigger "customer control" and therefore revenue recognition, rather than **delivery** being the point of recognition.
- This results in an uplift in CMO revenue for the portion of a Firm Customer order **completed** but **not delivered** at each financial period end.
- The reported revenue uplift impact for 1H18 was $1.4 million.
- This new standard applies to reporting periods from 1 January 2018.

BALANCE SHEET

Strong reduction in trade debtors and investment in WIP underpins 2H API production ramp-up

A$ million	H1 2018	H2 2017	chg
Trade receivables	5.4	9.3	(3.9)
Contract assets[1]	2.3	0.9	1.4
Inventories			
-Raw materials	5.4	6.5	(1.1)
-Work in progress	13.6	9.2	4.4
-Finished goods[2]	1.2	0.8	0.4
Total inventories	**20.2**	**16.5**	**3.7**
Trade payables	(7.7)	(9.4)	(1.7)
Net working capital	**20.2**	**17.3**	**2.9**
Cash	1.4	3.6	(2.2)
Borrowings	13.2	13.2	-
Net debt	**11.8**	**9.6**	**2.2**
Contributed equity	**181.5**	**181.5**	**-**

COMMENTARY

- Net **working capital** employed at balance date **increased** by $2.9 million versus prior period end largely due to an increase in inventories and contract assets, with trade debtors well-controlled.
- Growth in investment in NRM work-in-progress to underpin 2H 18 API sales volumes was **funded by the reduction** in trade debtors.
- Cash balances managed to minimise working capital facility debt drawn down and reduce interest costs.
- Working capital facility debt drawn was **unchanged at $5.0 million**.

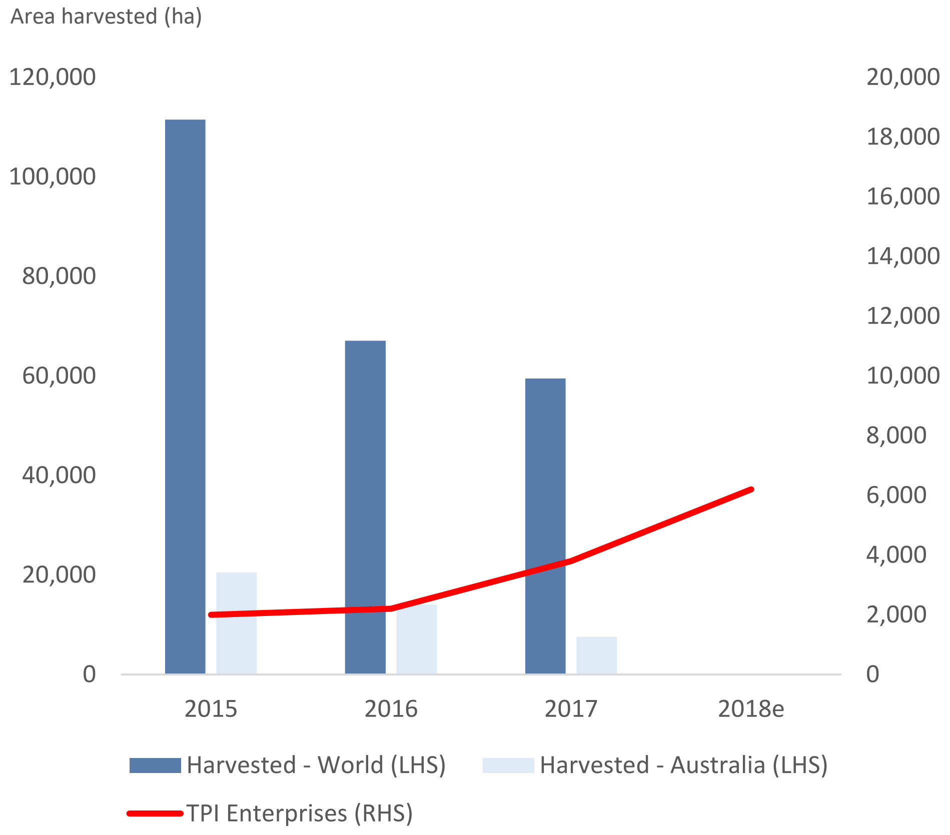
1. The Group initially applied AASB 9 and AASB 15 at 1 January 2018. Under the transition method chosen comparative information is not restated but is shown above and included in “Net working capital” to show a reasonable like-for-like comparison.
2. Prior period Finished goods notionally restated for AASB15 impact

MARKET AND STRATEGY UPDATE

JARROD RITCHIE MANAGING DIRECTOR

PROGRESS UPDATE:
MARKET SHARE GROWTH – CODEINE PHOSPHATE SUPPLY

The global harvest of raw opiate materials has declined rapidly, as TPI Enterprises has increased



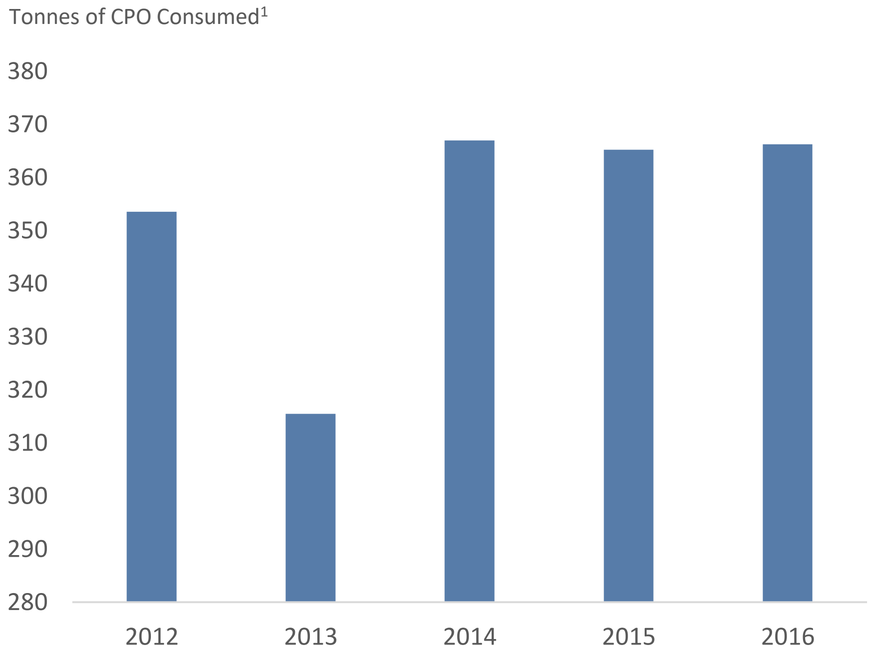
- The global harvest of raw opiate materials (morphine, codeine and thebaine-rich poppy straw) has declined 47% since 2015.
- Codeine-rich poppy straw is declining the fastest, with Australia and France the historical primary cultivators.
- According to the INCB, Frances' total area sown in codeine-rich poppy straw declined 63% to 1,113[1] hectares in 2016.
- Similarly, Australia has decreased its total area sown in codeine-rich poppy straw from 4,652 hectares in 2015 to a total projected 1,022 hectares in 2017.
- As domestic and global cultivation of raw opiate materials have declined, TPI Enterprises has increased its share of plantings ahead of a normalisation of supply/demand, and an anticipated recovery in prices.

1. International Narcotics Control Board, 'Estimated World Requirements for 2018', page 106 Table 1.

PROGRESS UPDATE:
MARKET SHARE GROWTH – CPO SUPPLY

TPI Enterprises invested to capitalise on declining global production, and CPO revenue is now growing rapidly

- Global consumption of CPO is relatively steady at approximately 365 tons per annum[1] (graph to the right).
- The indicative revenue opportunity at this level of consumption is approximately A$275 million[2] per annum.
- Despite global stocks exceeding demand and CPO prices remaining below through-the-cycle averages, TPI Enterprises' lowest cost producer capability continues to yield new profitable sales contracts.
- The company has continue to increase its contracted volume share of the global CPO market, and is targeting 15% volume share by end-2019.
- TPI Enterprises expects to grow volume share through both expanding share with existing customers and new contract wins.



1. International Narcotics Control Board.
2. Assumes an AUD/USD of 0.73 and a through-the-cycle CPO per kg price of US$550. In periods of excess supply, prices can vary below this level.

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PROGRESS UPDATE:
MARKET SHARE GROWTH – NEW CONTRACTS

TPI Enterprises has secured substantial new CPO and CMO contracts

CPO Contract Update

- New, significant codeine phosphate (CPO) supply contract announced 3 August 2018.
  - Commenced supply in August 2018.
  - 3-year term with a minimum contracted supply of 6 tonnes of CPO per annum.
  - Minimum contracted revenues of A$9 million during the term of the contract.
- Continues the growth of TPI Norway's API business which in the 6 months to 30 June 2018 delivered sales of API equivalent to the 12 months' worth sales under prior ownership.

CMO Contract Update

- Today TPI Enterprises also announces that it has been successful in signing two significant CMO contracts:
  - The first contract will consume approximately 17 tonnes of CPO, with an 18 month term and this contract is expected to contribute A$15 million in revenue during its term.
  - The second contract is for the supply of metformin tablets over an 18 month period with a total contract value of A$3 million.

TPI Enterprises continues to aggressively pursue other new contract opportunities in NRM, API and CMO.

PROGRESS UPDATE:
REVENUE DIVERSIFICATION – ADDITIONAL APIs

TPI Enterprises expects to diversify API revenue progressively through 2018 and beyond

- CPO is one of several APIs that TPI Enterprises is targeting.
- Currently, the company also produces and sells modest quantities of:
  - Pholcodine
- TPI Enterprises is pursuing both growth in existing contracts and new contracts in each of the below-mentioned API opportunities.
  - Dihydrocodeine Tartrate
  - Codeine Base
  - Morphine Sulphate
  - Diamorphine hydrochloride
  - Naloxone hydrochloride
- The estimated annual addressable market for sales for each of these APIs is meaningful (refer to the figures on the right).

ANNUAL ADDRESSABLE MARKET

Codeine Phosphate (CPO[1])

A$275

MILLION PA

NEW Immediate Opportunities[2]

A$78

MILLION PA

Anti-Addiction Opportunities[3]

A$470

MILLION PA

1. Assumes a through-the-cycle API price per kg of US$550 and AUD/USD at time of publishing of 0.73.
2. Assumes a through-the-cycle API prices for several additional APIs, and a AUD/USD at time of publishing of 0.73.
3. Based on IMS data from 2013-2016 for the sale of Naloxone and an AUD/USD of 0.73

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PROGRESS UPDATE
COST OPTIMISATION

Continued focus on maximising returns from TPI Norway

Cost optimisation opportunity: **Targeting A$3+ million reduction in Group overheads to < A$19 million in 2018[1]**

2017 annualised overhead expenses	• TPI Norway: A$12.4 million[2]	• TPI Enterprises (ex-TPI Norway): A$9.6 million[3]
Cost saving initiatives	• Norway FTE rationalisation (A$2.3 million gross[4] - done) • Reduce growing costs (ongoing)	• System rationalisation (minimal savings - done) • Volume optimisation (ongoing)
Use of savings	• Invest in working capital to grow CPO/CMO sales • Develop broader API sales portfolio	• Modest investment in finished dosage dossier(s) (~A$1 million, 2019 or later)
One-off costs to implement	• 1H 2018 redundancy and legal costs: <A$0.2 million • 1H 2018 system integration charges: <A$0.3 million	• 2H 2018 one-off charges expected: None.

1. FY18 actual impact.
2. TPI Enterprises – annualised 4Q2017 contribution.
3. TPI Enterprises 1H2017 annualised.
4. Prior to the addition of some incremental headcount to service new contracts.

OUTLOOK

JARROD RITCHIE MANAGING DIRECTOR

OUTLOOK: DELIVERING ON REVENUE GROWTH

TPI Enterprises is targeting A$50 million of revenue for calendar year 2018 reaffirming its estimate provided at the AGM in May 2018, representing +131% growth versus the prior corresponding period.

While market prices for NRM and API remain subdued, TPI Enterprises expects its lowest cost producer advantage to continue to assist in securing incremental sales contracts at commercially attractive margins.

TPI Enterprises has sufficient straw, WIP and NRM to meet sales targets for 2H 2018. Meeting its 2018 revenue target requires TPI Enterprises to contract modest additional sales volume in 2H 2018.

TPI Enterprises expects to sell significantly higher volumes of API in 2H 2018 which will assist profit margins versus 1H 2018.

Delivery of product into the new 3-year API contract commenced in August 2018.

The company expects to deliver double digit year on year growth in CMO revenues, assisted by the new CPO and metformin tableting contracts.

TPI Enterprises expects a modest contribution from seed sales (approximately A$0.5 million) in 2H 2018.

The company expects to contract approximately 5,000 – 6,000 hectares of planted area for the 2018 growing season.

TPI Enterprises expects to refinance its finance lease liability due November 2018 and is in active dialogue with debt providers.

APPENDIX

GAAP versus non-GAAP reconciliation

Profit & Loss Summary (A$ '000)	**H1 2018**	**H1 2017**
Net Profit/(Loss) for year	**(3,657)**	**(8,770)**
Add:		
(+) acquisition related expenses	175	634
(+) agricultural area trialling expenses	-	241
(+) inventory impairments	-	730
(-/+) (gain)/loss from discontinued operations	(1,119)	322
(+) depreciation and amortisation	2,091	1,192
(+) net finance expenses	966	1,521
(-/+) income tax (benefit)/expense	(198)	-
Less:		
(-) other income	(51)	(22)
Operating EBITDA	**(1,793)**	**(4,152)**

COMMENTARY

- The consolidated financial statements of the Group are general purpose financial statements which have been prepared in accordance with Australian Accounting Standards (AASB's) adopted by the Australian Accounting Standards Board (AASB) and the Corporations Act 2001. The consolidated financial statements comply with International Financial Reporting Standards (IFRS's) adopted by the International Accounting Standards Board (IASB).
- This presentation and the Directors' report contained in the interim financial report includes a non-GAAP financial measure which is not prepared in accordance with IFRS being:
  - Operating EBITDA: calculated by adding back (or deducting) finance expense/(income), taxation expense, depreciation, amortization, acquisition related expenses, transaction integration services, agricultural area trialling expenses, inventory impairments, losses from discontinued operations, and deducting other income, to net profit/(loss) after tax.
- The Group believes that this non-GAAP financial measure provides useful information to readers to assist in the understanding of the Group's financial performance, financial position or returns, but that they should not be viewed in isolation, nor considered as a substitute for measures reported in accordance with IFRS.
- Non-GAAP financial measures may not be comparable to similarly titled amounts reported by other companies.

TPI