



SELECT HARVESTS

Select Equities Investor Conference

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Managing Director & CEO

SUPPLYING PLANT BASED PROTEIN TO THE WORLD



Disclaimer & Basis of Preparation

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The Select Harvests Limited financial statements are prepared in accordance with Australian Accounting Standards, other authoritative pronouncements of the Australian Accounting Standards Board, Urgent Issues Group Interpretations and the Corporations Act 2001. This includes application of AASB 141 Agriculture in accounting for the current year almond crop, which is classified as a biological asset. In applying this standard to determine the value of the current year crop, the Company makes various assumptions at the balance date as the selling price of the crop can only be estimated and the actual crop yield will not be known until it is completely processed and sold. The resulting accounting estimates will, by definition, seldom equal the related actual results, and have a risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year.

This announcement has been approved by the Board of Select Harvests



SELECT HARVESTS



Select Harvests Overview

One of the worlds largest almond growers, with a geographically diverse 9,262-hectare orchard portfolio

Company Overview

- Listed on the ASX (SHV), with a market capitalisation of A\$630m (24 October 2022) and 611 employees.
- Australia's second largest almond producer and marketer with core capabilities across: Horticulture, Orchard Management, Nut Processing, Sales and Marketing.
- We supply the retail and industrial markets, exporting almonds globally. Continuing to build relationships in the fast-growing markets of India and China, as well as maintaining established routes to market in Asia, Europe and the Middle East.

Orchard Profile

- Geographically diverse almond orchards located in Victoria, South Australia and New South Wales, with a portfolio that includes more than 9,262 hectares of company owned and leased almond orchards and land suitable for planting.
- Select Harvests weighted average almond orchard age is 13.5 years, with 100% of current planted hectares cash generative. Almond orchards remain economically viable for +25 years, providing Select Harvests with a solid foundation for long term growth.
- Our state-of-the-art Carina West processing facility has the capacity to process above 30,000 MT of almonds in the peak season and is capable of meeting the ever-increasing demand for in-shell, kernel and value-added product.

Almond Market

- The global almond market was valued at US\$8.6bn in 2020/21. The U.S. (California) accounted for 79% of world production in 2020/21, followed by Australia and Spain at 7% each. Australia has more than doubled its almond production in the last 10 years.
- The underlying fundamentals of our business remain strong. Demand for almonds, both in their natural form and as a value-added food ingredient, in products such as plant-based milks and yogurts, continues to grow.
- We expect to see good consumption of almonds during the upcoming festive seasons of Diwali, Christmas and Chinese New Year. Customers will need to plan shipments earlier to ensure supply can meet demand.

Growth Strategy

- Select Harvests remains well positioned through its low operating costs, ability to deliver large scale value-added production and strong balance sheet to benefit from the growing global demand for almonds.
- Our investment in greenfield developments and orchard acquisitions, including the December 2020 acquisition of the 1,566-hectare Piangil Almond Orchard, will platform long term growth.
- We continue to assess opportunities to increase our almond production base through acquisitions, if suitable orchards become available.



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Value-Added Almond Forms



Whole Blanched



Natural Sliced



Blanched Sliced



Slivered



Diced



Fine Flour



Extra Fine Flour



Paste

Demand for Select Harvests value-added industrial almond products continues to grow under our *Renshaw* and *Allinga Farm* brands.

State of the art, fully automated manufacturing process for a comprehensive range of value-added almond products.



We do more than just grow Almonds



SELECT HARVESTS



Delivering on our strategy

Select Harvests – in control of our destiny

VISION

To be a Leader in the Supply of Better for You Plant Based Foods

VALUES



TRUST & RESPECT

DO THE RIGHT THING



INTEGRITY & DIVERSITY

BE ONE TEAM



SUSTAINABILITY

PROTECT AND GROW



PERFORMANCE

OWN IT



INNOVATION

THINK OUTSIDE THE SQUARE

STRATEGIC PRIORITIES

THE PATHWAY TO ACHIEVING OUR VISION

Optimise the Almond Base

Increase productivity and achieve sustainably high yields from our growing almond orchard base

Grow our Brands

Grow our industrial brands, aligned to the increasing consumption of plant based foods

Expand Strategically

Pursue value accretive acquisitions that align with our core competencies in the plant based agrifoods sector

OPERATIONAL FOCUS

WHAT WE DO EVERYDAY

Customers

Exceed our current customer's expectations and grow our customer base, focused on the Asian marketplace

Supply Chain

Optimise our end-to-end supply chain to achieve maximum value for the business as a whole

People

Focus on a safe working environment, well-being, company culture, leadership development and staff training, attraction and retention

Capital

Target capital discipline, balance sheet strength, superior shareholder returns and long term growth

GOAL

Sustainable Shareholder Value Creation

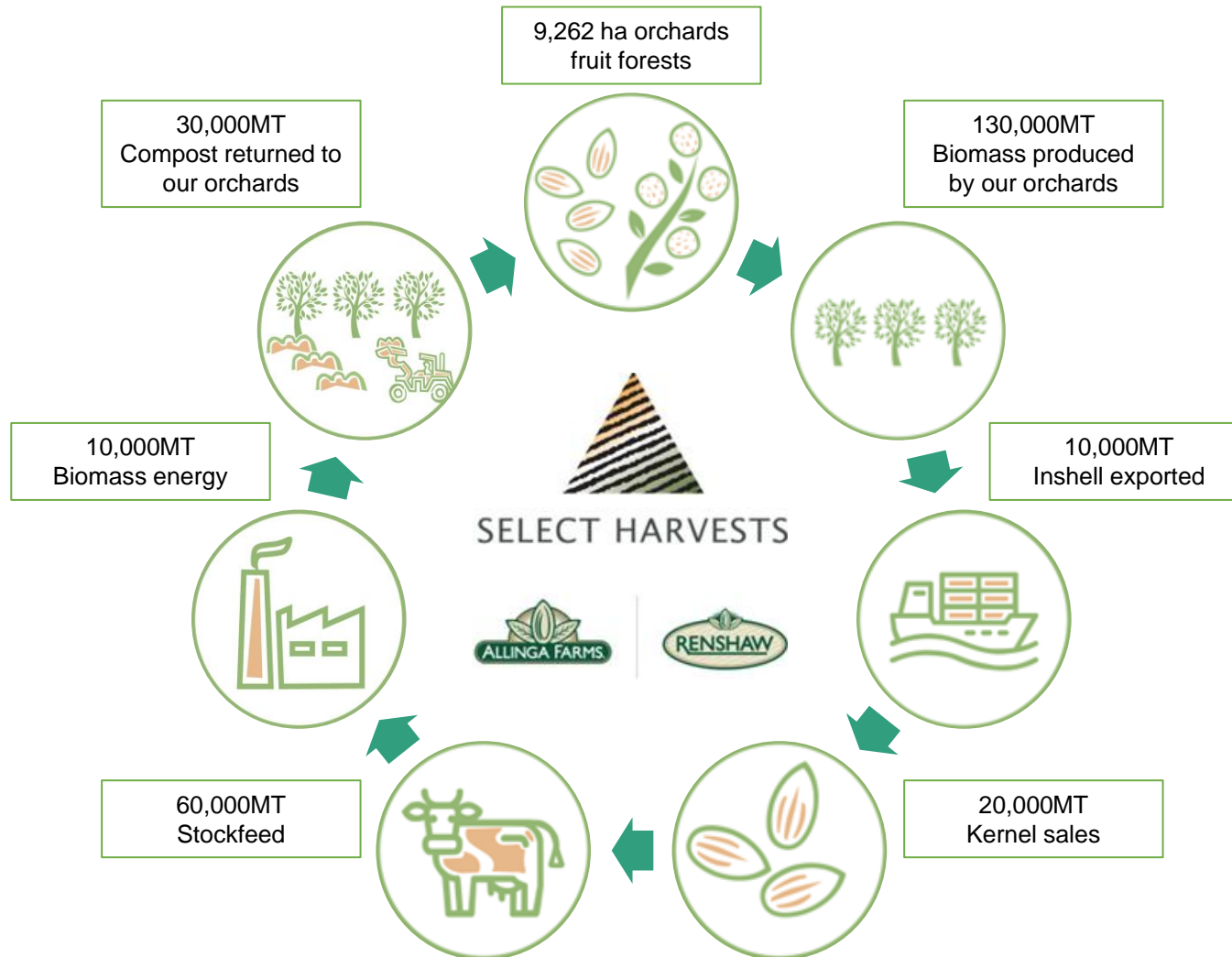


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Growing almonds in a closed loop

Maximizing our resource use and financial return by utilizing everything we grow



- Almond trees in California absorb more CO₂ than they produce during their lifetime¹
- Almonds provide a very high nutritional value, ranking the highest amongst all crops²
- The direct economic benefits of almond production based on market sales are larger than any other crops³
- Research is being undertaken in Australia to establish Australian Almond Industry position.

1: Marvinney, E., Kendall, A. A scalable and spatiotemporally resolved agricultural life cycle assessment of California almonds. Int J Life Cycle Assess

2: Fulton, J., Norton, M. and Shilling, F. (2019). Water-indexed benefits and impacts of California almonds. Ecological Indicators.

3: March 2021 Report on the 'Economic contribution of the Australian Almond Industry' by RMCG Consulting for Horticulture Innovation Australia



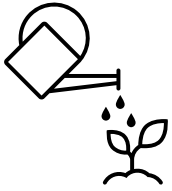
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Select Harvests commitment

We have a responsibility to respond to changing community values and expectations

Water stewardship



Expectation: minimise water use.

Commitment: we will manage our water use through irrigation practices that result in productive and efficient use of water.

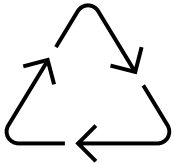
Air and land stewardship



Expectation: protect the natural environment.

Commitment: we will be responsible custodians of our land and air resources. We will create no damage and protect our natural environment.

Reducing and recycling waste



Expectation: minimise waste.

Commitment: we will reduce waste across our business, including zero biomass waste to landfill. We will strive for 100% recycled and/or recyclable packaging.

Carbon neutrality



Expectation: carbon neutral by 2050 or earlier.

Commitment: we will develop a plan to be carbon neutral by 2050 or earlier. We will maximise opportunities to make a positive impact through almond growing and processing.

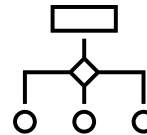
Internal and external stakeholders



Expectation: model regional citizen.

Commitment: we will work with suppliers, clients, communities, and employees to understand and meet their expectations.

Implementation and oversight



Expectation: there is appropriate oversight.

Commitment: we will operate legally and ethically and provide appropriate transparency. Our business will continue to be overseen by an independent Board.

Today the major community focus is on: Gender, Carbon and Water

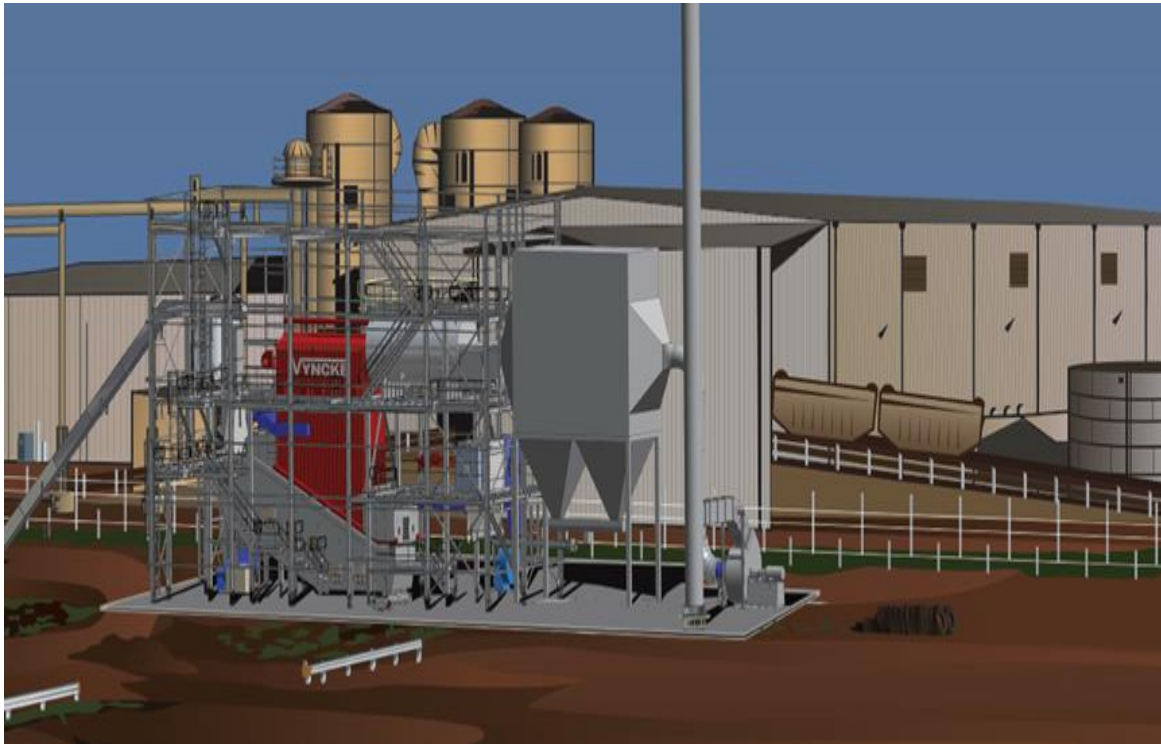


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Project H₂E: hull to energy

Our Hull to Energy (H2E) co-generation power plant generates electricity from our almond by-products



Almost 30% of Select Harvests' almond by-product is consumed by the H2E Power Station to produce low carbon emissions energy that is used to power our Carina West processing facility and neighbouring orchards.

Co-Waste projects

Select Harvests is undertaking three co-waste projects to increase sustainability and generate positive commercial outcomes for the business



Almond Hull to Energy

Select Harvests co-generation power station is the integral link for our three sustainable co-waste projects

Benefits

- Waste recycling
- Compost generation
- Renewable energy

Next Steps



Waste Ash to Compost

Waste ash by-product generated by our co-generation power station is being used to produce high-quality compost

Benefits

- Replaces chemical fertiliser
- Improves soil quality
- Improved tree health

Commercial Licence



Almond Hull to Fertiliser

Select Harvests has developed a novel process for digesting almond hull to produce liquid and solid fertilisers

Benefits

- Replaces chemical fertiliser
- Current trials show preliminary results increase soil carbon levels by up to 100%
- Improves soil health and potentially water efficiency

Pilot Plants



Fly Ash to Liquid Fertiliser

Select Harvests developed a novel process to convert waste ash into high-grade potassium rich liquid fertiliser

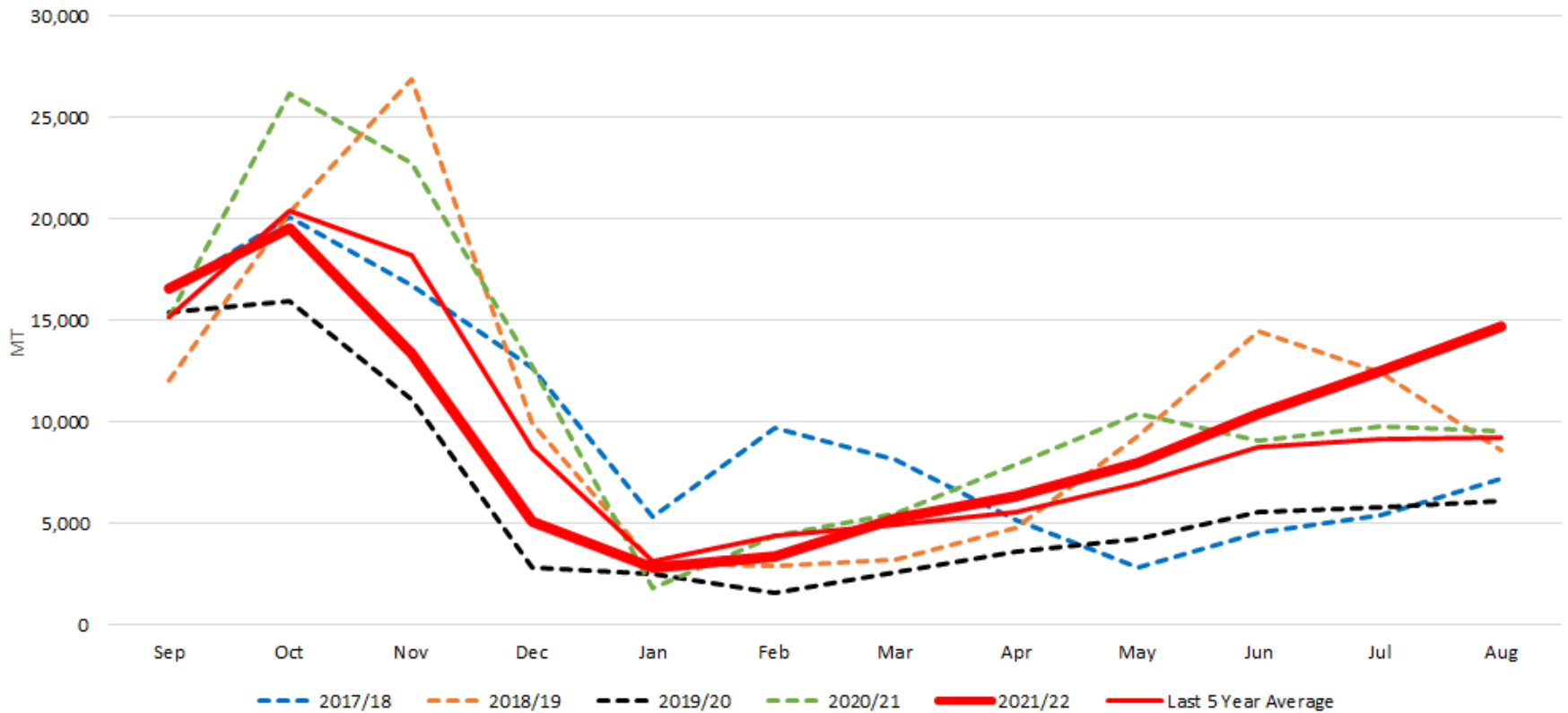


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U.S. and Australian Almond Exports to China

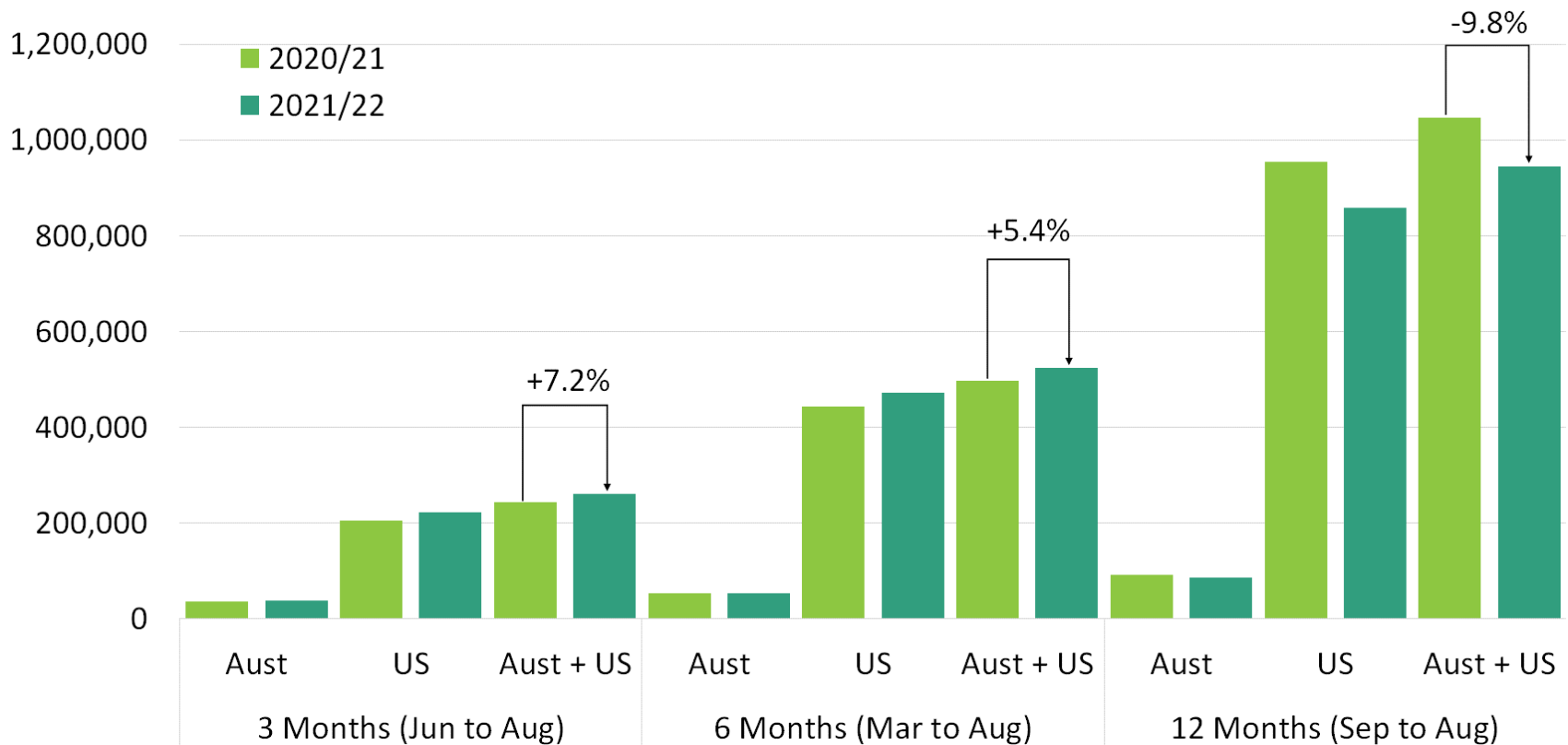
Combined U.S. and Australia almond exports to China have been above the 5-year average since March 2022, despite ongoing lockdown and COVID-19 restrictions



Total U.S. and Australian Almond Exports

Industry recovering from COVID bottlenecks, with combined U.S. and Australian export shipments up over the last 6 months

U.S. and Australian Almond Exports (MT)



Overview & Market Outlook

Industry recovering from COVID bottlenecks

Supply

- USA: early indications suggest drought tree stress is having an impact on volume quality and size of the 2022 CA almond crop
- Spain: the USDA is estimating a Spanish crop of 68,273 MT, a decrease of 27% compared to the previous year
- Australia: experienced record monthly shipments in August 2022, with shipments on track for another record year
- Carry-over: lower expectations for the current U.S. crop have mitigated some concerns over the previous seasons carry-over crop

Demand

- China: active interest being observed from the China market, with combined U.S. and Australian exports up MoM since Jan-22
- India: early season Diwali shipments currently being unwound, with demand potentially picking up over the coming months
- Inventory remains elevated in some markets, but will re-balance as the expectations of the coming U.S. crop have been tempered
- Value-added product demand is being impacted by higher consumer inflation in the key markets of the U.S. and Europe

Costs

- Water: California continues to experience severe drought conditions, impacting the costs and availability of water for almonds
- Ag Chem and Fertiliser costs have reduced from their peak earlier in 2022. Lower costs will not impact current U.S. and Australian crops
- Energy costs are likely to remain elevated, weighing on both production costs and consumer disposable income, esp. in Europe
- Labour supply can meet demand, with labour markets opening up following the removal of COVID-19 border restrictions

SHV

- Pollination industry impacted by movement restrictions - full impact will be not known until Dec crop forecast
- Wet weather are creating operational challenges, currently no significant impacts to tree health or asset damage
- Processing: Hulling & Shelling has been completed and sorting & packing well progressed
- Co-waste early analysis of waste digestion project is positive based on anecdotal feedback from the Monash University trial
- FY22 Results announcement 11am 22 November 2022



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