



SELECT HARVESTS

1H FY2022 Half Year Results Presentation

27 May 2022

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SUPPLYING PLANT BASED PROTEIN TO THE WORLD



Disclaimer & Basis of Preparation

This presentation is provided for information purposes only and has been prepared using information provided by the company. The information contained in this presentation is not intended to be relied upon as advice to investors and does not take into account the investment objectives, financial situation or needs of any particular investor. Investors should consider their own individual investment and financial circumstances in relation to any investment decision.

Certain statements contained in this presentation may constitute forward-looking statements or statements about future matters that are based upon information known and assumptions made as of the date of this presentation. These statements are subject to risks and uncertainties. Actual results may differ materially from any future results or performance expressed, predicted or implied by the statements contained in this presentation.

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.



Business Performance



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Operating Performance

Harvest has been hampered by ongoing rain events, preventing access to the orchard and providing insufficient on orchard drying time. Approximately 4,000MT of kernel product remain to be harvested.



Almond Sales

With the global market starting to become increasingly active the company's focus is on selling the remainder of the 2022 crop. The focus will be direct access markets China and SE Asia.



Processing

Over 38% of the 2022 total crop has been processed to date with no major issues identified (other than lower inshell production). Recent investment in the new sorting and packing line has led to increased packing throughput and less quality issues.



Water

2022 crop water commitments have been completed, with a lower cost per kg achieved. The market cost of temporary water continued to decline as the 2022 crop year progressed.



Food Division Restructure

The company will have fully exited from the Thomastown site by 30 June 2022, with costs lower than those provisioned in FY2021.



Shipping & Logistics

The Company closely monitors and manages its export program based on accessibility, freight rates and associated costs. Where possible recent freight price increases will be passed on to our customers.



Corporate

Capital and cash management remain a key focus. Inventory levels remain higher than the same period last year as the sales program slowed resulting in higher levels of 2021 crop being held and reduced 2022 inshell sales.



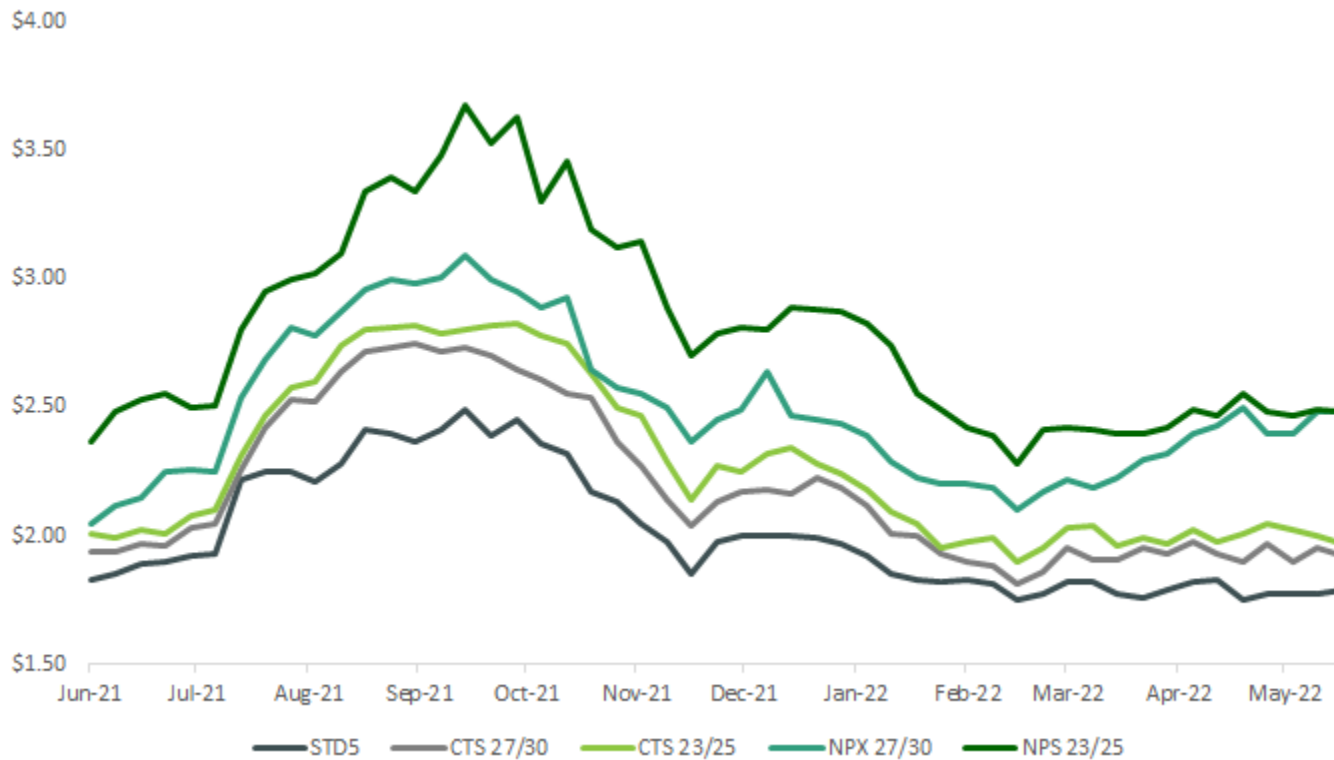
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Almond Price

The Industrial Value-Add Almond Business was impacted by a higher raw material input cost, with higher value prior year almond crops used in production.

Almond Prices (US\$/Lb)



Triple Bottom Line Focus

Sustainability is a core value underpinning our business strategy and centres across three platforms: Planet, People and Profit.

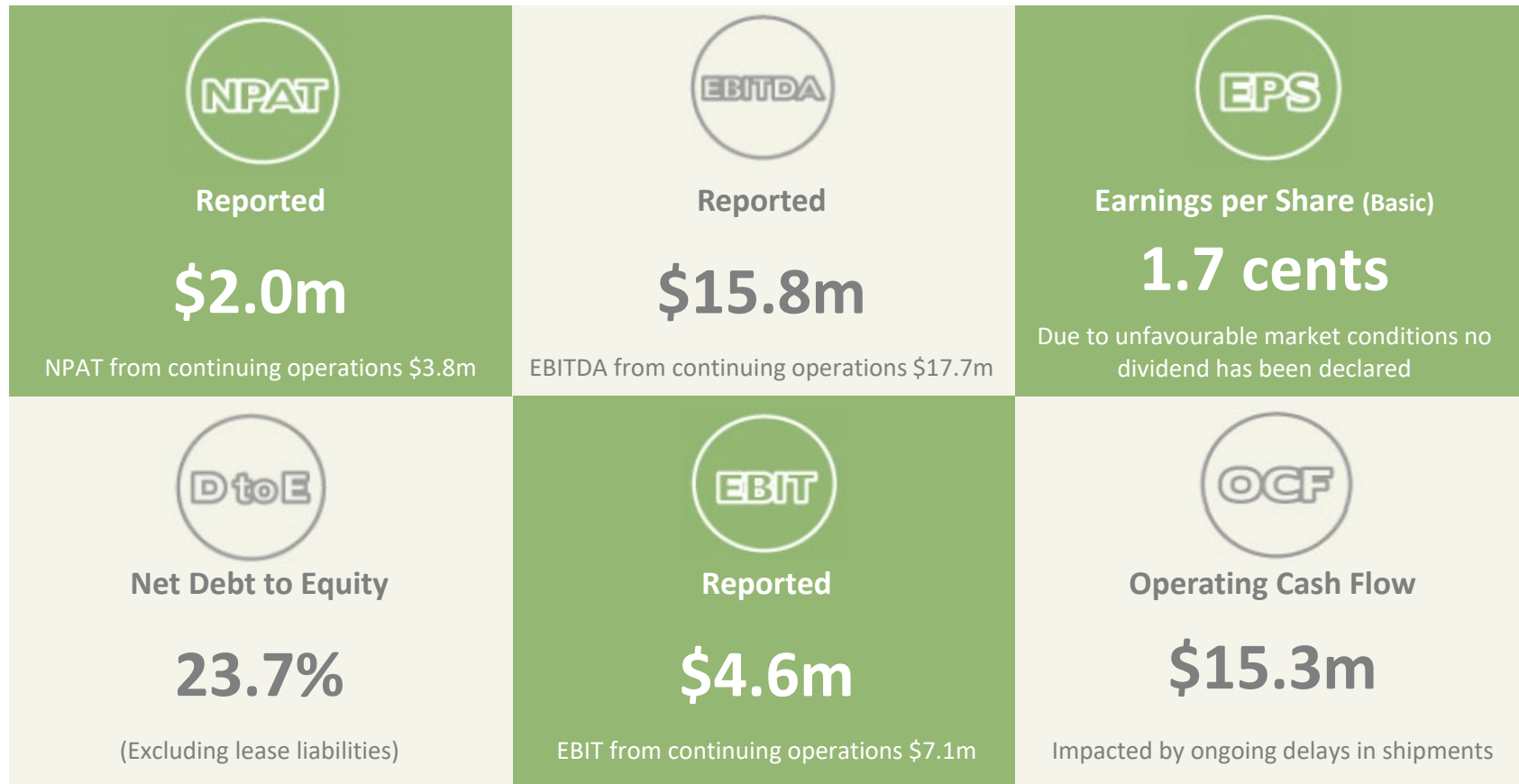


1. ROCE: Return on Capital Employed. WACC: Weighted Average Cost of Capital



1H FY2022 Financial Overview

A lower almond price has impacted earnings. Without an improvement in almond pricing, it is anticipated that the second half result will be similar to the first half result.



Note: certain financial measures mentioned in this presentation (including EBITDA, EBIT & ROCE) are Non-IFRS measures. They are used by the company and are relevant because they are consistent with measures used internally by management and by some in the investment community to assess the operating performance of the business. The non-IFRS measures have not been subject to audit or review.



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1H FY2022 Operating Overview

Continue to maintain better than industry standard yields, with a record almond crop estimated for 2022. Growing costs remain well controlled and per kg are lower overall due to the decreased water costs.



Almond Crop

29,630 MT

Continue to maintain better than industry standard yields



Fair Value Almond Price

\$6.64/kg

51% of the 2022 crop has been contracted for sale



Currency

\$0.72 AUD/USD

Crop export sales fully hedged



Total Almond Production Costs

\$5.60/kg

Growing costs remain well controlled



People and Safety

↓ 8.5% LTIFR¹

Over the last 6 months to March 2022



Water Costs

30% Reduction

In water costs vs. 2021 crop



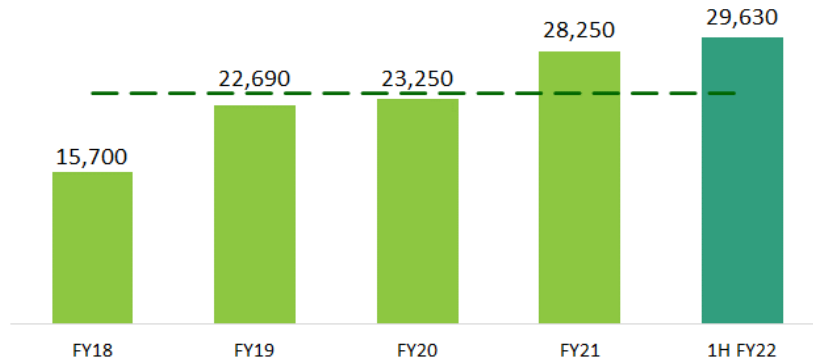
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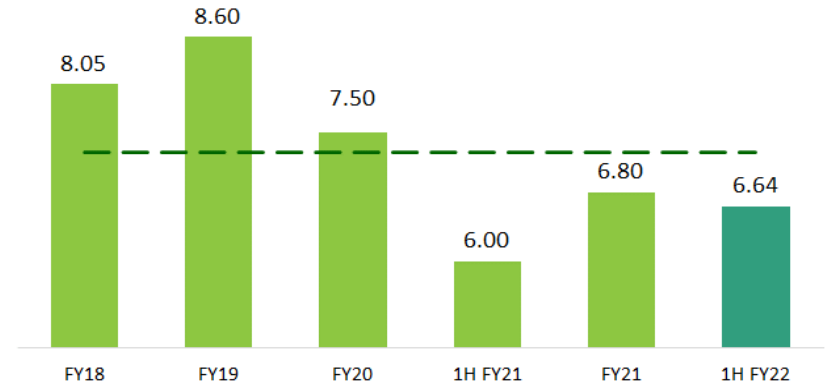
1H FY2022 Results in Context

Focused on factors within our control such as almond volume, quality and production cost.

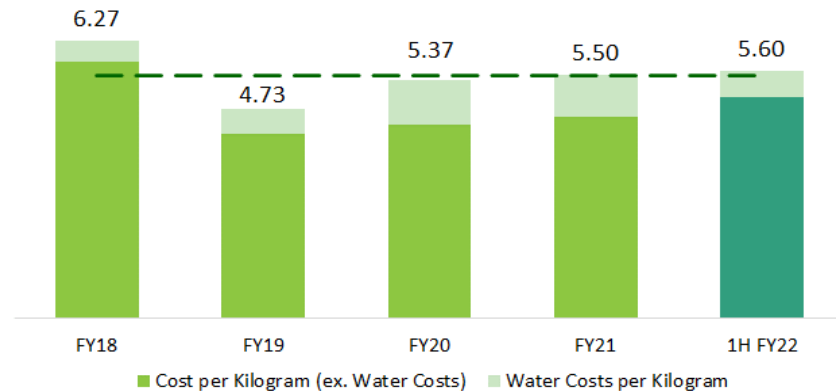
Almond Volume (MT)



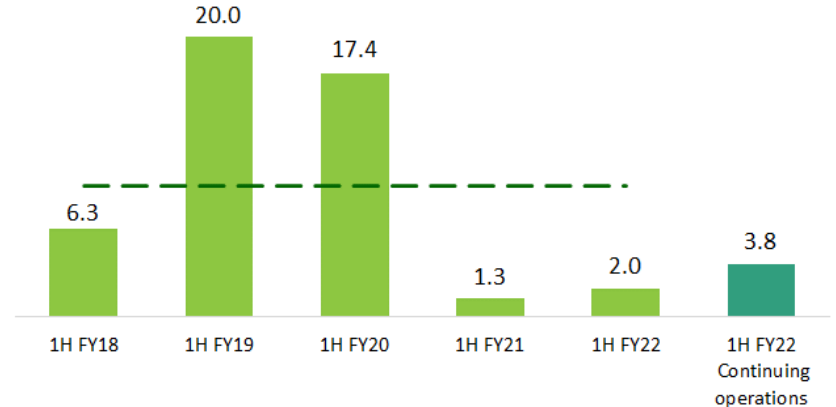
Fair Value Almond Price (\$/kg)



Total Almond Production Cost (\$/kg)



NPAT (\$m)



— 5 Year Average



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Income Statement

Result impacted by the lower almond price

\$ millions (except where indicated)	1H FY2022	1H FY2021	Variance	% Change
Almond volume (Mt)	29,630	28,250	1,380	4.9%
Almond price (\$/kg)	6.64	6.00	0.64	10.7%
Continuing operations:				
Revenue	68.7	84.8	(16.1)	(19.0%)
EBITDA	17.7	14.9	2.8	18.8%
EBITDA margin (%)	25.8%	17.5%	8.3%	47.4%
Depreciation and amortisation	(10.6)	(9.3)	(1.3)	(14.0%)
EBIT	7.1	5.6	1.5	26.8%
EBIT margin (%)	10.3%	6.6%	3.7%	56.1%
Interest expense	(1.7)	(1.2)	(0.5)	(41.7%)
Tax expense	(1.6)	(1.3)	(0.3)	(23.1%)
Net profit after tax	3.8	3.1	0.7	22.6%
Earnings per share (cents)	3.1	2.6	0.5	19.2%
Discontinued operations:				
EBIT	(2.5)	(2.6)	0.1	3.8%
Interest expense	(0.0)	(0.0)	0.0	0.0%
Restructuring expense	-	-	0.0	-
Income tax benefit	0.8	0.8	0.0	0.0%
Loss from discontinued operations	(1.8)	(1.8)	0.0	0.0%
Reported Net profit after tax	2.0	1.3	0.7	53.8%
Earnings per share (cents)	1.7	1.1	0.6	54.5%

- Decrease in revenue due to lower fair value pricing, shipment and logistics related delays in key markets.
- 1H FY2022 EBITDA from continuing operations of \$17.7m (1H FY2021 \$14.9m).
- EBIT from continuing operations of \$7.1m (1H FY2021 \$5.6m)
 - Almond price increase to \$6.64/kg (1H FY2021 \$6.00/kg)
 - 1.8% increase in the almond production cost per kilogram, with a decrease in temporary water prices offsetting the increased cost recognition for immature orchards as their maturity profile increases
 - Recognised costs relating to the delay in harvest activities impacting the full year result
 - The Industrial Value-Add Almond Business was impacted by a higher raw material input cost, with higher value prior year almond crops used in production.
- On 30 September 2021, the sale of the Consumer Brands was completed. As part of the sale agreement of the Consumer Brands, the Company entered into a 6-month co-packing agreement, with the associated revenue and expenses disclosed as discontinued operations.

Note: the above Income Statement includes both continuing and discontinued operations and should be read in conjunction with the notes to the 1H FY2022 Financial Statements



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EBIT Movement

1H FY2022 EBIT benefitted from additional volume and a higher almond price. Higher growing costs were offset by lower water costs.

Movement in EBIT from Continuing Operations (\$m)



Balance Sheet

Balance sheet remains in a strong position, with low net bank debt. The market value of the company's assets is significantly higher than book value.

\$ millions (except where indicated)	1H FY2022	1H FY2021
Current assets ex. cash	246.4	231.8
Cash	1.1	2.8
Right of use assets	211.4	228.3
Non-current assets (ex. ROU assets)	541.2	517.4
Total assets	1,000.2	980.3
Current liabilities (ex. borrowings)	86.6	76.3
Borrowings	126.9	115.4
Lease liabilities	242.9	256.7
Non-current liabilities (ex. borrowings)	255.6	268.8
Total liabilities	469.1	460.5
Total equity	531.1	519.8
Net debt/equity (%)	23.7%	21.7%
Return on capital employed (%)	0.6%	0.4%
Liquidity ratio (x)	3.53	4.09

- Inventory levels higher than 1H FY2021, due to a slower sales program and reduced 2022 inshell sales. Inventory will be unwound as the crop is sold in 2H FY2022.
- Property, plant and equipment has increased by a net \$15M (\$19M of additions) due to the purchase of new horticultural related equipment and investments made in the value-add facility to increase capacity and capability following the closure of the Thomastown facility.
- Company owned orchards, Carina West processing facility and permanent water rights are all held on the balance sheet at cost
 - The market value of the company's land assets remain significantly higher than the book value reflected in the balance sheet. An independent valuation will be completed for the full year results
 - Management's internal estimate based on the most recent market transactions, recognising age profile and location of our orchards, indicate a valuation close to \$520m.
 - Company's portfolio of permanent water rights was valued by management at \$135.0m in March 2022, vs. a book value of \$58.3m.
- Debt levels as at 31 March 2022 are close to their seasonal peak. With almond prices at their current level, and a delayed sales profile, debt balances are expected to peak in May 2022 and decrease during the final quarter of FY2022
 - All covenant measures for the period ending 31 March 2022 met
 - Current debt facilities remain adequate for operations moving forward
 - Gearing (net bank debt/equity) of 23.7% remains within target range.

Note: the above Balance Sheet includes both continuing and discontinued operations and should be read in conjunction with the notes to the 1H FY2022 Financial Statements

Cash Flows

Operating cash flows remain in line with 1H FY2021

\$ millions (except where indicated)	1H FY2022	1H FY2021
EBITDA ¹	15.8	12.9
Change in working capital	(9.5)	(6.6)
Tax refund/ (paid)	4.0	(5.6)
Net interest	(7.8)	(7.7)
Other items	12.7	13.3
Cash flow from operations	15.3	6.3
Net property, plant and equipment	(18.3)	(10.1)
Net water rights	(3.1)	(17.9)
Tree developments costs	(4.7)	(10.1)
Bearer plants and plantation land	-	(124.9)
Other items	(0.0)	-
Investing cash flows	(26.1)	(162.9)
Issue of shares	-	115.4
Increase in debt	30.0	62.7
Lease payments	(11.1)	(10.9)
Dividends paid	(5.8)	(2.8)
Financing cash flows	13.1	164.3

- Operating cash flows impacted by:
 - Ongoing delays in early shipments
 - Lower levels of inshell production (normally commence shipping in March).
- Operating cash flows will increase in 2H FY2022 as the 2022 crop is sold.
- Operating cash flows will further improve as working capital is released following the exit from Thomastown related production activities by 30 June 2022.
- FY2022 investing cash flows of \$26.1m driven by:
 - purchase of new horticultural related equipment and upgrading of the Carina West value-add facility and the installation of a new sorting and packing line
 - Tree development costs \$4.7m
 - Net purchase of permanent water rights \$3.1m.

Note: The above statement of cash flows includes both continuing and discontinued operations and should be read in conjunction with the notes to the 1H FY2022 Financial Statements

1. EBITDA from continuing and discontinued operations



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Triple Bottom Line Focus

Sustainability is a core value underpinning our business strategy and centres across three platforms: Planet, People and Profit.



1. ROCE: Return on Capital Employed. WACC: Weighted Average Cost of Capital

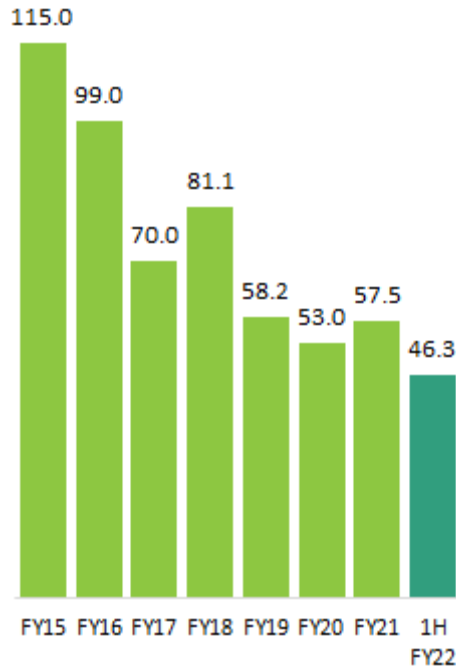


Health, Safety and Wellbeing

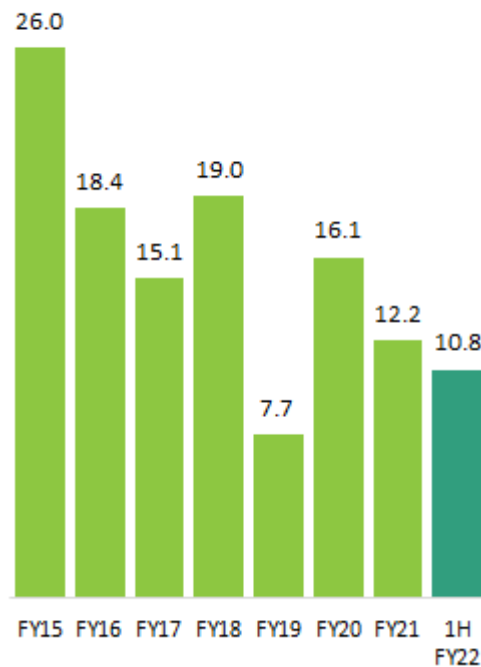
Focused towards achieving Zero Harm, with annual targets to improve YoY performance.

Injury Frequency Rate

Recordable Injury Frequency Rate



Lost Time Injury Frequency Rate



Strategic Priorities

- COVID-19 management and response plan
- Hazard identification and eradicating risks before an incident occurs
- Process improvement and systems implementation
- Building on the safety culture and safety leadership
- Commence policy review to enhance employee wellbeing and safety culture



Note: Injury frequency rate figures from FY15 to FY18 are for a June financial year end, with FY19 to FY21 representing a September financial year end



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People & Culture Update

- SHV sponsored 23 Community based organisations, continuing to support important regional community organisations and helping to build our Employer Brand within our regional communities.
- We partnered with SuniTAFE to build an SHV custom-tailored Leadership Development Program for 100+ Managers across the organisation from CEO to 3rd level reports, upskilling our leaders to be agents for positive culture/behavioural change supporting SHV's Core Values.
- SHV has agreed to become a participant in the Hesta 40:40 Vision. We are pledging that SHV will target to have at least 40% female on the Executive by 2030.
- We are implementing an HRIS to support improved Performance, Development, Talent Acquisition, Training and P&C data tracking and reporting capabilities.

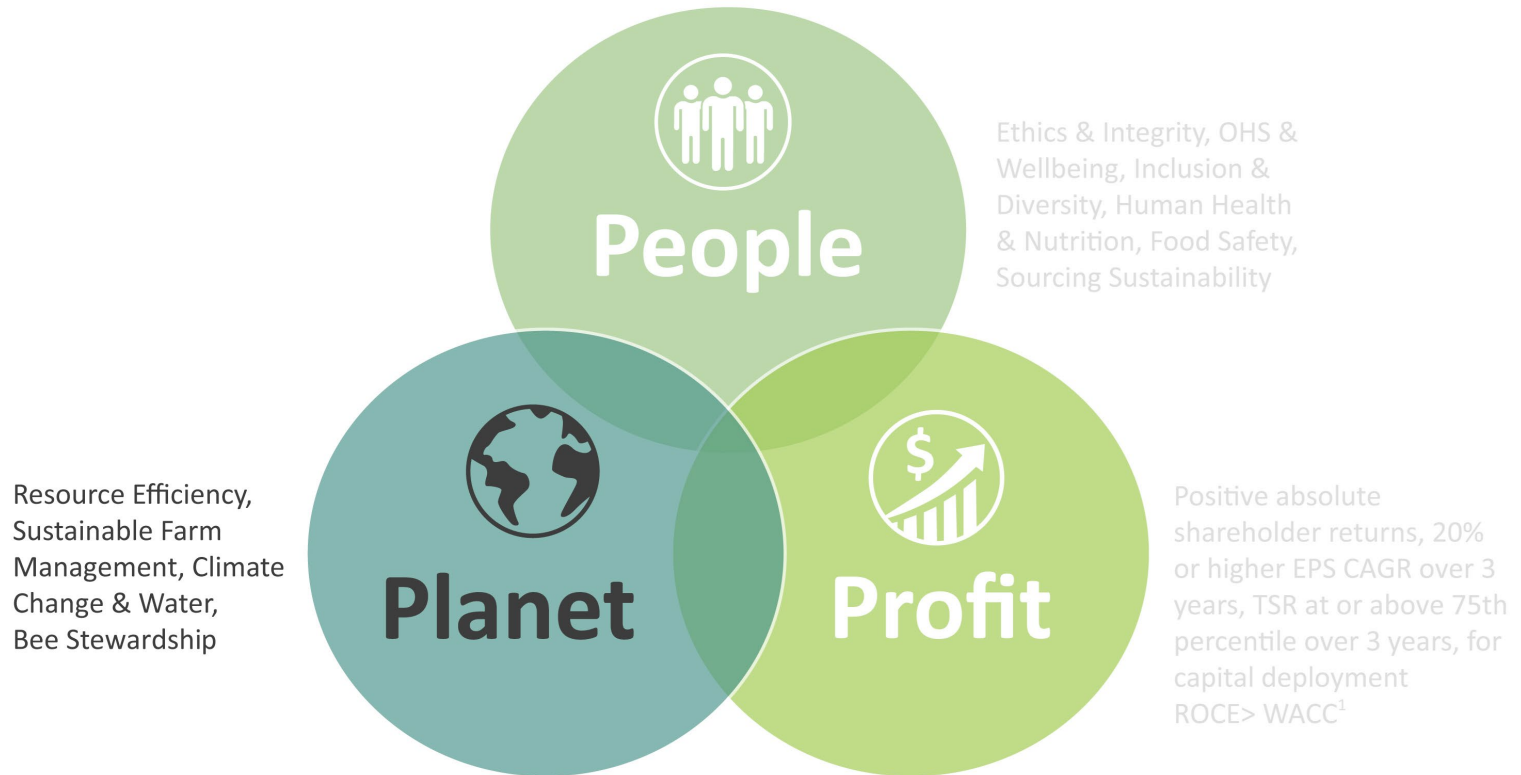


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Triple Bottom Line Focus

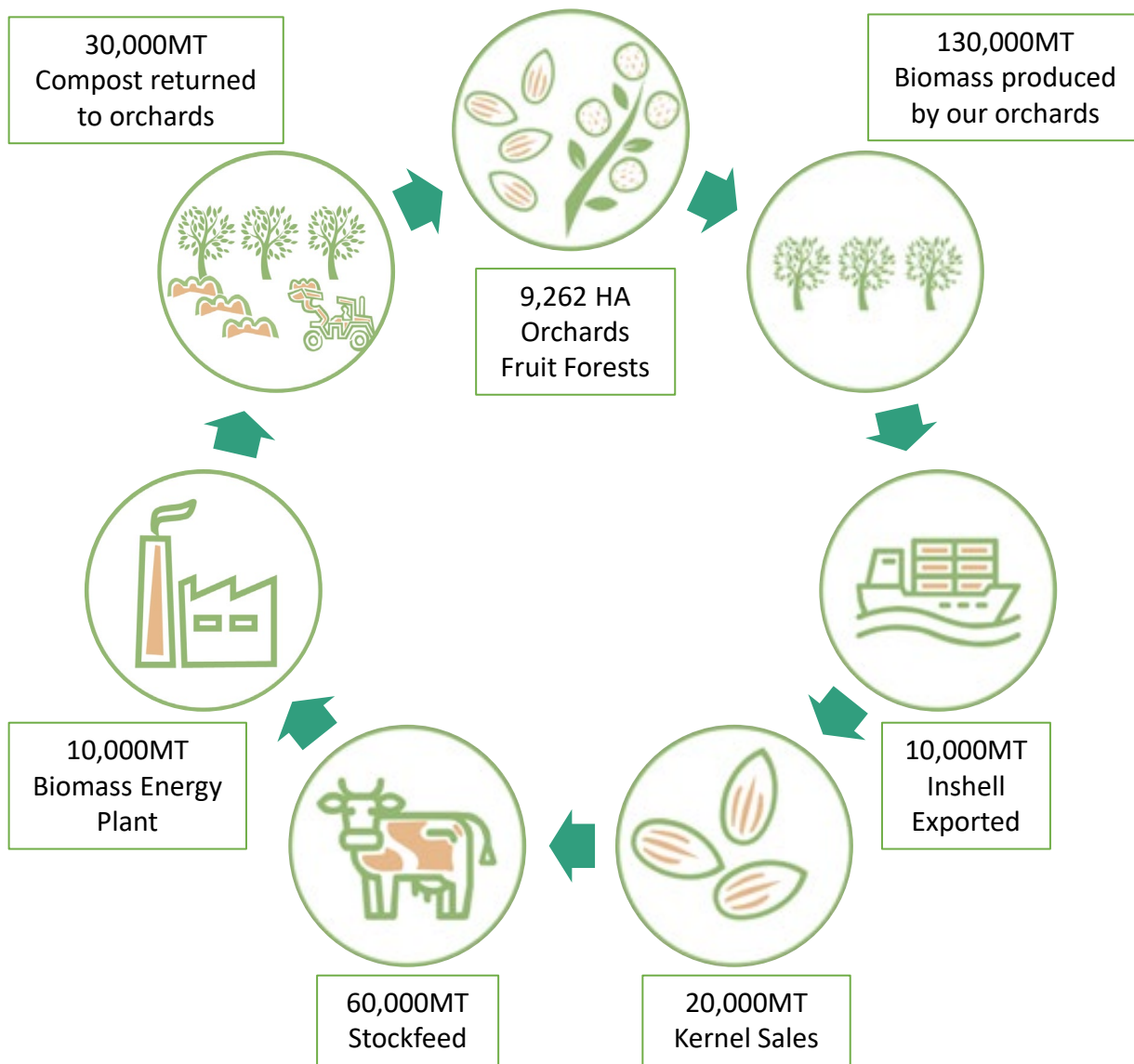
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Almond Growing a Closed Loop



- 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 crops²
- 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.

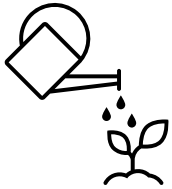
2: March 2021 Report on the 'Economic contribution of the Australian Almond Industry' by RMCG Consulting for Horticulture Innovation Australia



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Environmental Policy Commitment



Water stewardship

Objective is to maximise the value per megalitre by intensive irrigation management practices. **100% of our orchards use drip irrigation**, soil moisture monitoring and water stress technology



Carbon neutrality

We recognise that greenhouse gas emissions represent a significant part of our environmental footprint. **Targeting to be carbon neutral by 2050 or earlier**



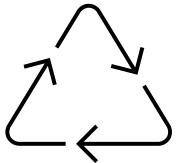
Air and land stewardship

We recognise that we are custodian of a significant area of land and air, including large tracts of native vegetation. Our goal is to create **no damage and protect native flora and fauna**



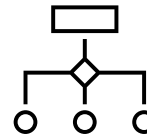
Internal and external stakeholders

Working with suppliers, clients, communities, and other stakeholders to reduce our environmental footprint. We will adopt a **Supplier Code of Conduct**, including reducing environmental impact



Reducing and recycling waste

Committed to reducing waste across our business, including **zero biomass waste to landfill**. We will strive for **100% recycled and/or recyclable packaging**



Implementation and oversight

The **Board Sustainability Committee**, with the support of the Executive Sustainability Committee, oversees our overall environmental strategy.

Reduce

Reuse

Recycle

Repurpose



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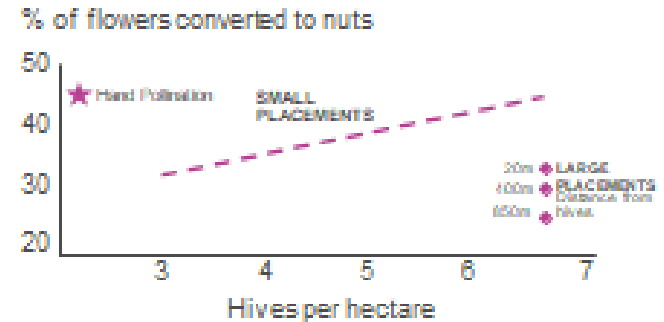
Bee Stewardship

Our policy for optimum bee health and pollination outcomes:

- To supply alternative forage sources for bee arrivals where possible
- To supply water for bees at hive sites
- No weedicides to be sprayed when hives are present
- Predetermined preference not to spray fungicides during bloom unless disease pressure is severe and crop is at risk
- If a crop protectant spray is required, the choice of product would be discussed with the beekeeper/broker and it will only be applied from late afternoon to early morning outside of bee foraging periods
- Audited spray diaries for the period of bloom available for viewing
- Hive inspections to ensure endemic diseases and hive strength are monitored.

Research findings by CSIRO*

- At the end of each day, flowers on trees far from hives had more pollen remaining on anthers than flowers near hives
- Trees near hives have better fruit set than trees far from hives
- Spreading hives around the orchard in small placements produced better fruit set than large placements far apart.



KEY FINDING: Smaller drops produce better pollination outcomes.

* Cunningham, S., 2014. Enhancing almond pollination efficiency. Final Project Report WAL AL11003 June 2014. CSIRO Sustainable Agriculture Flagship.



3,074Ha

18,400 HIVES
CENTRAL REGION

1,948 Ha

11,600 HIVES
NORTHERN REGION

2,670Ha

15,500 HIVES
SOUTHERN REGION

1,570 Ha

9,500 HIVES
SWAN HILL REGION

2022/23 Season



WHAT TO KNOW

- We have had a relationship with the bee and pollination industry that spans over 30 years
- Bloom period = month of August
- Mature hive stocking rates = 5-6 hives/ha
- Minimum pollination standard = 8 frames of bees per hive



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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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Market Outlook



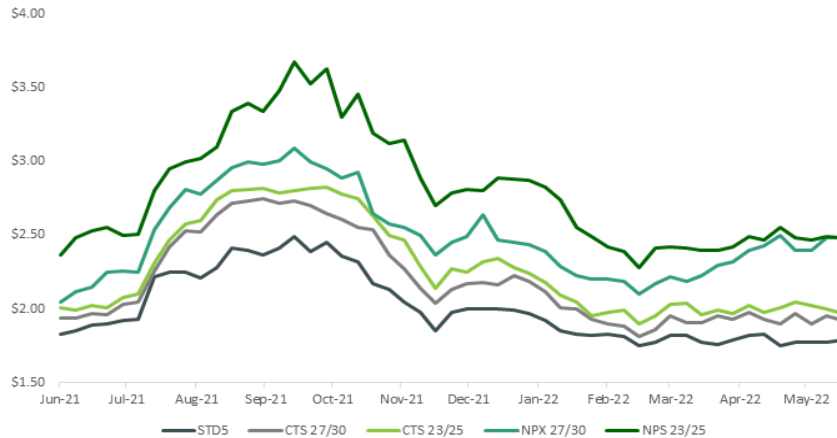
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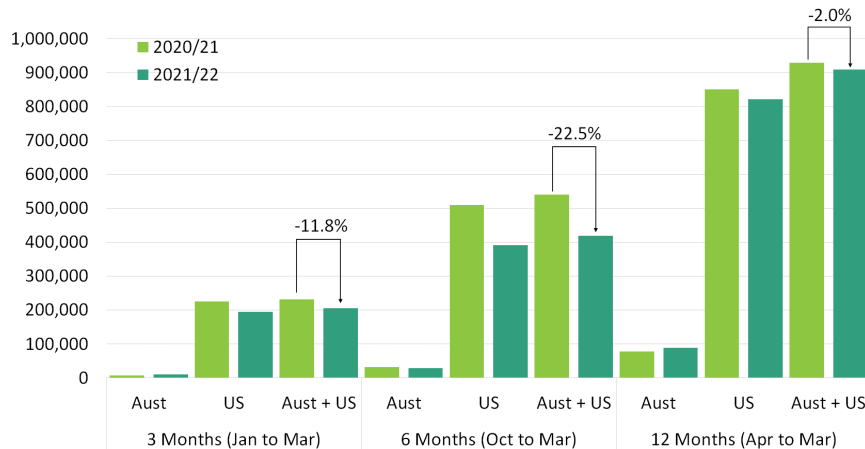
Almond Pricing and Market Conditions

The market outlook is becoming more positive, demand is returning post COVID-19 impacts and global inventories are returning to a more balanced position.

Almond Prices (US\$/Lb)



U.S. and Australian Almond Exports¹ (MT)



Market Conditions

- Global almond prices reduced significantly in the first quarter of FY2022 and continued to remain flat in the second quarter
 - Buyers remained cautious as they wait to see how the high levels of physical inventory are managed out of U.S. ports and storage
 - U.S. growers are needing to convert inventory into cash to fund their 2022 crop, particularly with increased crop input, labour and water costs.
- The U.S. Department of Agriculture Subjective Estimate of 2.8 billion pounds for the 2022 Californian crop was released on 12th May 2022, inline with industry expectations. This represents a 4% reduction on last years production of 2.92 billion pounds.
 - The USDA's Objective Estimate for the 2022 California almond crop will be released on 8 July 2022.
- Overall market pricing has remained unchanged. Inshell and nonpareil pricing is firm, and lower grade pricing remains low due to high current inventory in U.S. ports and storage facilities.
 - Logistics congestion is the main barrier to clearing the excess U.S. inventory, with carry-over from the current crop expected to be 850m pounds.
- Australia completed the 2021/22 export season (Mar 2021 to Feb 2022) with record exports of 86,584MT, a 13% increase on the previous season.

Strategy and 2H FY2022 Priorities



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Select Harvests 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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2H FY2022 Priorities

Continue to execute on our growth strategy, underpinned by a world class portfolio of almond assets.

1. **Safety and Wellbeing** - Ensure safety and wellbeing of all stakeholders
2. **Horticultural Program** - Complete 2022 harvest and invest in 2023 crop
3. **Input Security** - Secure critical inputs for the 2023 growing season, esp. fertiliser and agri chemicals
4. **Marketing Program** - Sell the remainder of the 2022 crop to achieve an optimal sell price
5. **Value-Add** - Optimise SHV's investment in state-of-the-art value adding technology
6. **Strategic Growth** - Assess options to deliver additional profitable growth
7. **Sustainability** - Further invest in sustainability, including understanding our carbon footprint and co-waste recycling opportunities
8. **Manage Cash Position** - Maintain the strength of the Balance Sheet
9. **Maintenance Capital Program** - Until there is more certainty around the almond pricing and cost inflation.



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Thank You

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Please note that background material/data regarding the global almond industry can be found on the Select Harvests Limited website.



Appendix



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Current Year Almond Crop Sensitivities

38% of SHV's 2022 total crop has been processed to date, with 51% contracted for sale. Crop export sales fully hedged against the USD at \$0.72.

- A portion of the current year almond crop is classified as a biological asset and valued in accordance with AASB 141 "Agriculture". In applying this standard, the consolidated entity has made various assumptions at the interim balance date.
- The actual crop quality and yield will not be known until it is fully processed.
- The actual price will not be known until the crop is fully contracted and sold.
- Assumptions and sensitivities are outlined below.

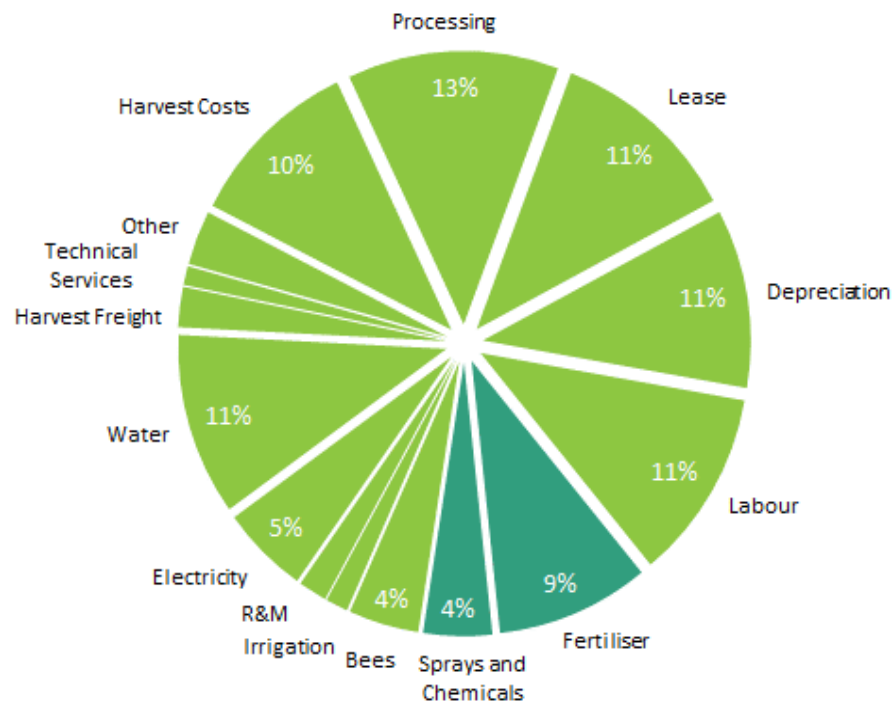
Metric	Assumption	Sensitivity - EBIT Impact
Crop Size	29,630 MT	500MT movement = \$3.3m
Crop Price	AUD \$ 6.64/kg	10¢ movement = \$3.0m



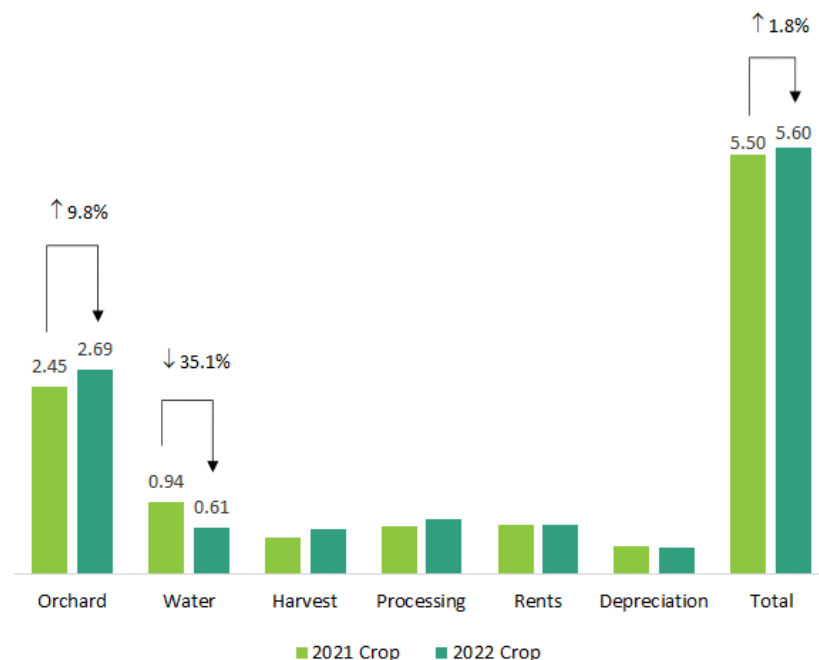
Crop Costs

2023 growing costs are expected to increase predominantly due to the higher cost of fertiliser and agricultural chemicals.

2022 Crop Costs by Type



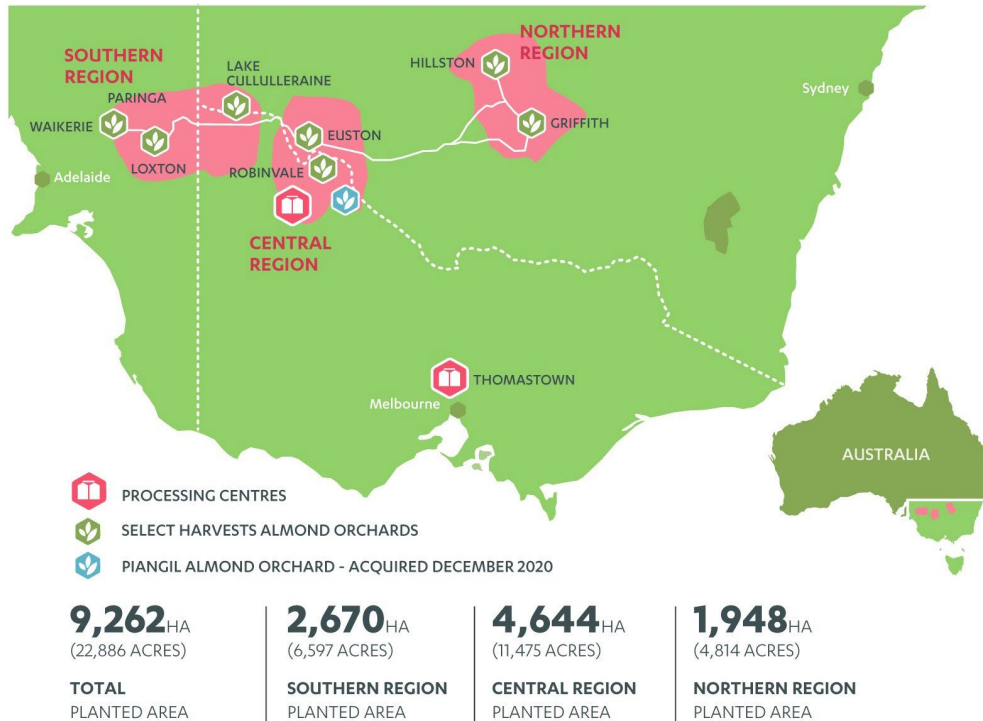
Costs per Kg: 2021 vs. 2022 Crop



Orchard Portfolio

One of the world's largest almond growers, with a geographically diverse 9,262 hectare orchard portfolio.

Select Harvests Orchard Map



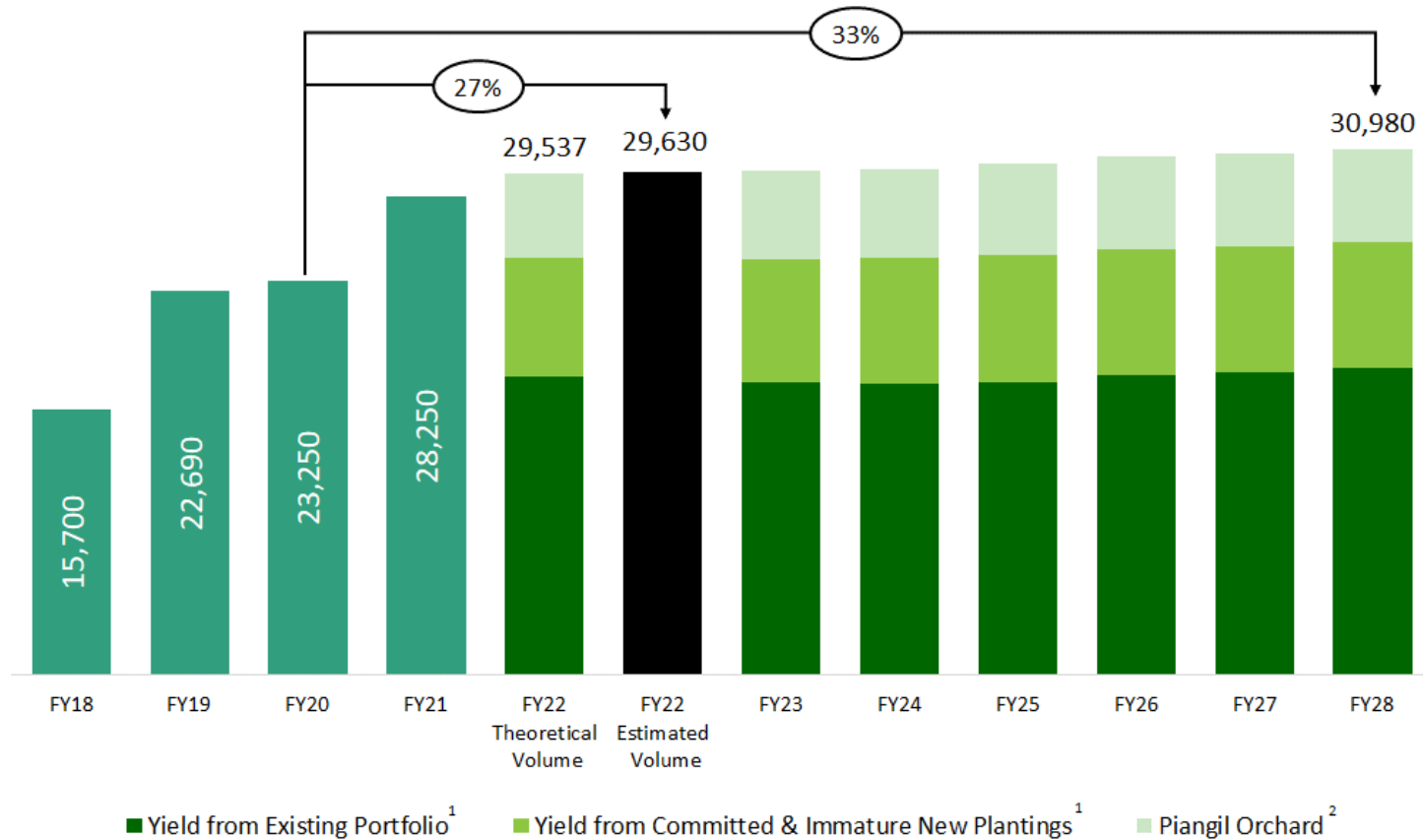
Benefits of Geographic Diversity & Scale

- Geographic diversity limits exposure to:
 - Weather
 - Disease spread
 - Insect infestation
- Positions the company to maximise harvest volume and reduce variance
- Enables sequential progression of harvest period across regions for better utilization of:
 - Farm equipment
 - Processing
 - Labour
- Secure access to diverse water sources:
 - River Water
 - Aquifers
- Maximises economies of scales to achieve
 - Global bottom quartile almond farming and processing costs
 - Scalable adoption of proven on-farm technologies and processes

Volume Growth

Our investment in greenfield developments and orchard acquisitions will underpin long term growth.

Select Harvests Theoretical Harvest Volume (MT)



1. Assumes a 3.3MT per ha (1.35MT per acre) mature yields and immature yields based on the average of the 2019, 2020 and 2021 crops
 2. Assumes a 3.5MT per ha (1.40MT per acre) mature yields for Piangil Orchard.

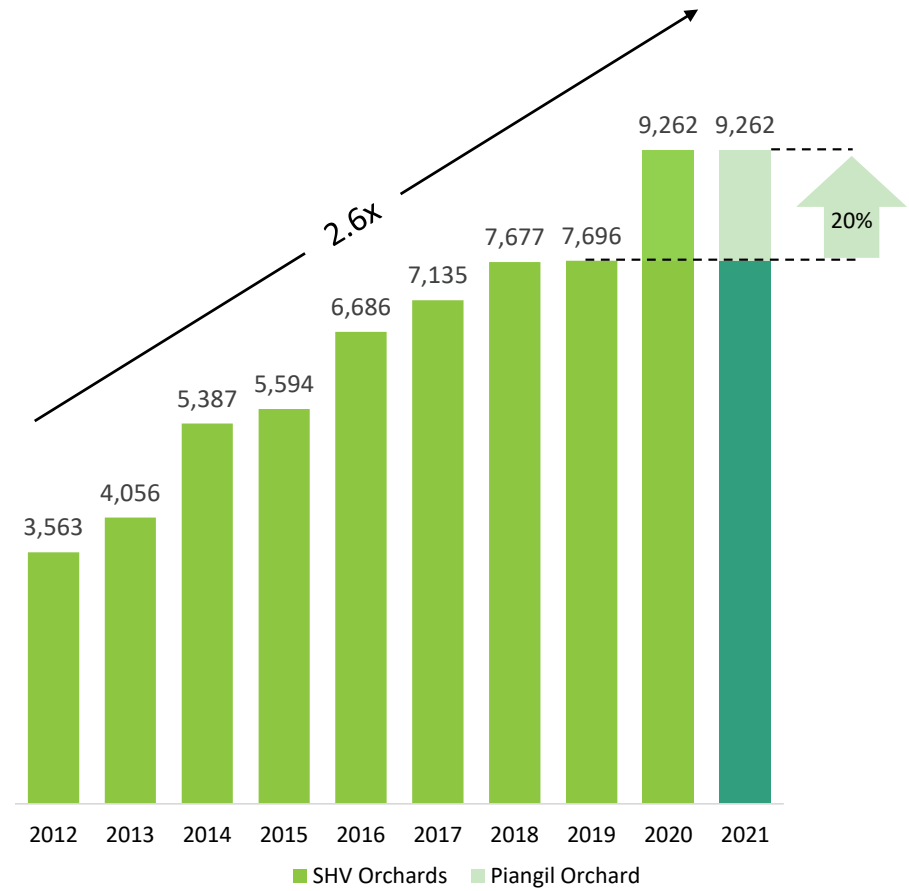
Planted Hectares

2.6x growth in planted hectares since 2012¹.

Select Harvests Orchard Profile

Select Harvests	Total Planted	
Almond orchard portfolio	(as at 30 September 2021)	
	hectares	acres
Central Region		
Company Owned	1,693	4,183
Piangil Orchard	1,566	3,870
Leased	1,385	3,422
Total	4,644	11,475
Northern Region		
Company Owned	727	1,797
Leased	1,221	3,017
Total	1,948	4,814
Southern Region		
Company Owned	1,120	2,769
Leased	1,549	3,828
Total	2,670	6,597
Total		
Company Owned	5,107	12,619
Leased	4,155	10,267
Total	9,262	22,886

Select Harvests Planted Almond Hectares¹



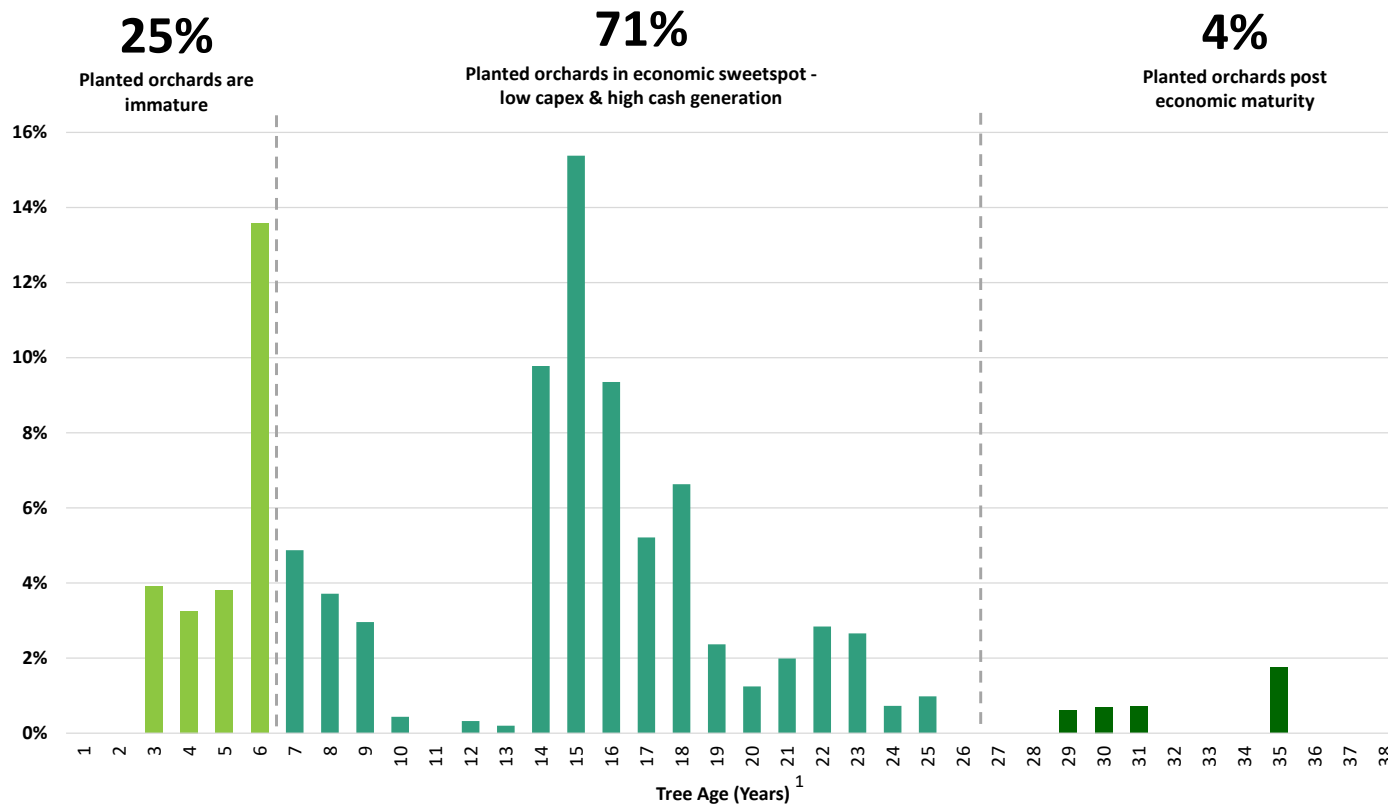
1. Excludes West Australian orchards which were sold by Select Harvests in 2016

Orchard Age Profile

Select Harvests weighted average orchard age is 13.5 years, with 100% of current planted acres cash generative¹.

Age Profile of Select Harvests Almond Orchards¹

(100% of current planted hectares are cash generative)



1. Tree age is in reference to the 2022 crop

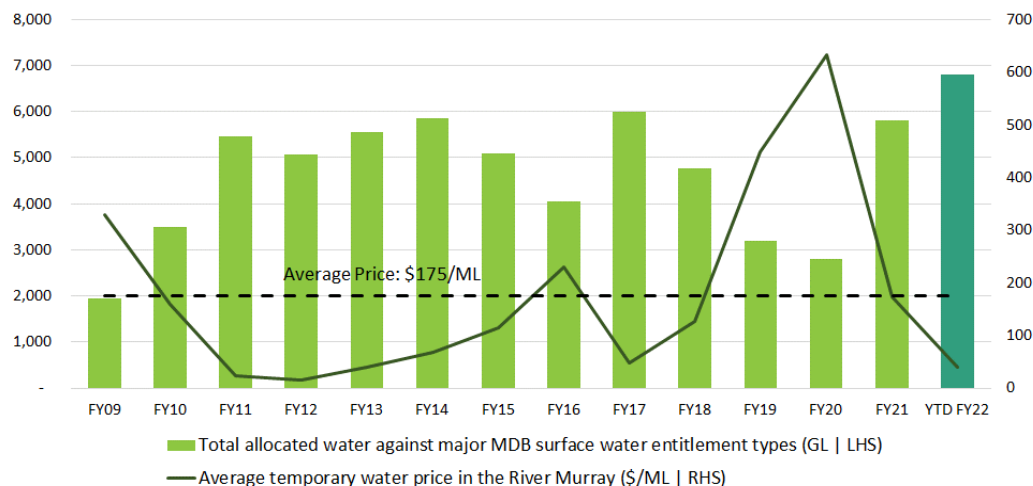
Australian Water and Climate Update

Water prices should continue to be below long-term averages heading into FY2023, with wetter than average seasonal conditions and higher than average collective basin storage levels.

Water Prices

- The 2021/22 water season has seen favourable weather conditions, higher MDBA storage levels and higher annual water allocations announcements.
- River Murray temporary water prices in South Australia, Victoria, and New South Wales are currently averaging below \$40/ML.
- If average seasonal conditions persist, it is likely that all high security water entitlements in the Murray and Murrumbidgee will receive full or close to full seasonal allocation on 1st July. NSW General Security also likely to receive high seasonal allocations.
- Total active MDBA storage is currently at 92%, vs. 47% at the same time last year.

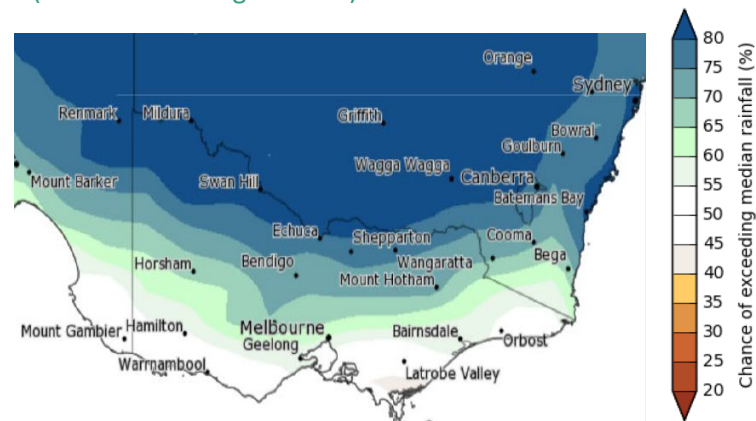
Temporary Water Prices and Allocation Volumes ¹



Climate Outlook

- June to August rainfall is very likely to be above median for much of Australia – chance of exceeding median is greater than 80% in most of NSW, north-western Victoria and the north-eastern half of South Australia.
- June to August maximum temperatures are likely to be above median for south-eastern Australia, with an increase chance of unusually high minimum temperatures.
- Minimum temperature for June to August are likely to be warmer than median for the majority of Australia (chance greater than 60%).

Chance of Exceeding Median Rainfall (June 2022 to August 2022)²



1. Source: State water registers

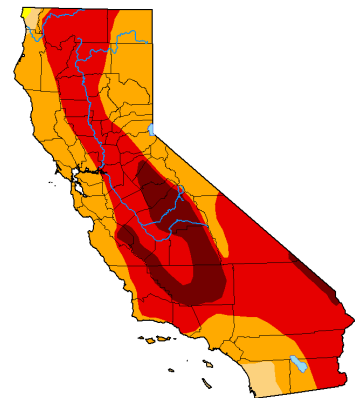
2. Source: Australian Bureau of Meteorology

Californian Water and Climate Update

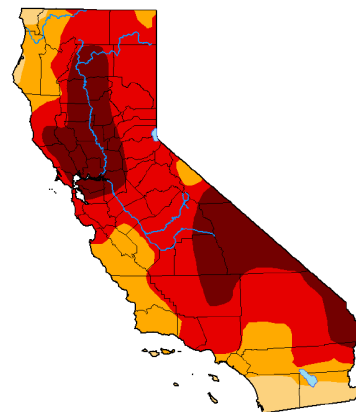
98% of California remains in Severe Drought, with 60% of the state in Extreme Drought.
The combined storage level of California's major reservoirs is only at 48% of total capacity.

California Drought Monitor

May 24, 2022



May 25, 2021



Drought Conditions (Percent Area)

	None	D0-D4	D1-D4	D2-D4	D3-D4	D4
Current	0.00	100.00	99.86	97.56	59.81	11.59
Last Week <i>05-17-2022</i>	0.00	100.00	99.86	95.14	59.81	0.18
3 Months Ago <i>02-22-2022</i>	0.00	100.00	100.00	68.77	6.70	0.00
Start of Calendar Year <i>01-04-2022</i>	0.00	100.00	99.30	67.62	16.60	0.84
Start of Water Year <i>09-28-2021</i>	0.00	100.00	100.00	93.93	87.88	45.66
One Year Ago <i>05-25-2021</i>	0.00	100.00	100.00	94.61	74.46	26.04

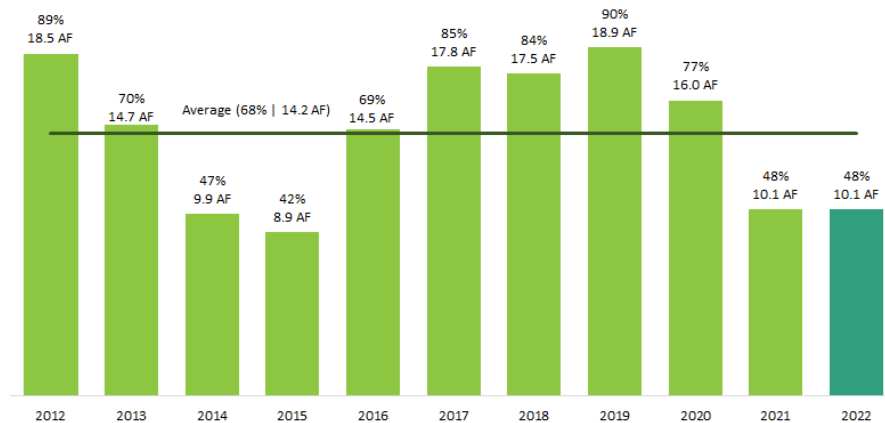
Intensity:

None	D2 Severe Drought
D0 Abnormally Dry	D3 Extreme Drought
D1 Moderate Drought	D4 Exceptional Drought

California Reservoir Storage Levels

(as of May 21, 2022)

Storage as % of Total Capacity
Million Acre Feet (AF) of Storage

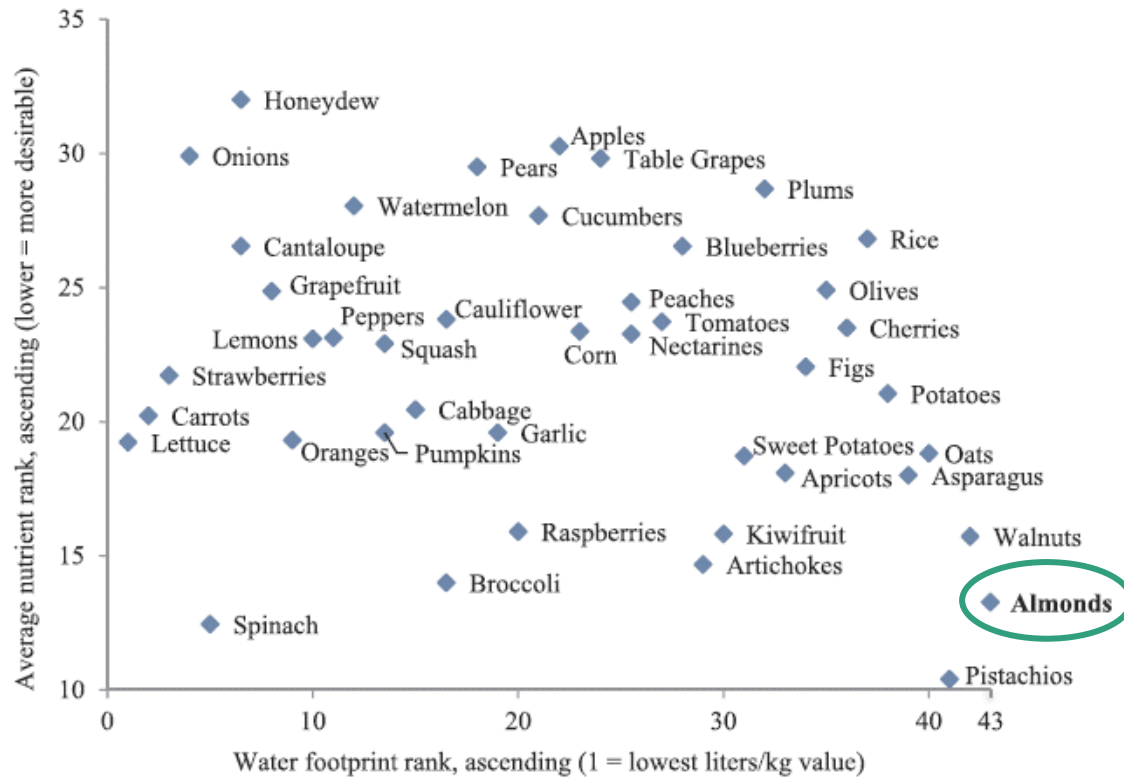


- Major Californian reservoir storage is currently at similar levels as during the 2014/15 Californian drought.
- Since the 2014/15 drought there has been a significant increase in plantings of permanent crops in California.
- One industry estimate is that an additional 855,000 acres of Almonds, Pistachio's and Walnuts have been planted since 2014.
- This equates to at least an additional 3.2-million-acre feet of water being required by permanent crops since the last Californian drought, equivalent to 15% of California's major reservoir storage.

Water Footprint & Nutritional Value

While almonds have a relatively high-water footprint, they provide a very high nutritional value, ranking amongst the highest amongst all crops.

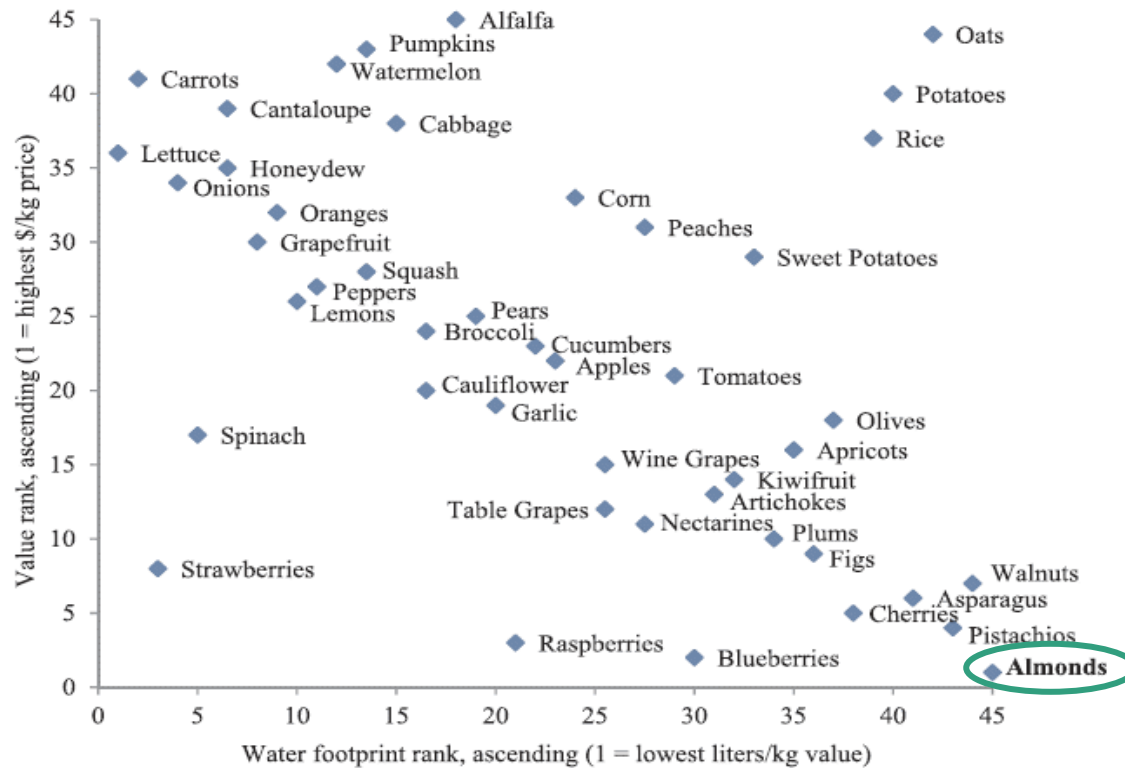
Major Californian crops ranked by water footprint and nutritional value



Water Footprint & Economic Value

The direct economic benefits of almond production based on market sales are larger than any other Californian crop.

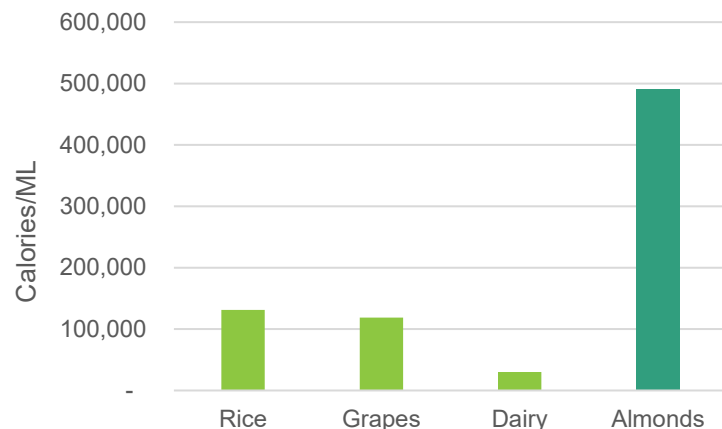
Major Californian crops ranked by water footprint and farm gate price



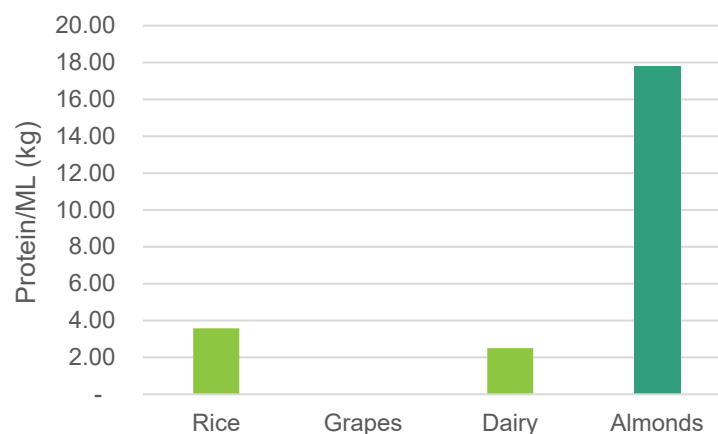
Water Use Efficiency of Australian Almonds

Almonds have the highest calories per ML of water used, the highest protein per ML of water used and the highest dollars generated per ML of water used.

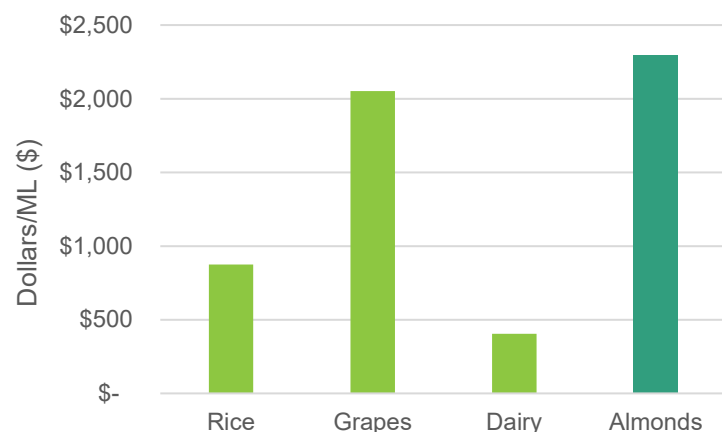
Calories per ML



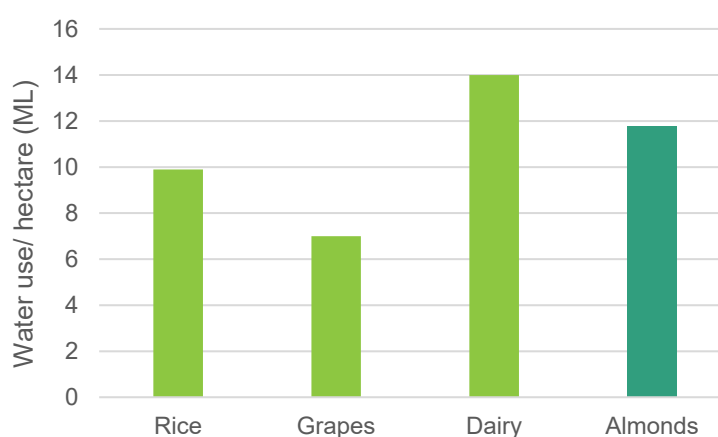
Kg Protein per ML



Dollars per ML

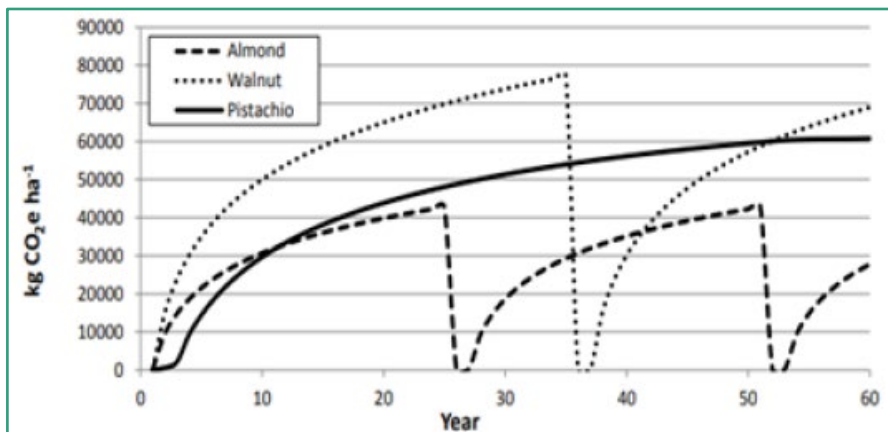


Water Use (ML/Ha)



Almond Industry Carbon Facts from California

Almond trees in California absorb more CO₂ than they produce during their lifetime.



Total Biomass produced by Almond crop in California per Ha during the life cycle
 = 181MT Kernel + 220 MT Hull & shell + 40-50 MT of woody biomass
 = Total 450 MT Organic biomass
 = **CO₂ absorption by the crop during the life cycle 960 MT**

**Hull & Shell
(220 MT/Ha)**

CO₂ & methane emission

- Feed stock
- Emissions = > 440 MT CO₂e

Soil Carbon Sequestration

- Compost production
- Biochar/Cogen plant
- Hull digested liquid
- (potential for soil carbon credits)
- Emissions = > 440 MT CO₂

**Woody Biomass
(40-50 MT)**

Burning woody biomass

- Emissions = >100 MT CO₂e

Whole orchard recycling

- Cogen plant
- Potential Soil Carbon credits = > 100MT CO₂e

Source: A scalable and spatiotemporally resolved agricultural life cycle assessment of California (Elias Marvinney, Alissa Kendall; The International Journal of life cycle assessment, March 2021);

A comparative assessment of greenhouse gas emissions in California almond, pistachio, and walnut production (Elias Marvinney, Alissa Kendall, Sonja Brodt; 9th International conference LCA of food San Francisco, USA 2014)

Useful Almond Industry Websites

Industry Associations

- Californian Almond Board www.almondboard.com
- Almond Board of Australia www.australianalmonds.com.au
- International Nut and Dried Fruit Council www.nutfruit.org/about-us/history

Industry Reports

- US Crop Forecasts (Subjective, Objective) www.almonds.com/tools-and-resources/crop-reports
- Monthly Almond Position Reports www.almonds.com/tools-and-resources/crop-reports/position-reports
- Almond Almanac www.almonds.com/tools-and-resources/crop-reports/almond-almanac
- UC Davis Almond Development Costings www.coststudies.ucdavis.edu/en/current/commodity/almonds/
- INC Nuts & Dried Fruits Yearbook www.nutfruit.org/files/tech/1625230833_INC_Stats_2021.pdf
- INC World Tree Nut Trade Flows www.nutfruit.org/files/multimedia/1621524924_Trade_Map_Series.pdf
- Nut News Podcast www.selectharvestusa.com/news-resources/nut-news-podcast

Almond Companies

- Blue Diamond Growers www.bluediamond.com
- Blue Diamond Ingredients www.bdingredients.com/category/almond-market-analysis
- Almond Insights www.almondinsights.com
- Derco Foods www.dercofoods.com/en/english-reports/english-almond-reports
- RPAC Almonds www.rpacalmonds.com/marketnews
- Wonderful Pistachios & Almonds www.wonderfulpistachiosandalmonds.com/#ourdifference

Definition & Explanations

Certain financial measures mentioned in this presentation (including EBITDA, EBIT & ROCE) are Non-IFRS measures. They are used by the company and are relevant because they are consistent with measures used internally by management and by some in the investment community to assess the operating performance of the business. The non-IFRS measures have not been subject to audit or review.

