



Alterra

Originate | Develop | Manage

ShareCafe Hidden Gems Webinar Carpenters Presentation

March 2021

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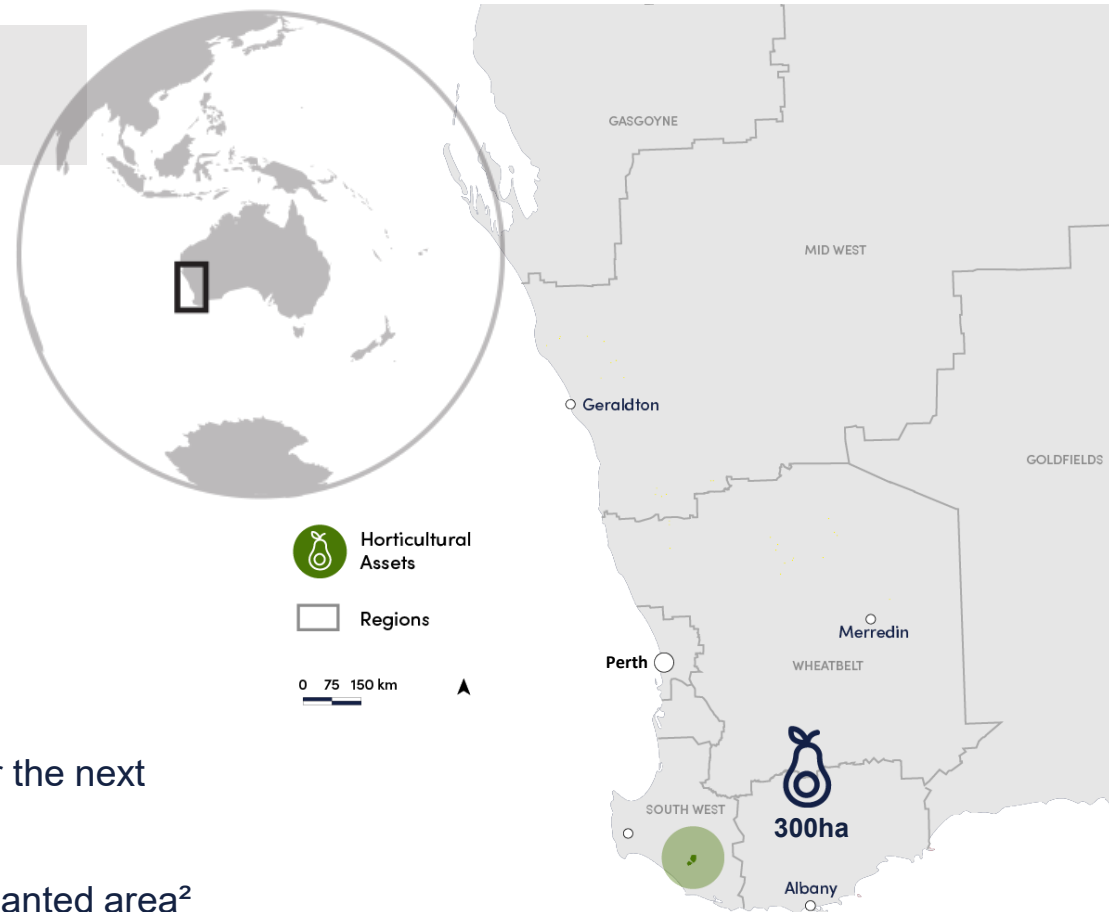
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Carpenters Project is Alterra's 100% owned flagship 300ha land and water development project

- Large-scale horticultural development located in Pemberton, Western Australia
- \$40.6m development cost (\$33.8m net of management fees)
- Estimated \$1.1bn project life revenue¹
- 5ha planting completed in October 2020
- 4,100ML dam construction underway
- Balance of 300ha orchard set for development over the next three years
- Carpenters targeting to be 10% of WA's avocado planted area²



¹ Source: Carpenters Feasibility Study December 2020, based on developing 300-hectares producing 185,000 tonnes over the next 30-years at a long-term forecast price of \$6,000 per tonne

² Source: Avocados Australia. "Avocados Australia's 2019 OrchardInfo Report". This report has been produced by project *Avocado industry and market data capture and analysis*.

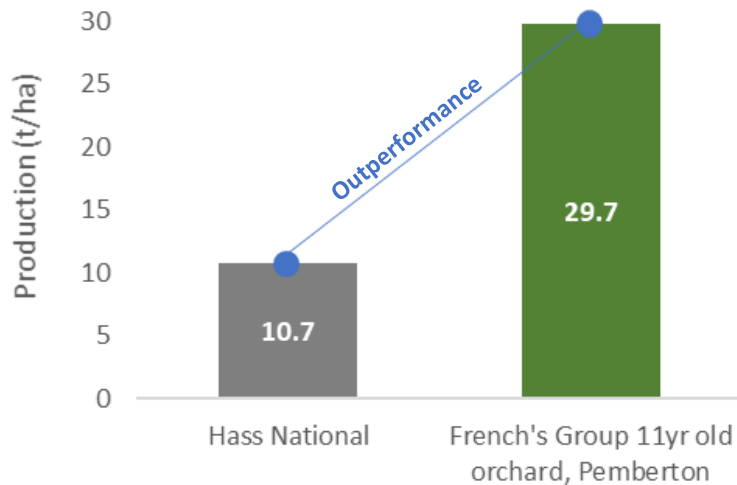
Why Invest in Alterra?



- Direct exposure to water and land development
- Once developed, Carpenters will be one of the largest avocado orchards in Australia
- Pemberton - internationally recognised premium avocado region with a unique climate and marketing window
- Planting commenced CY20 – multiple value steps over next three years

EXPERTISE

Alterra's local partner has consistently outperformed the national production average



**French's Group is Alterra's local avocado partner for South-West of Western Australia. Alterra's production system has been informed by French's Group's proven production model.*

Source: Avocados Australia. "2019 Orchard Info Report". November 2019.
/ French's Group proprietary production data 2019-20 season

ASSET

Carpenters has the ideal water, soil, climate and market window for large-scale avocado production



Development land



Avocado orchard

Long Term Input Assumptions

Yield: 22.5 – 32.5 tonnes per annum

Forecast Price: \$6,000 per tonne

Project Life: modelled 30 years

Production over Life: 185,000 tonnes



Carpenters has all the components required for a top tier horticulture asset



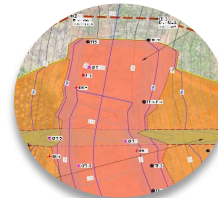
Land Secured

- ✓ 50-year lease
- ✓ 300ha plantable area



Water Secured

- ✓ 4,100ML dam funded & under development
- ✓ 3,000ML water licence



300ha Feasibility Completed

- ✓ Feasibility accepted by Board
- ✓ Development blueprint adopted
- ✓ Investment decision made



Project Development Underway

- ✓ Stage 1: 5ha planting complete
- ✓ Stage 2: 52ha site preparation commenced
- ✓ Infrastructure established



Market Accessible

- ✓ Premium marketing window
- ✓ Access to domestic and international markets
- ✓ Packing and distribution centre within 30km

Not all images are representative of the Carpenters site and are for illustration purposes only

In 2019, global avocado production hit 7.2 million tonnes with 2.6 million tonnes of fruit traded internationally (AU\$10.4 bn²) with domestic and export markets forecast to increase over the long term

Burgeoning Demand

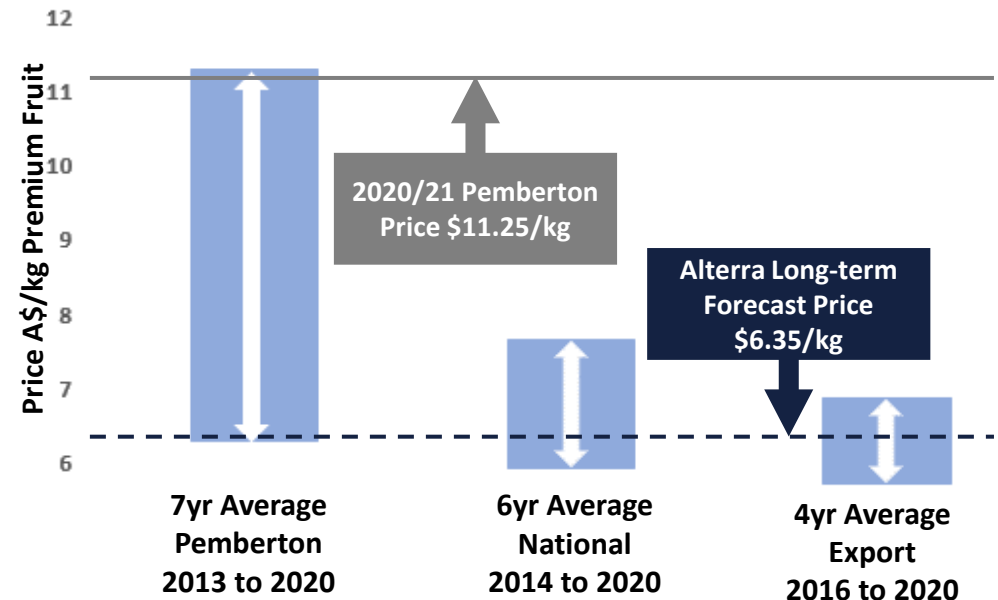
- Domestic: per capita consumption of 3.8kg per person, which is expected to increase to 7.1kg per person by 2035¹
- Pemberton marketing window (September to February) aligns with period of peak prices and supply shortages
- Global avocado 2019 trade 2.6 million tonne @ 5-year CAGR of 11.5%²
- South & East Asia (excl. China) imports of c.116,000t in 2019 @ 5-year CAGR of 11.5%, with only c.4,000t supplied by Australia²



The APMS packing & exporting facility located 30 kms from Carpenters

Image: Advanced Packing & Marketing Services (APMS) <https://www.advancepackingandmarketing.com.au/>

Alterra adopted conservative forward-looking prices in its feasibility study, to deliver a robust development capable of weathering a substantial reduction in avocado prices



Source: French's Group / Avocados Australia, "Facts at a Glance 2019-20", November 2020

1 Source: Fresh Market Intelligence, "Market Analysis for Australian Grown Avocados", December 2020

2 Source: ITC Trademap

Key Project Financial Metrics



Assumptions		
Planting Stages	ha/Stage	Stage 1: 5ha Stage 2: 52ha Stage 3: 160ha Stage 4: 83ha
Term of Lease	Yrs	50 (30 + 10 + 10)
Yield	Avg t/ha at maturity	27.5
Life of orchard	# harvests	30
Avocado Price (WAV)	\$/kg (\$/tray equiv.)	\$6.01 (\$33.06) from Q4 FY26
Outputs (net of management fees)		
Development Funding Required	AUD	Stage 1: Complete Stage 2: \$3.0m Stage 3: \$10.9m Stage 4: \$19.9m
Project IRR	% pre/post SPV tax	22.4% pre-tax 20.1% post-tax
Project NPV at 8.0% WACC	\$m post SPV tax	\$99.3m
Benchmarking (Maturity)	\$/ha average	\$/tray equiv (5.5kg) average
Revenue	\$161,200	\$33.07/tray

Figures are based on Alterra's feasibility study, as accepted by the Alterra Board in December 2020. The amounts reported are net of management fees and presented on the basis that the project is and continues to be 100% owned by Alterra



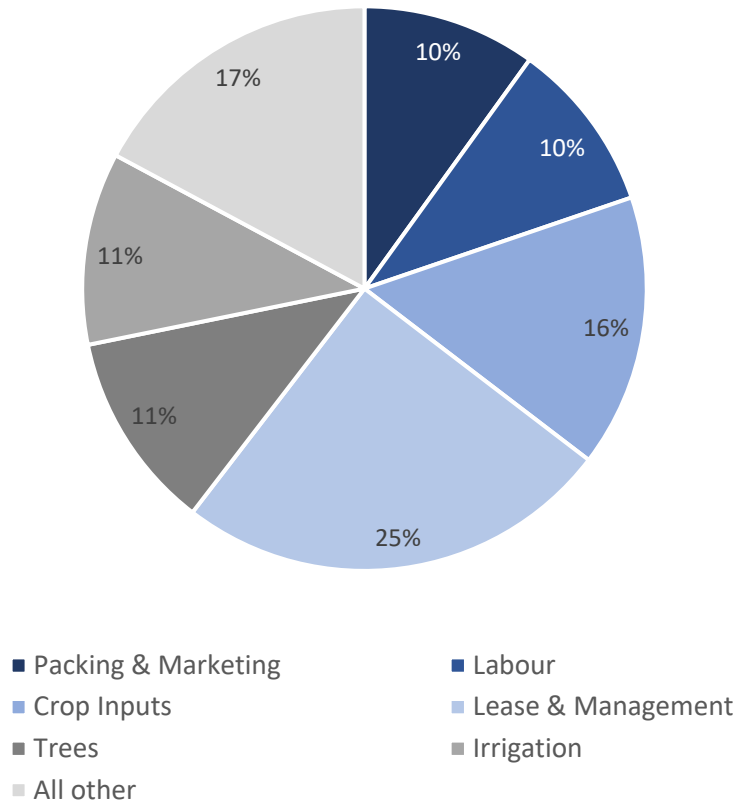
French's Group Avocados

Source: Carpenters Feasibility Study December 2020



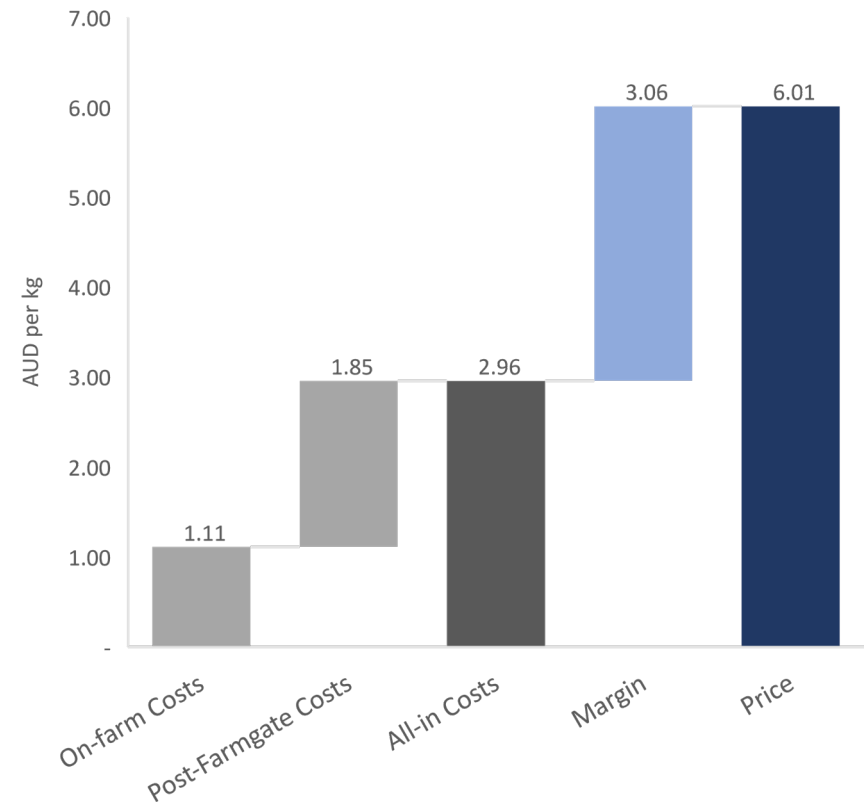
Development Funding Use of Funds

Capital expenditure represents 27% with the remaining funds used to cover operational expenditure as the orchard matures



Indicative Margin Analysis

Carpenters is targeting a production cost delivered to market of \$2.96 per kg which equates to 65c per avocado¹



Carpenters Development Roadmap



Project origination, feasibility & priming for development stage

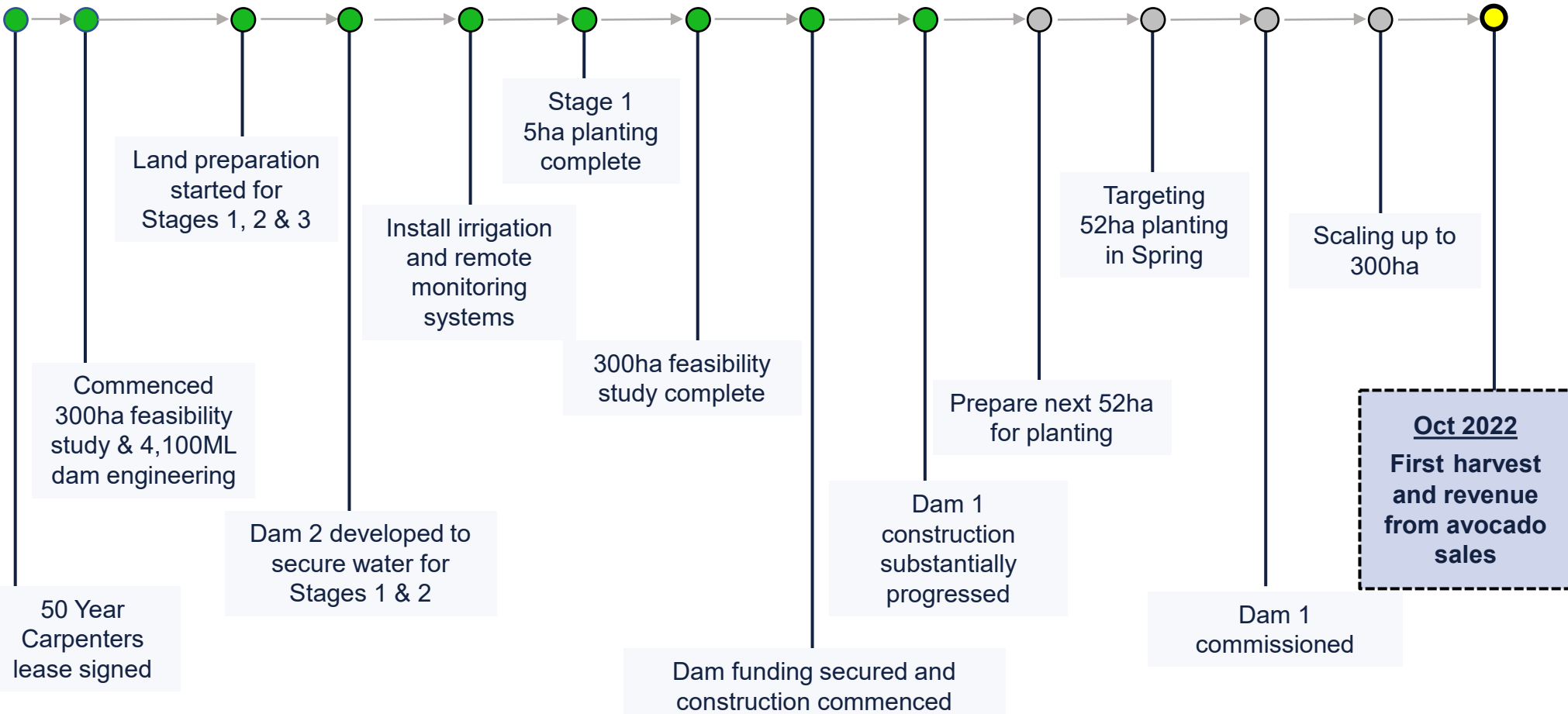
Stage 2 development & value add

Revenue growth to realise value

2020

2021

2022 onwards



Project highlights from last 12 months



5-Hectare Planting

JUNE 2020



OCTOBER 2020



Dam 1 Capacity 4,100ML

JUNE 2020



Dam 2 Potential Capacity up to 850ML

JUNE 2020



MARCH 2021



MARCH 2021



MARCH 2021



MARCH 2021



Sustainable Development Goals - Creating Positive Change



The Company's developments are supported by local execution partners and landowners with extensive horticultural and generational farming experience. Alterra promotes sustainable agriculture, enhances economic livelihood, generates productive employment in rural communities and embraces the United Nations Sustainable Development Goals in all aspects of our operations





Alterra is an ASX-listed originator, developer and manager of land and water assets in Australia



KEY METRICS

52W High	AUD	0.065
52W Low	AUD	0.028
Issued Capital	million	185.2
Options on Issue @\$0.04 exp 9 Dec 23	million	18
Market Capitalisation 4.6c/share	AUD \$m	8.5
Cash on Hand	AUD \$m	2.8
Net Assets	AUD \$m	5.37
30 Day VWAP	AUD	0.046

Note: Metrics as of 18 March 2021. 23m Performance Rights on issue subject to vesting milestone

KEY SHAREHOLDERS

Sandon Capital	22.21%
Emanuel Exports	19.95%
Directors & Advisory Board	5.30%
Technical Partners	2.71%



JOHN MCGLUE

Chairman

30 years of corporate communications and financial markets experience.

Corporate transactions, complex disputes and shareholder activism specialist.



JOHN PALERMO

Non-Executive Director

Chartered Accountant with 22 years of experience in corporate accounting.

Chair of Chartered Accountants Australia and New Zealand.



OLIVER BARNES

Chief Executive Officer

BSc Agricultural Business Management

14 years of asset development experience covering agricultural, horticultural, and forestry assets in Australia, Sub-Saharan Africa and Eastern Europe.



FRENCH FAMILY / FRENCH'S GROUP

Local Partner: Great Southern Region

33 years developing high performance avocado orchards in Pemberton Region, WA.

Significant downstream avocado packing and exporting experience through packing business.



JOHN POYNTON AO

Chair of Advisory Board

Officer in the General Division of the Order of Australia and Western Australian Citizen of the Year Award.

Director of The Future Fund, Australia's A\$166bn sovereign wealth fund.



MARK CLEMENTS

Non-Executive Director and Company Secretary

25 years of experience in corporate finance, ASX compliance and corporate governance.

Fellow of the Governance Institute of Australia, and a Member of the Australia Institute of Company Directors.



HENK LUDIK

Chief Operating Officer

B.Eng, MSc Eng, MBA

16 years of infrastructure and large-scale project development across Africa, Europe, North America and Australia.



ECKERSLEY FAMILY / YAMBELLUP ESTATE

Local Partners: Harvey Region

Extensive horticultural experience covering avocados, citrus and grapes with 90ha of established avocado and citrus orchards.

Former Chair of Citrus WA.



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