



## **ASX RELEASE**

### **TFS EXCEEDS SALES FORECAST**

02 July 2010

Sandalwood grower and processor, TFS Corporation (TFS), has today announced total sales of approximately 1,088 hectares of Indian Sandalwood an increase of 6% on FY09.

#### **Non MIS Sales**

TFS has achieved sales from non-MIS institutional investors of 782 hectares, representing an increase of 120% on FY09.

#### **MIS Sales**

TFS has closed its retail MIS for FY10 having accepted applications for approximately 306 hectares of the Indian Sandalwood project for the FY10 financial year, down 54% on FY09.

#### **FY10 Earnings Guidance**

Following this sales result, TFS advises that it maintains its FY10 earnings guidance.

“We are extremely pleased with this sales result which is in line with the forecast we made at the outset of the financial year, and which is testimony to the appeal of our Indian Sandalwood product,” said Frank Wilson, Executive Chairman. “Given the dramatic decline in overall MIS sales in Australia in FY10, we believe this outcome vindicates our strategy to move away from reliance on MIS and reflects the strong long term market outlook for Indian sandalwood products and the growing recognition of our company’s future position as a leading industrial company supplying sandalwood oil and sandalwood by-products to a robust and growing global market.”

TFS expects to release its full year results during the week commencing 23 August 2010.

#### **For further information, please contact:**

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## ABOUT TFS

TFS Corporation Ltd (ASX: TFC) is an owner and manager of Indian sandalwood plantations in the east Kimberley region of Western Australia. As part of its vision to be a vertically integrated producer of finished sandalwood products, TFS owns a significant proportion of the plantations in its own right and in 2008 acquired Mount Romance Australia (Mount Romance), the Albany-based sandalwood processor and oil distributor.

TFS was founded in 1997 to exploit the success of government trials into the plantation growth of Indian sandalwood in the Ord River Irrigation Area (ORIA) of north-east Western Australia.

TFS's first planting was in 1999 and it now manages the largest area of Indian sandalwood plantation in the world, with approximately 3,500 hectares planted in the ORIA. The majority of the TFS plantations are managed on behalf of investors in Managed Investment Schemes regulated by ASIC and the ATO.

TFS has a land bank of over 2,600 plantable hectares for future sandalwood plantings in the ORIA and at its Kingston Rest property 65 kilometres south of the ORIA.

The company listed on the Australian Stock Exchange in December 2004 and is currently capitalised at approximately \$190 million.

TFS is committed to adopting and maintaining the highest environmental and ethical standards in all aspects of its business. All plantations are grown on land that has previously been used for agricultural or horticultural production. As the first ORIA land owner to recycle its water, TFS was the winner of the 2006 State Regional Water Award.

TFS was recently ranked as an industry leader in ethical and sustainable practices by Oekom Research, a leading international ratings agency.

In 2009, TFS entered the prestigious Forbes Asia Pacific's '*Best Under a Billion*', which recognises the Top 200 companies from more than 25,326 publicly-listed firms in the Asia/Pacific region with revenue of less than US\$1 billion.



### About Indian Sandalwood

Indian sandalwood has a history as a tradeable commodity spanning thousands of years, but is now endangered due to the illegal harvest of wild trees throughout the world. As a result, Indian sandalwood is the world's most expensive tropical hardwood and continues to increase in price each year. Its heartwood currently trades for in excess of A\$110,000 per tonne, having risen at a compounded rate of over 18% per annum over the past 18 years.

Indian sandalwood oil is a globally important ingredient in fine fragrances, cosmetics and toiletries, incense sticks, and for medicinal purposes (aromatherapy and Chinese medicine) and the wood is used for high quality carvings.

Indian sandalwood has a well entrenched market throughout the world, particularly in India and China, two of the fastest growing economies in the world.