



Vertically  
Integrated  
Sandalwood  
Company



# TFS Corporation Ltd

May 2015

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## Section 1:

# OVERVIEW





# What is Indian Sandalwood?

- Indian sandalwood (*Santalum album*) is one of the world's most valuable hardwoods
- Traded commodity for over 2,000 years and declared a royal tree in India in 1792
- Value lies in the heartwood which can also be distilled into a fragrant and medicinal oil
- Sandalwood has significant cultural importance throughout Asia and is used in many worship, fragrance and chewing products
- Oil from the heartwood has proven efficacy for various skin conditions, including acne and eczema
- Oil has a fragrant aroma and has long been used in perfumery products

HEARTWOOD OF INDIAN SANDALWOOD

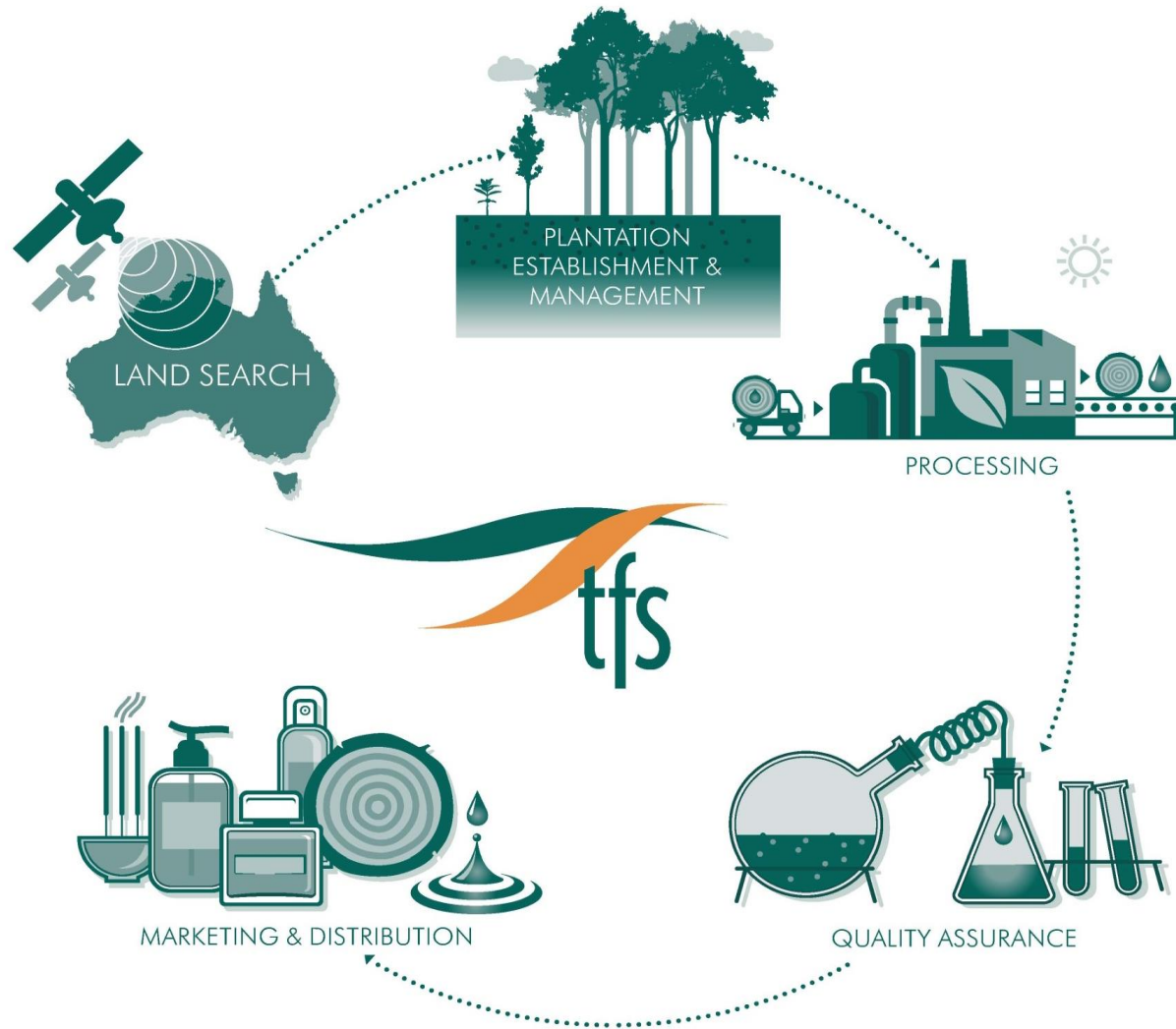


MATURE INDIAN SANDALWOOD TREES





# TFS is a Vertically Integrated Business





# Strong Market Position

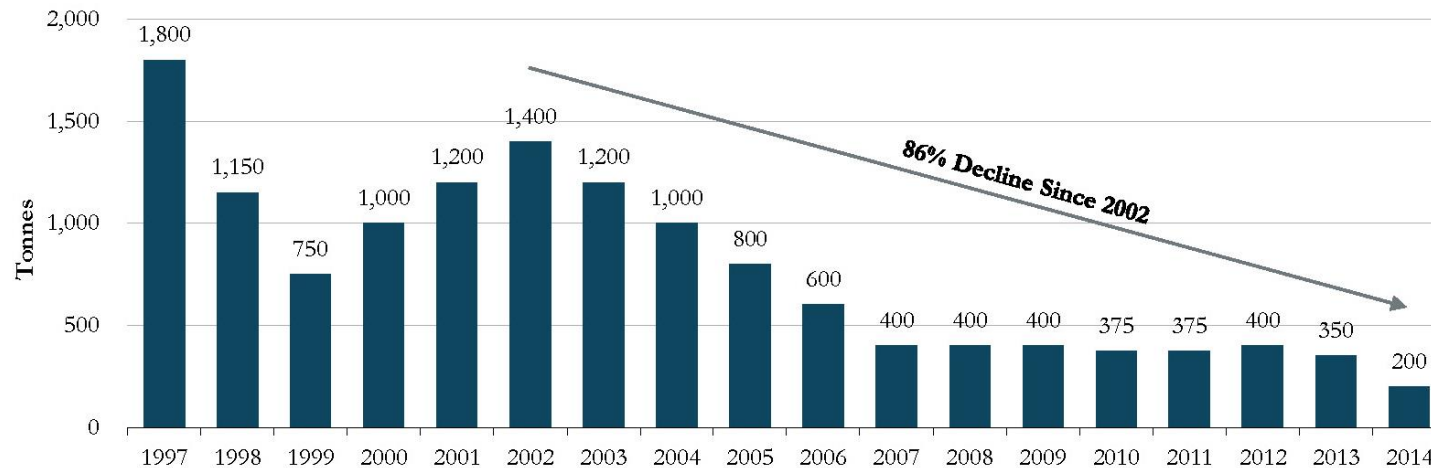
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- High barriers to entry
  - Planting to harvest cycle of around 15 years
  - Operational expertise and intellectual property developed over 15 years
- Strong competitive position as there are limited alternative sources of supply
  - TFS is the world's largest commercial owners and manager of Indian sandalwood
  - Declining global supply sourced from natural forests, mainly in India
- TFS owns Australia's largest sandalwood oil distillery and owns valuable IP regarding pharmaceutical grade Indian sandalwood oil
- Diverse range of high value and high volume uses and markets
  - Demand likely to increase significantly as security of supply is proven
  - Demand from oil and value-added log markets likely to add pricing tension

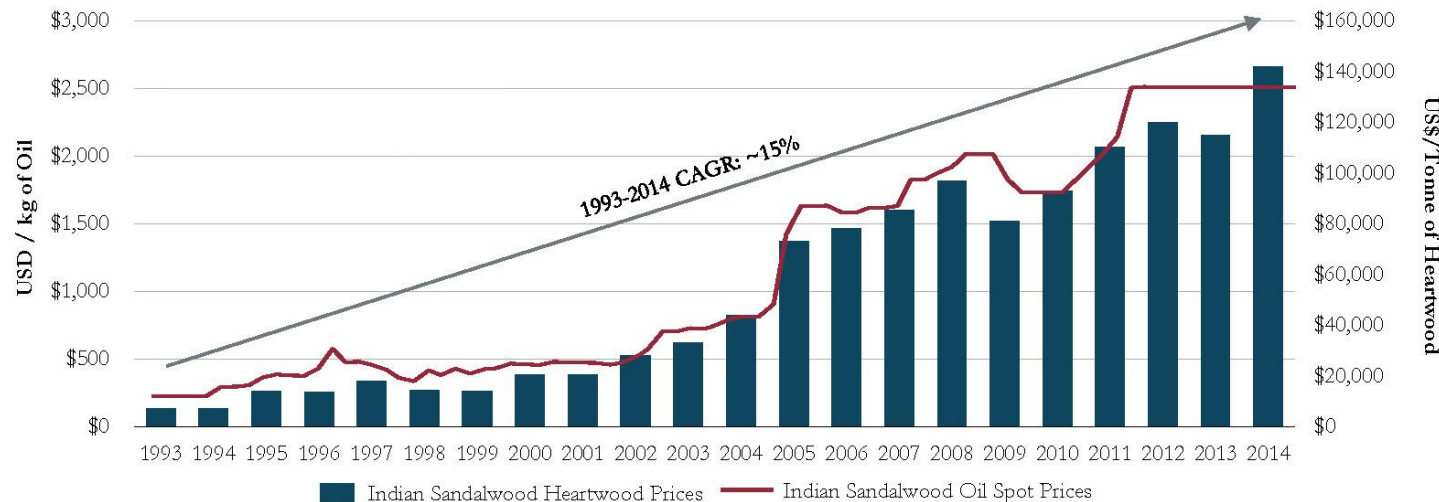


# Favourable Supply and Demand Trends

ANNUAL GOVERNMENT SANDALWOOD HARVEST IN INDIA



INDIAN SANDALWOOD AND SANDALWOOD OIL PRICES



Sources: TFS, Tamil Nadu Forestry Department and H.S. Anantha Padmanabha



# 2014 - A Transformative Year for TFS

- First harvest completed in June 2014, confirming TFS's yield expectations
- Long term supply agreement with Nestle-owned Galderma for oil at US\$4,500 per kg
- First pharmaceutical product containing TFS oil launched in the US
- Record financial results with NPAT of \$82.5m in FY14





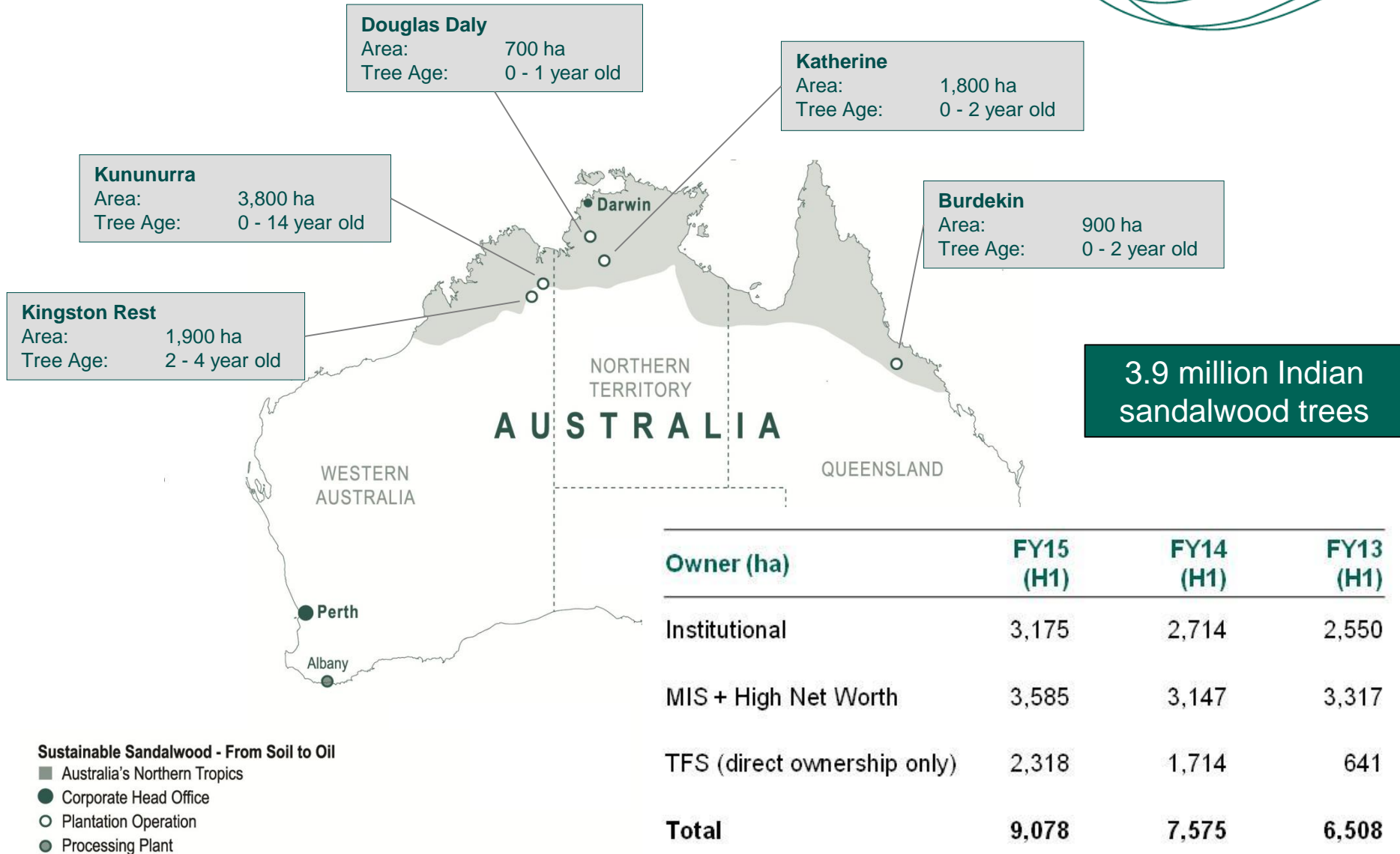
## Section 2:

# PLANTATION ASSETS





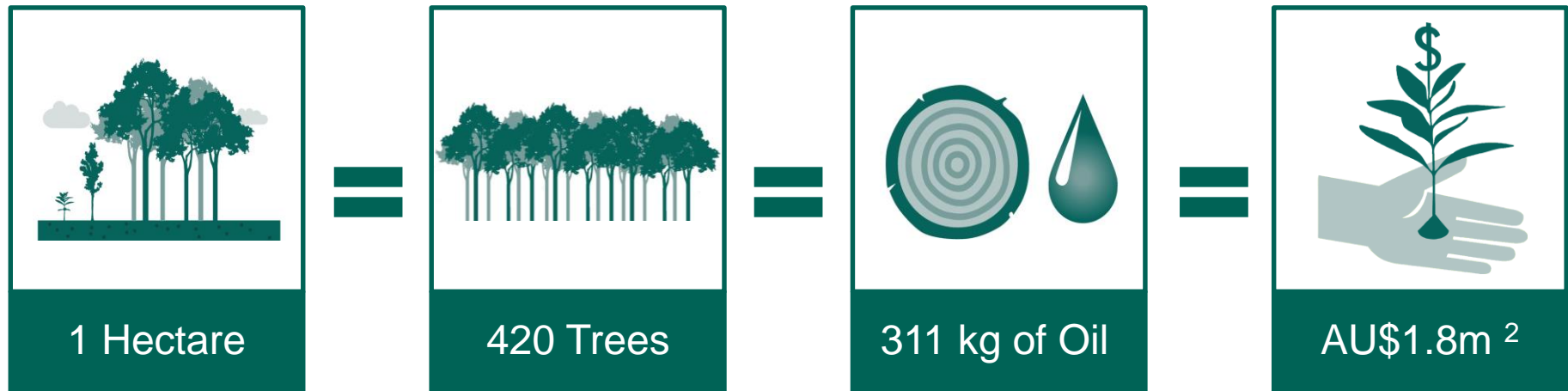
# Plantation Assets





# Underlying Value of Plantation Assets

Illustrative value chain -



Note 1: Key assumptions include: (i) survival rate – 83%, (ii) heartwood yield – average yield estimated at 20 kg per tree, (iii) expected oil yield of 3.7%, (iv) oil price of US\$4,500, and (v) FX rate of AU\$1.26 to US\$1.00.

Note 2: Gross and undiscounted yield before maintenance, harvest, processing and distribution costs.

Note 3: Value of \$1.8m per hectare is generated from all parts of the “soil to oil” value chain.



## Section 3:

# END MARKETS





# A Broad Range of End Markets

- Significant established demand from India and China – Indian sandalwood is culturally important, a “cradle to grave” product
- Continued development of over-the-counter and prescription drugs containing pharmaceutical grade oil
- On-going development of a broad range of end markets, including European fine fragrance

## Global demand for sandalwood in 2015

**28,000t**



Source: Incipient Capital report March 2014





# Launch of Benzac<sup>®</sup> Acne Solutions

- Galderma, wholly owned by Nestle, launched Benzac<sup>®</sup> Acne Solutions in December 2014 – already in over 23,000 stores across the US
- Galderma describes Indian sandalwood oil as the “key ingredient” and a “breakthrough natural ingredient”

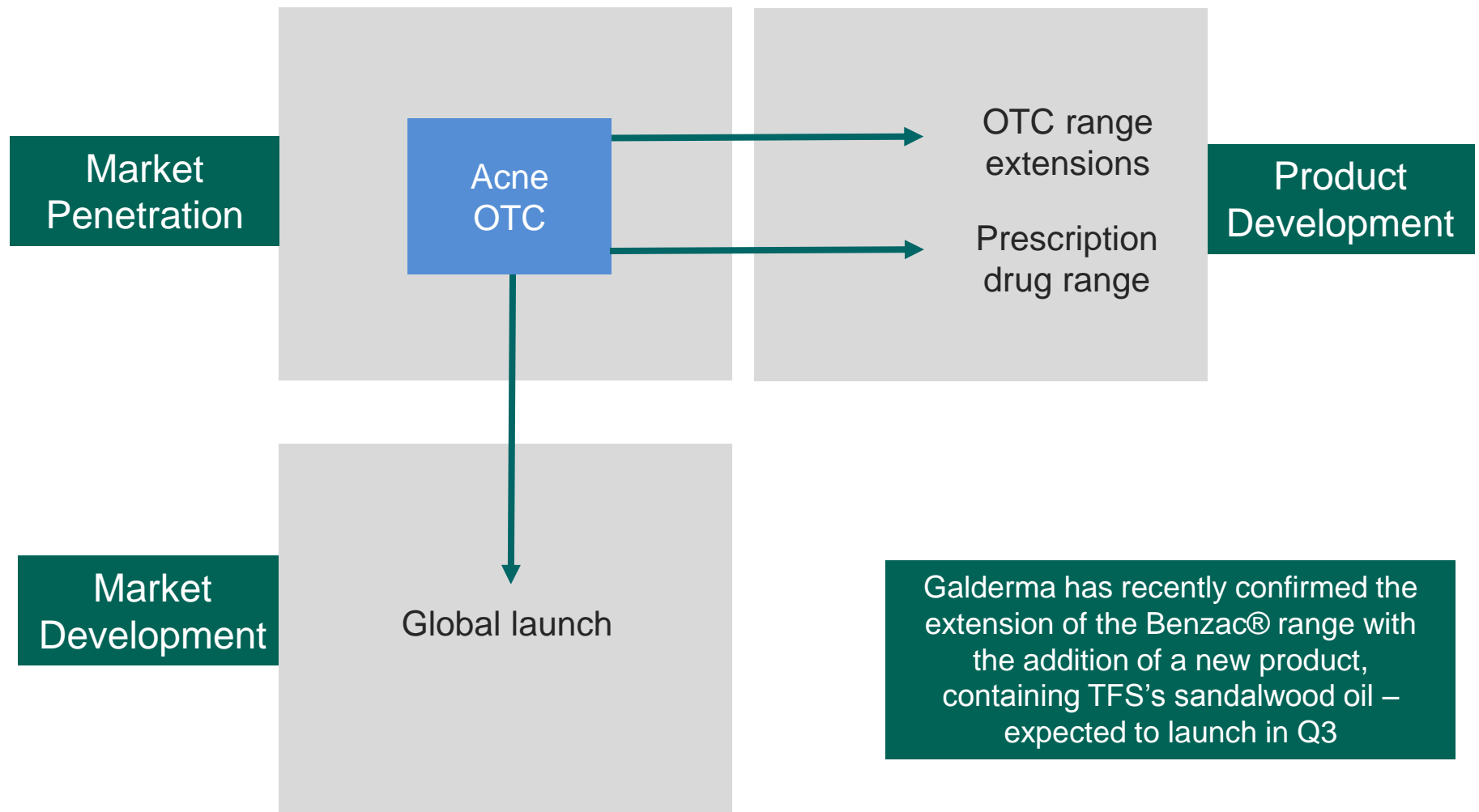
Source: Galderma Press Release, 5 January 2015

- Orders already well in excess of one tonne of oil and a significant national marketing campaign is underway



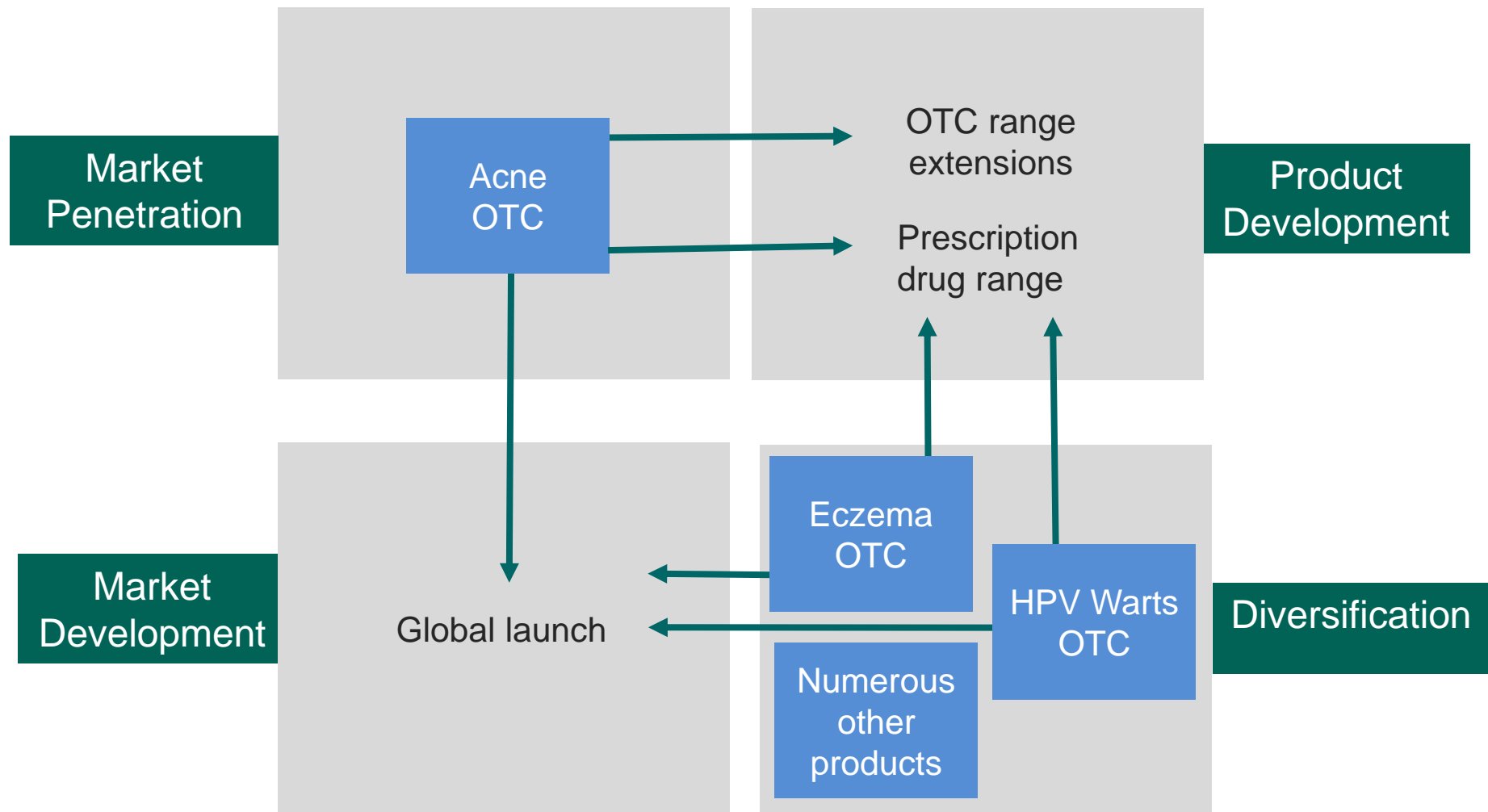


# Significant Pharmaceutical Opportunity – Acne





# Significant Pharmaceutical Opportunity – Market





# Clinical Examples of Efficacy of Indian Sandalwood Oil

Before

## Acne OTC



After



8 weeks

## Eczema OTC



8 weeks

## HPV OTC



4 weeks



## Section 4:

# LATEST RESULTS





# Financial Results – Record Results in FY14



NPAT

\$82.5m

Cash EBITDA

\$51.4m

NTA

\$363.3m

Dividend

3¢ p/s

YOY Change:  
+48%

-1%

+61%

-



# Strong Start to FY15

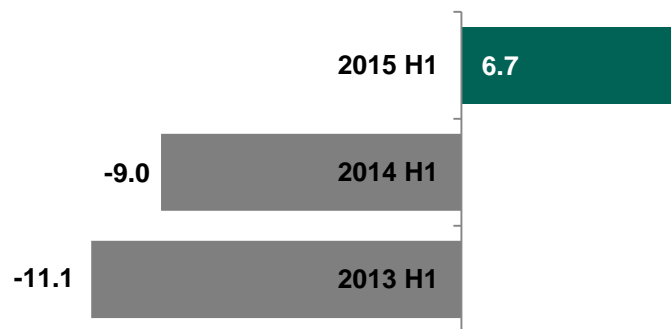
## NPAT (\$m)

↑ + 17x  
on H1 FY14



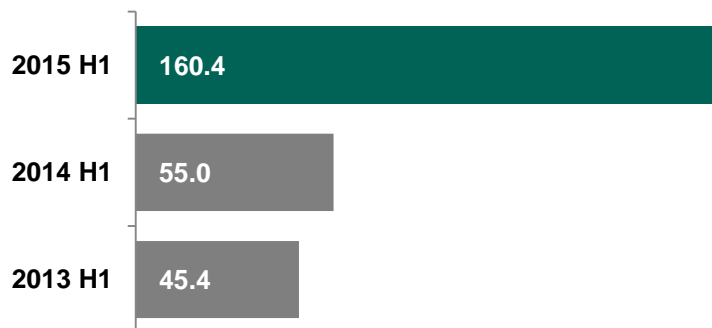
## Cash EBITDA (\$m)

↑ + 174%  
on H1 FY14



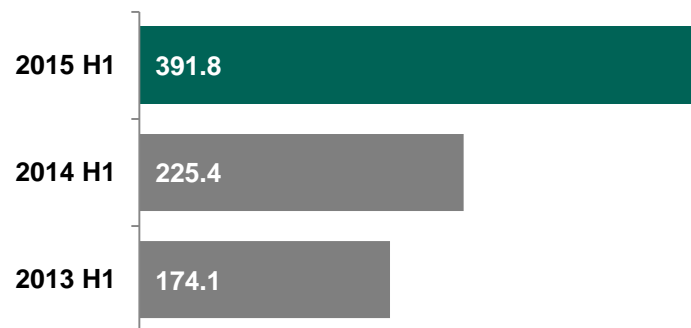
## Total Revenue (\$m)

↑ + 192%  
on H1 FY14



## NTA (\$m)

↑ + 74%  
on H1 FY14





# Summary

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- ✓ World leading owner and manager of a rare and valuable commodity
- ✓ Vertically integrated business, including ownership of distillation and distribution
- ✓ End markets for wood and oil are established and diversified across different sectors and territories
- ✓ Already developing the significant potential of the pharmaceutical sector, with initial acne products launched in the US by Nestle-owned Galderma
- ✓ Recently refreshed Board with experienced independent Non-Executive Directors
- ✓ On track to achieve guidance for FY15 NPAT of at least \$90 million and a 10% year on year increase in cash EBITDA



# Q&A



East Indian Sandalwood is one of nature's rare and ancient healers. Now, sustainably grown in a rehabilitated forest, the oil is extracted using renewable energy, resulting in the world's only therapeutic grade of East Indian Sandalwood Oil.

This exceptional ingredient, which is reported to have gentle anti-bacterial and anti-inflammatory properties, is the secret to our clinically proven acne-fighting formulas, designed to help give you clear and healthy skin.

**Drug Facts**  
Active Ingredients: Salicylic Acid, Benzoyl Peroxide, East Indian Sandalwood Oil  
Use: For the treatment of acne  
Warnings: For external use only. Avoid contact with eyes. If irritation occurs, stop use and consult your doctor.  
Directions: Apply a thin layer of cleanser to the affected area twice daily, after cleansing and drying your face.  
Other information: Keep out of reach of children. If swallowed, seek medical attention immediately. Do not use if the product has expired.

GALDERMA  
**BENZAC®**  
ACNE SOLUTIONS

Skin Balancing  
Foaming  
Cleanser

With calming and  
soothing East Indian  
Sandalwood Oil

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