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20 October 2015

Company Announcements Office Australian Securities Exchange

#### Listing Ceremony Chairman's Speech / Presentation

#### Please find attached

- 1. Chairman's speech at the listing ceremony 20 October 2015
- 2. Presentation to various stock brokers following quotation

Greg Starr

**Company Secretary** 

SPEECH BY CHAIRMAN CAI ASX 19 Oct. 15

谢谢 Mr Posnett 的亲切发言。

Thank you Mr Posnett for your kind words.

谨代表董事局感谢您们今天的出席。我很兴奋,在 ASX **敲**钟后, 东方现代公司就由今天开始**交易**了,对于我来说**是我的**荣幸。

Good morning, on behalf of the Board of Directors thank you all for being here today. It is a privilege for me to ring the bell at the ASX, I am excited that Dongfang Modern is available for trading from this day forward.

我想感谢所有的股东和支持者,是你们的帮助使我们公司能够上市。我特别要感谢 Paradigm Securities; Piper Alderman; PKF Accountants; Dacheng Law Firm, Boardroom, FCR, Compass, Austra Capital 和董事们,在我们的上市过程中,他们的努力和坚持不懈是无价的。

assisted the company's listing on the ASX today. In particular, our appreciations go to Paradigm Securities; Piper Alderman; PKF Accountants; Dacheng Law Firm, Boardroom, FCR, Compass, Austra Capital and all the directors), whose efforts and perseverance were invaluable in advancing the company's path to listing.

我也要特别感谢我们的 2 位独立非执行董事, 他们对我们公司的合规性和透明度的指引和建议是非常重要的, 我们也会一直100%的遵守。

I like to specially thank our two Independent Non-executive Directors for the guidance and advice in the importance of compliance and transparency of which we are 100% determined to follow.

我们是一家在世界上发展最快的地区的领先的柑橘生产商。东方现代是唯一的可以给予澳洲投资者机会投资中国农业市场的公司,为此我们希望能吸引更多的澳洲投资者。

We are a leading citrus producer operating within the world's largest market with high growth ambitions. Of note, Dongfang is unique in providing exposure to China's agribusiness sector for Australian investors, of which we hope to attract many more.

最近中国和澳洲签署的自贸协定展示了我们 2 国的发展机遇。 我们看到我们 2 国光明的前景,不单单来自自贸协定,也可以 是通过投资东方现代的机会。

The recent free trade agreement between China and Australia demonstrates the growing relationship between our two nations. We see a bright future in which both countries benefit, not only through trade but also through investment opportunities, such as in Dongfang.

在短期内,我可以告诉大家我们的团队已经在物适澳洲合适的投资机会。另外我们也在中国与我们的分析商讨论加强联盟,使其它澳洲的生产商可以在中国 13 亿人口的市场潜力中利用我们的网络去销售产品。

In terms of short term goals I can advise firstly that our team has already looking for suitable investment opportunities in Australia. Secondly, we are having discussions in China with our distribution partners with the intention to form stronger alliances. In this way, other primary producers in Australia will be able to utilise our extensive distribution channels to market their products to 1.3 billion Chinese customers.

我了解东方现代是近 20 年在澳洲上市最大的中国民营企业 IPO , 我们有决心去壮大东方现代并回馈股东 , 这也使中国公司在澳 洲的上市开展出一个新纪元。

I understand that Dongfang is the largest non-Government Owned Corporations IPO raising for a Chinese company in 20 years. We are determined to grow and reward our shareholders, and this starts a new era for Chinese companies listing on the ASX.

#### 最后再次感谢您们今天早上的出席。

Thank you all for your presence this morning.

# DONGFANG MODERN AGRICULTURE HOLDING GROUP



### Disclaimer

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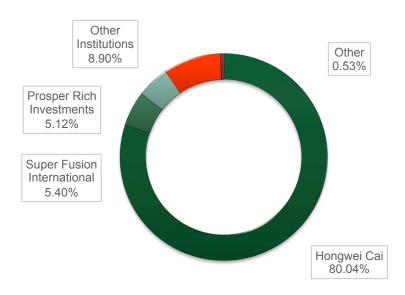
### Contents

- 1. Corporate snapshot
- 2. Highlights
- 3. Introduction to Dongfang Modern
- 4. Growth plan and outlook
- 5. Summary
- 6. Appendices

### 1. Corporate snapshot

ASX information	
ASX code	DFM
Shares on issue	392 million
Share price (issue price)	\$1.00
Market capitalisation	\$392 million
Cash on hand	\$79 million
Debt	Nil
Retained earnings	\$216 million

#### **DFM Share ownership**



### 2. Highlights

- \* Second largest citrus harvester operating within the world's biggest market
- \* CY14 results: 200,000 tonnes of fruit & camellia products sold, generating revenue of A\$133 million, net profit of A\$67 million\*
- \* Operating margins in excess of 40%
- \* 19 plantations spanning 8,600 hectares
- \* Favourable taxation incentives
- \* Excellent growth opportunities
- \* Reconfirm prospectus CY15 forecasts of 17% revenue growth, ~A\$75 million earnings\*

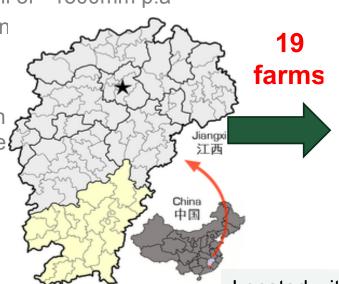


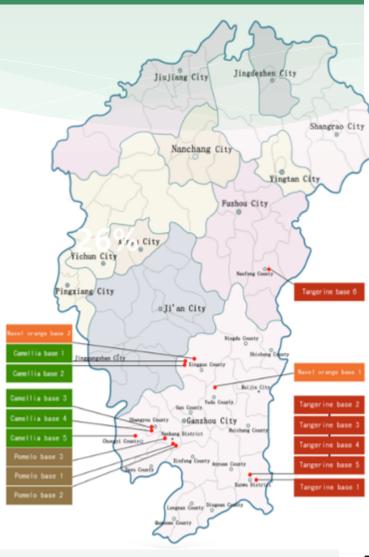
### 3. Introduction to Dongfang Modern

- \* Highly profitable agricultural food producer supplying the world's largest market, China
- \* A leading harvester of citrus and camellia seed products
- Successful aggregator of plantations operating within extremely fragmented sector
- Well positioned to become the largest citrus harvester in China
- \* Excellent financial and production track record since formation in 2008

### 3. Ideally located

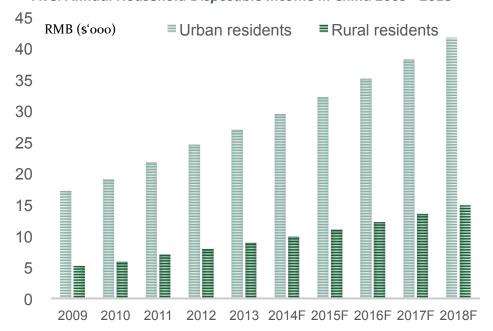
- \* Plantations located within China's premier fruit growing region
- Ganzhou City is within Special Citrus Zone
- \* Ganzhou brand well known for navel oranges
- \* High average rainfall of ~1500mm p.a
- \* Low cost of irrigation
- Long frost-free growing season
- \* Ganzhou population >9m provides ample labour force





### 3. Solid foundation in huge market

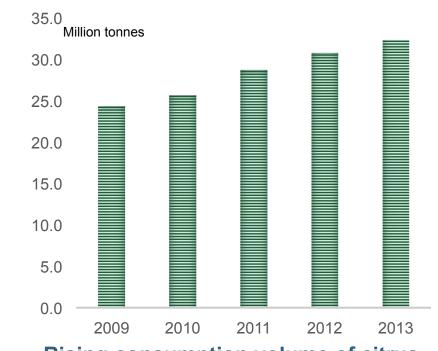
#### Ave. Annual Household Disposable Income in China 2009 - 2018



Rising household disposable income for both urban and rural

Source: Ipsos report

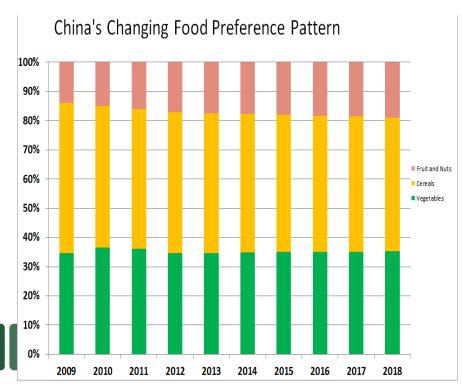
#### Consumption volume of citrus fruits in China from 2009 - 2013



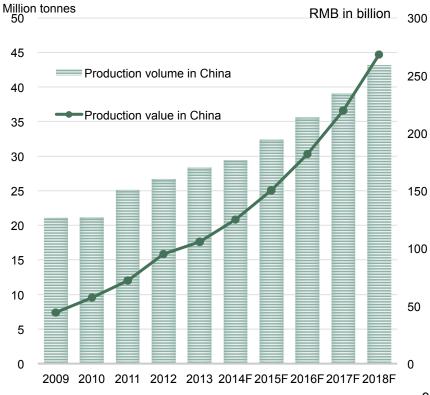
Rising consumption volume of citrus fruits in China

### 3. Consumption trends favor citrus

### Fruits are playing more important role in Chinese food consumption



### Chinese citrus fruit growth forecast at CAGR of ~24% in value and ~12% in volume 2014 - 2018



Source: Ipsos report

### 3. Government incentive policy

## Taxation benefit gives >42% extra cashflow

Effective from 1 January 2008, Article 27 of the New Tax Law provides enterprises engaging in certain agricultural activities, including growing of fruits and selection and cultivation of new agricultural species, exemptions from China Enterprise Income Tax (EIT - 30%), VAT and business tax.

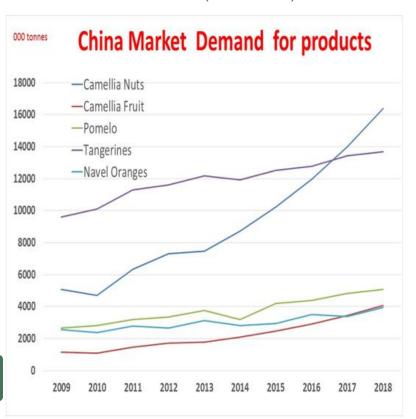
## Encourages import replacement and also export

Citrus fruits, including pomelos, are well sought in China, with demand spilling over to imports. Whilst import share of markets is currently modest, the value and volume has been growing at a CAGR of about 40% and 34% respectively over the past 5 years.

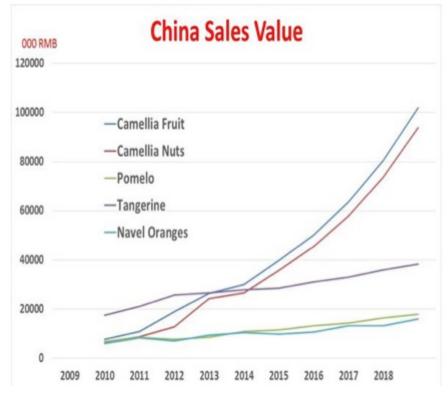
The Chinese Government encourages import replacement and export and assists domestic plantation operators to expand their business.

### 3. Strong and growing demand

#### Market demand (000tonnes)



#### Product Sale Value (000RMB)

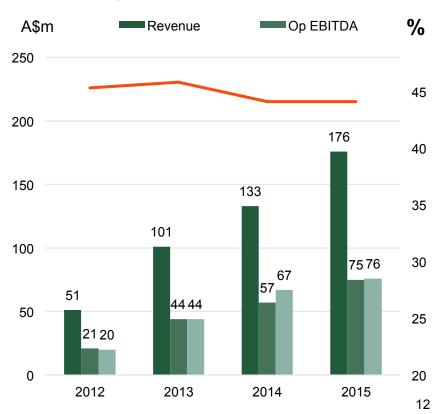


Source: Ipsos report

### 3. Revenues and Earnings

- \* A\$176 million harvest revenue forecast in 2015
- \* Operating EBITDA margin >40%
- \* All cashflows to date reinvested
- Added plantations will increase revenues
- Focus on margin improvement
  - \* Premium pricing
  - \* Cost containment
  - \* Efficiency gains
  - \* Productivity improvements

#### **Earnings Data FY12 to FY15E**\*

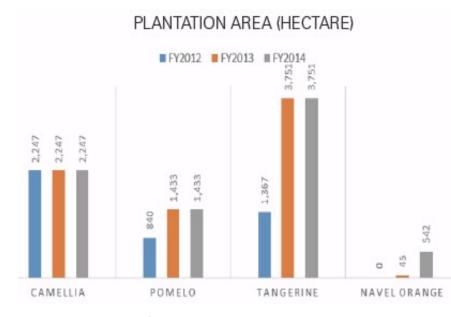


<sup>\*</sup> Refer to Appendices or Page 56 of prospectus for further details

### 3. Plantation area growth

#### Plantation Area by Key Products

Areas (Hectares)		FY2012	FY2013	FY2014	FY2015 Current
	Leased	1,387	3,753	3,753	4,153
Tangerine	Purchased	0	0	0	266
	Subtotal	1,367	3,753	3,753	4,419
Camellia	Purchased	60	60	60	60
	Leased	2,188	2,188	2,188	2,188
	Sub Total	2,248	2,248	2,248	2,248
Pomelo	Leased	840	1,434	1,434	1,434
Orange	Purchased	0	45	542	542
Total		4,455	7,479	7,976	8,643

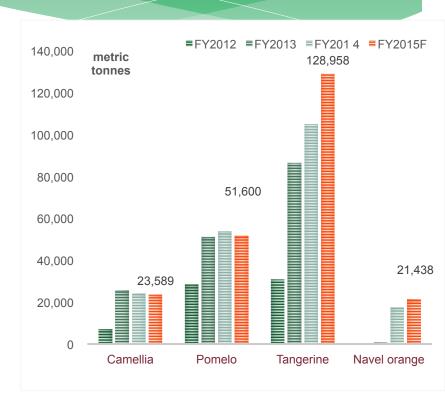


Change in Area by Product



### 3. Sales and distribution

- \* . Long-term relationships with a range of wholesale customers
- Citrus fruits delivered quickly and efficiently to
   Tier 1 cities throughout China
- \* Marketing contracts give premium prices
- \* Top 5 clients provided ~50% of revenue
- \* 200,548 tonnes of fruits produced in FY14
- \* Tangerine accounted for 52% of the Company's output ( >Australia's annual mandarin production)



**Production by fruit from FY12 to FY15**\*



### 4. Growth plan and outlook

- 1. Improving living standards underpin demand growth
- 2. Highly fragmented citrus industry ideal for consolidation
- 3. DFM is already market leader and key aggregator
- 4. Seeking investment opportunities in Australia
- 5. Potential to distribute Australian produce in China

### 4. Growth plan and outlook

Optimise plantation efficiencies by yield gain & cost cutting

Expand land tenure through strategic acquisition

Extend distribution and international Ganzhou Chinese brand

Develop integrated Camellia Oil business

Extend distribution chain and enhance the industry control position

### 4. Newsflow

- 1. October Harvest update
- 2. November Harvest update
- 3. November Operations description
- 4. December Harvest update
- 5. December Citrus market review
- 6. January 2016 Harvest Update
- 7. February 2016 Financial Results and Dividend (1) announcement
- 8. August 2016 Half Year results



### 5. Summary

A leading citrus harvester in world's largest market

Well positioned to consolidate extremely fragmented sector

Very strong revenue, profitability, cashflows, no debt

PRC Government incentives support business plans

Well-established and stable network for supply of inputs

Proven track record of delivering growth and profitability



#### Contact

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#### **Australia**

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Company secretary

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## Appendices

### Board of directors



#### Mr. Hongwei CAI

• Core leader, founder and Chairman, major shareholder



#### Mr. Ming Sing Barton TSO

CEO, previously ED & CFO of China Fortune (HK listed)



#### Mr. Chiu SO

CFO, previously ED of China Packaging (HK listed)



#### Mr. Michael CHOI

• Non- Executive Director, former member of QLD



#### **Dan Lin**

Non- Executive Director



#### Mr Greg Starr

Company Secretary

### 3. Corporate structure

**Dongfang Modern Agriculture Holding Group Limited** 

**Australia** 

100%



**Worldwide Network Investment Group Limited** 

**Hong Kong** 

100%



Ganzhou Chinese Modern Agriculture Co.,Ltd

People's Republic of China

# Pro Forma Historical and Forecast Income Statements

#### 9.3 Pro Forma Historical and Forecast Income Statements

Tables 9.1 and 9.2 below set out the Pro Forma Historical Income Statements for CY2012, CY2013 and CY2014 and the Pro Forma and Statutory Income Statements for CY2015, in Chinese Renminbi and Australian Dollars Respectively:

Table 9.1	able 9.1			Forecast		
		Pro Forma Historical			Pro Forma	Statutory
RMB'000	Note	CY2012	CY2013	CY2014	CY2015F	CY2015F
Revenue	1	333,174	599,587	741,470	870,775	870,775
Cost of sales		(182,149)	(325,245)	(414,819)	(486,842)	(486,842)
Gross profit		151,025	274,342	326,651	383,933	383,933
Gross Profit Margin		45.3%	45.8%	44.1%	44.1%	44.1%
Selling and distribution expenses		(495)	(646)	(359)	(359)	(287)
Administrative expenses		(11,760)	(12,039)	(11,313)	(11,386)	(25,367)
Total Expense		(12,255)	(12,685)	(11,672)	(11,745)	(25,654)
EBITDA		138,770	261,657	314,979	372,188	358,279
EBITDA Margin		41.7%	43.6%	42.5%	42.7%	41.1%
Changes in fair value of biological assets less costs to sell	2	(4,974)	(1,663)	58,780	-	-
Depreciation		(448)	(435)	(503)	(401)	(267)
Interest income		216	375	833	969	825
Net Profit Before Tax (NPBT)		133,564	259,934	374,089	372,756	358,837
Income tax expense	3	-	-	-	-	-
Net Profit After Tax (NPAT)	4	133,564	259,934	374,089	372,756	358,837

<sup>\*</sup> From page 56 of prospectus

# Pro Forma Historical and Forecast Income Statements

<sup>\*</sup> From page 56 of prospectus

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			Forecast			
	Pro Forma Historical				Pro Forma	Statutory
A\$'000	Note	CY2012	CY2013	CY2014	CY2015F	CY2015F
Revenue	1	50,984	100,719	133,260	176,437	176,437
Cost of sales		(27,873)	(54,635)	(74,553)	(98,644)	(98,644)
Gross profit		23,111	46,084	58,707	77,793	77,793
Gross Profit Margin		45.3%	45.8%	44.1%	44.1%	44.1%
Selling and distribution expenses		(76)	(109)	(65)	(73)	(58)
Administrative expenses		(1,800)	(2,022)	(2,033)	(2,307)	(5,140)
Total Expense		(1,875)	(2,131)	(2,098)	(2,380)	(5,198)
EBITDA		21,325	43,953	56,610	75,413	72,595
EBITDA Margin		41.7%	43.6%	42.5%	42.7%	41.1%
Changes in fair value of biological assets less costs to sell	2	(761)	(279)	10,564	-	-
Depreciation		(69)	(73)	(90)	(81)	(54)
Interest income		33	63	150	196	167
Net Profit Before Tax (NPBT)		20,439	43,664	67,233	75,528	72,708
Income tax expense	3	-	-	-	-	-
Net Profit After Tax (NPAT)	4	20,439	43,664	67,233	75,528	72,708

Note 1: Refer to Section 9.6 for a detailed analysis of the Company's revenue streams and business channels.

Note 2: The Company controls plantations via land use rights (LURs) or are leased. Plantation bases that are held under LURs, are classified as biological assets and recognised in the balance sheet initially at cost, and subsequently at their fair values with any changes in fair values recognised in the profit or loss.