



Select Harvests Limited (“SHV”)

Management Briefing & Site Tour

14 March 2013



Disclaimer



SELECT HARVESTS

Disclaimer & Basis of Preparation

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Introduction to Select Harvests & Business Overview

Paul Thompson – Managing Director



Agenda



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- 7.00am Introduction to Select Harvests & Business Overview – 30 mins**
- Paul Thompson (Managing Director)
- 7.30am Finance – 15 mins**
- Paul Chambers (Chief Financial Officer & Company Secretary)
- 7.45am Orchards – 15 mins**
- Peter Ross (General Manager Horticulture)
- 11.00am Operations – 20 mins**
- Bruce van Twest (General Manager Operations)
- 1.00pm Trading – 20 mins**
- Laurence van Driel (Trading Manager)
- 1.30pm Marketing – 20 mins**
- Mark Eva (General Manager Sales & Marketing - Consumer)
- 2.00pm Closing Presentation – 30 mins**
- Paul Thompson (Managing Director)



Ambitions of the Day



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- Meet the SHV team
- See and understand the quality of the assets
- Insight into the local and global almond market
- Understand more about our strategy
- A better appreciation of the growth opportunities



Board



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Name	Title	Date joined Board
Michael Iwaniw	Chairman	November 2011
Paul Thompson	Managing Director	July 2012
Fred Grimwade	Non-Executive Director	July 2010
Ross Herron	Non-Executive Director	January 2005
Michael Carroll	Non-Executive Director	March 2009
Paul Riordan	Non-Executive Director	October 2012



Executive Team



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Name	Title
Paul Thompson	Managing Director
Peter Ross	GM Horticulture
Bruce Van Twest	GM Operations
Mark Eva	GM Consumer Sales & Marketing
Laurence Van Driel	Group Trading Manager
Paul Chambers	CFO/Company Secretary
Tom Kite	HR Manager



Why Almonds?



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- Tight Supply
 - Long lead time to mature production (7 years)
 - 18-21 years of subsequent mature production
- Strong Demand
 - Developed Economies - healthy eating
 - Developing Economies - affluence shift from carbohydrate to protein
- Agronomics
 - Efficient economic converters of water compared to other potential agricultural land uses
 - Australia counter cyclical to the ROW

Growth: Global almond demand 8% compound annual growth rate



Key Drivers to Value Creation



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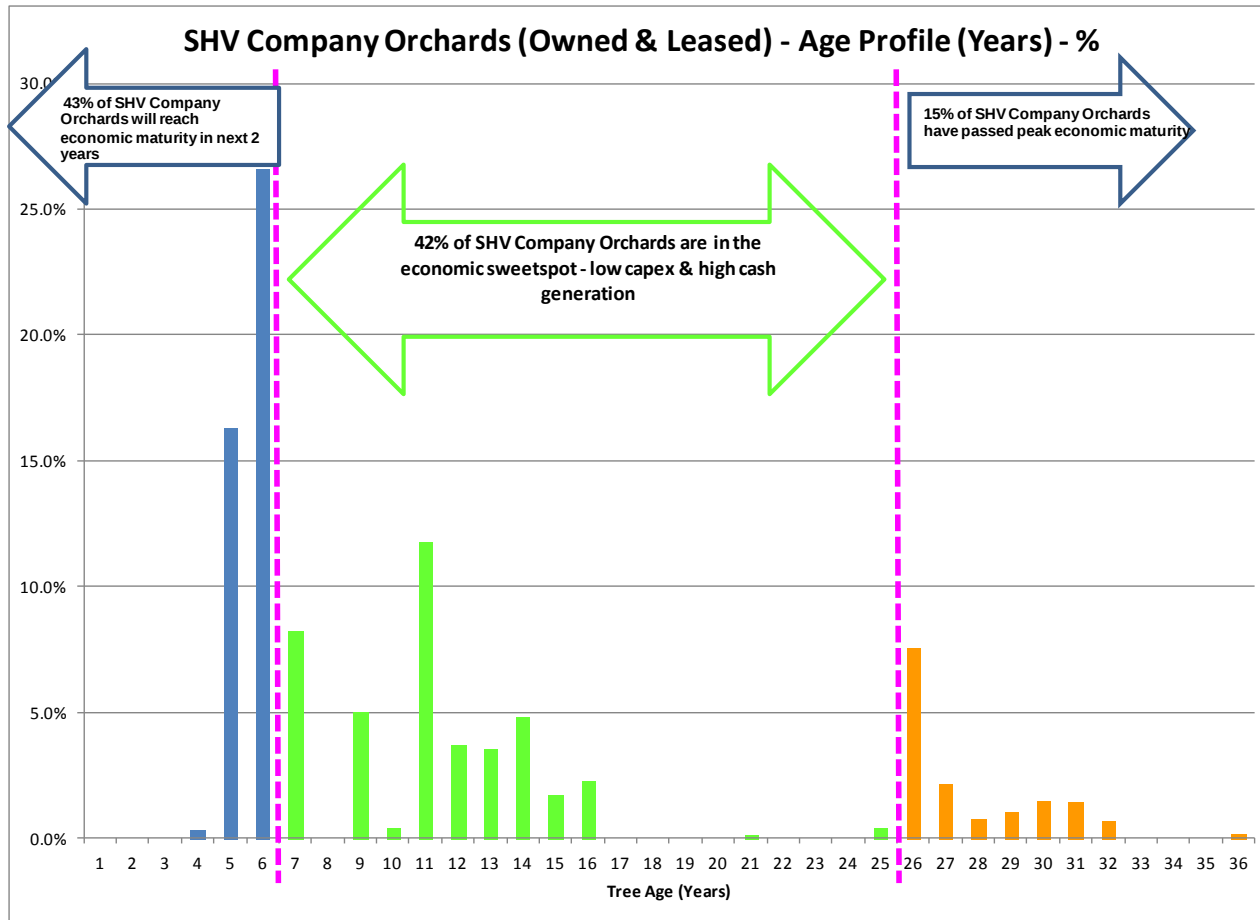
	Industry	Select Harvests
Demand	Global demand growing 10%+ Local demand 8% +	SHV supplying both markets
Supply	Last 2 years demand greater than supply, despite record US crops	Last 3 years Australia has had very poor seasons, off up to 30%
Price	USD price continues to increase. Aust price - USD plus freight	A\$ has largely offset increased prices, poor quality has adverse price affect
Long Supply Lag	7 years before a tree reaches full maturity and full yield potential	SHV Orchards at maturity "sweetspot"
Tree Economic Life	18 years from maturity	SHV Orchard average age - 11.2 years
Primary Capacity	Australian primary processing capacity equals demand in a normal year	Post Olam, SHV actively seeking to fill capacity
Value Add Capacity	Lower barriers to entry - greatest protection is brands and relationships	Brands strong, but huge potential remains
Trading	Aust market only market with fresh product for 6 months of the year	SHV has all the contacts
Geography	Closest to booming Middle East and Asian markets	Strong relationship in India and developing relationships in Asia
Weather	Need dry weather for best yield	Diversity protects SHV from crop wipe out
Currency	All product traded in USD	50% business in A\$



SHV Orchard Age Profile



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Within 2 Years, 85% of SHV Orchards will be economically mature



What we are building

- A strong and trustworthy company that looks after stakeholder interests
- A business that can manage the dynamic agricultural cycle and can mitigate the inherent risks
- A company that responds to the challenges and learns from the experience
- A cash generating company that will be positioned to invest in growth in a growth industry
- A well run integrated company that is well positioned to benefit from the indisputable global almond industry fundamentals

An integrated agribusiness transforming itself



SHV Recent Activity

- Acquisition of 1,286 acres of mature orchards
- Additional 3rd party processing business at Carina West Processing Facility
- Write-down of WA Greenfields project
- Introduction of pasteuriser at Carina West Processing Facility
- Bringing Almond Division assets to best in class
- Fix our Food Division costs and brands

Better control & increased exposure to almond fundamentals





Why Select Harvests?

1. Excellent Industry Fundamentals

- Supply/Demand
- Counter-cyclical to USA

2. Integrated Business Model

- Orchards
- Processing & Packaged goods
- Large nut, seed and dry fruit trader

3. Culture for Improvement

- Refreshed Leadership
- One Select

4. Competitive Advantage: Quality Assets

- 85% orchards mature in 2 years
- State of Art Carina West processing facility
- Market leading brands

5. Market Environment

- Price and currency favourable
- 2013 volumes 50% up

6. Growth

- Business positioning itself to grow





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Finance

Paul Chambers – Chief Financial Officer & Company Secretary





Select Harvests Financial History

		2006	2007	2008	2009	2010	2011	2012
SHV Historical Summary	Units							
Total Sales	(A\$M)	217.9	229.5	224.7	248.6	238.4	248.3	246.8
EBIT	(A\$M)	38.4	40.5	27.1	26.8	26.0	22.6	19.6
EBIT Margin (EBIT/Sales - %)	(%)	17.6%	17.6%	12.1%	10.8%	10.9%	9.1%	7.9%
PBT	(A\$M)	37.9	40.0	25.4	23.0	23.6	18.5	13.4
NPAT	(A\$M)	26.5	28.1	18.1	16.7	17.3	17.7	9.5
Issued Shares	No. of Shares	39.7	38.7	39.0	39.5	39.8	56.2	56.8
Earnings Per Share	AUD Cents per Share	67.1	71.0	46.7	42.6	43.3	33.7	16.8
Dividend per Share	AUD Cents per Share	53.0	57.0	45.0	12.0	21.0	13.0	8.0
Payout Ratio	(%)	80.0%	80.0%	96.7%	28.2%	48.5%	38.6%	47.6%
Net Tangible Assets per Share	(A\$/Share)	1.83	1.57	1.41	1.56	1.87	2.17	2.19
Net Interest Cover	(times)	82.3	75.8	15.6	7.1	10.7	6.7	3.2
Net Debt	(A\$M)	1.3	1.6	46.8	52.4	45.0	73.1	66.8
Shareholder Equity	(A\$M)	101.5	95.5	94.1	100.9	113.6	168.8	160.3
Net Debt to Equity Ratio	(%)	1.3%	1.7%	49.7%	51.9%	39.6%	43.3%	41.7%
Share Price	(A\$/Share)	13.02	11.60	6.00	2.16	3.46	1.84	2.40
Market Capitalisation	(A\$M)	517.0	449.4	234.1	85.4	137.6	103.5	120.0
P/E Ratio		19.5	16.0	12.9	5.1	8.0	5.8	12.6



- SHV controls, in its own right, a suite of long life cash generating orchard assets, that can be replenished
- Processing volumes are 67% from company controlled orchards
- Capital intensive business
 - although much of the capital investment has already been made
- Supplier to the global market place
 - 40% Domestic (cash returns over 12-18 months)
 - 60% Export (cash returns over 6-12 months)

An integrated agribusiness that controls almonds



SHV Integrated Model (Indicative Returns)

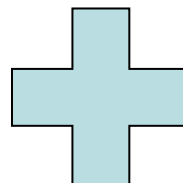


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Almond Division

EBIT	\$12.1m
Capital Employed	\$179.0m
ROCE (Annualised)	13.5%

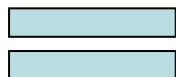
*Participation in fundamentals,
but inherent risks*



Food Division

EBIT	\$4.0m
Capital Employed	\$68.0m
ROCE (Annualised)	11.8%

Lower, more stable returns



SHV Integrated Agribusiness

EBIT	\$14.4m
Capital Employed	\$247.0m
ROCE (Annualised)	11.7%

*Exposure to almond
fundamentals, while
benefiting from more
consistent Food Division
cash flow*





- Long-term debt funding with NAB
 - \$90m facility till Oct 2016
 - \$30m working capital & \$60m long term debt
- Good progress with initiatives to strengthen the balance sheet:
 - Scheduled debt reductions
 - Sold of 11GL water entitlements in June 2012
 - Reduced Food Division working capital 14%
- Performance improving
 - Interest Cover (EBITDA/Interest) – 7.5 x
 - Gearing post WA write-down 43.8% (Target sub 35%)

Exploring every opportunity to reduce debt



Cash Cycle



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- Almond orchards cash cycle demands working capital funding
- May to April incurs growing and harvesting cash outlays
- March onwards cash inflows commence from sale of the crop, net of processing costs
- Cash conversion rate depends on domestic and export sales mix
- Peak working capital in March/April each year
- Cash flow through Food division smoother





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Orchards

Peter Ross – General Manager Horticulture



Orchards – Facts



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- Company Orchards: 11,449 acres, average 110 trees/acre, approx 1.3 million trees
- Main almond varieties: Non Pareil (non-pollinator), Carmel & Price (pollinators)
- Bees: Need bees to cross pollinate - 2.7 hives /acre – 30,912 bee hives in NSW/Vic
- Staff: orchard staff numbers 145 plus casuals
- Water use: average annual water usage of 4.9-5.3ML/acre (12.0 – 13.0 ML/Ha)
- Fertiliser: majority applied through the irrigation system (fertigation)
 - 300 units N, 25 -35 units P & 300-400 units K
- Sprays: 8 – 11 orchard sprays per season, comprising nutrient and fungicides.



Orchards – Facts



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- Farm Equipment:
 - 44 Tractors
 - 35 RTV's (mules)
 - 40 Orchard Sprayers
 - 21 Weed Carts
 - 8 Telehandlers

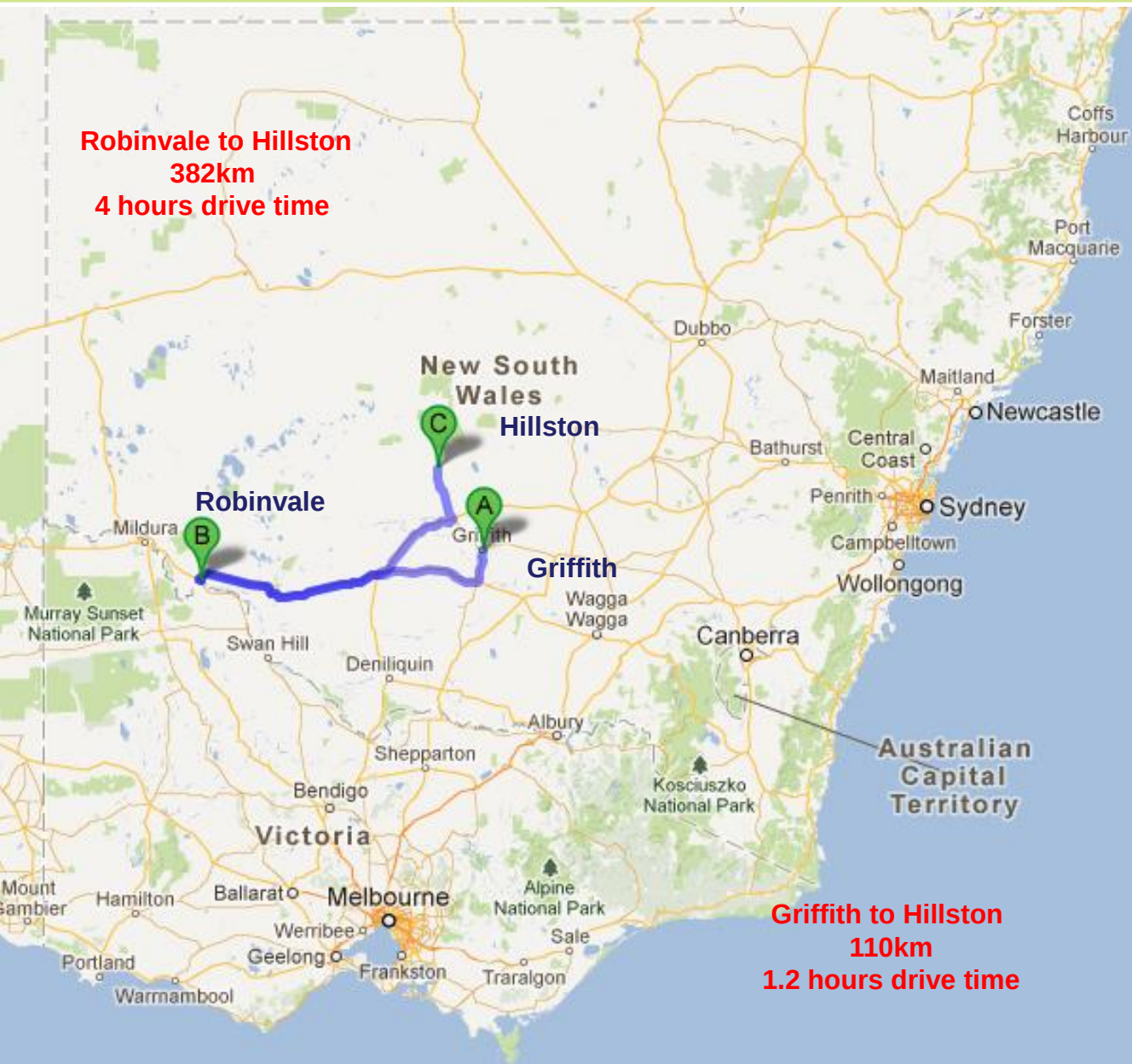
- Harvest Equipment:
 - 23 Shakers (574 acres/Shaker) avg. 20 acres/day per Shaker (3 sec/ tree)
 - 53 Sweepers (250 acres/Sweeper) avg. 10 acres/day per Sweeper - approx. 6 passes
 - 27 Pickups (490 acres /Pickup) avg. 15-17 acres/day per Pickup
 - 27 Bankouts (1 per Pickup).
 - 13 Elevators



Orchards – Geographic Diversity



SELECT HARVESTS



Robinvale (Ouyen)	January	July
Temp		
- Avg Min (Deg C)	15.7	4.3
- Avg Max (Deg C)	32.4	15.2
Avg Annual Rainfall (mm)	333.5	
Hillston	January	July
Temp		
- Avg Min (Deg C)	18.3	3.7
- Avg Max (Deg C)	33.4	15.2
Avg Annual Rainfall (mm)	370.7	
Griffith	January	July
Temp		
- Avg Min (Deg C)	17.4	3.4
- Avg Max (Deg C)	33.2	14.5
Avg Annual Rainfall (mm)	381.6	

Geographic Diversity

Limits exposure to:

- Weather
- Disease spread
- Labour availability
- Insect infestation

Key Drivers - Weather - Annual Almond Cycle

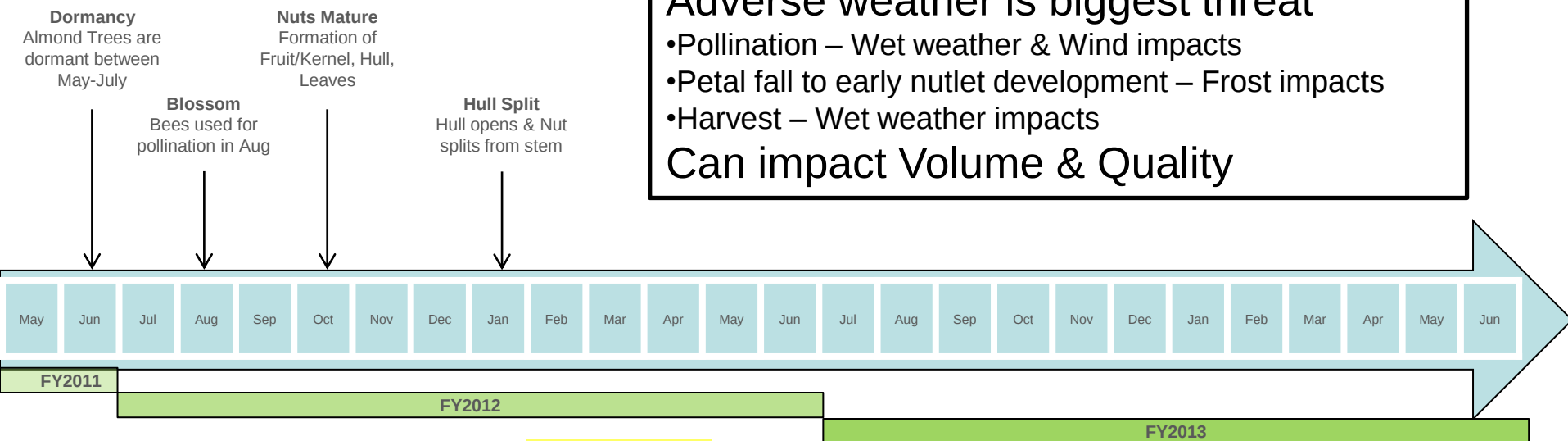


SELECT HARVESTS

Adverse weather is biggest threat

- Pollination – Wet weather & Wind impacts
- Petal fall to early nutlet development – Frost impacts
- Harvest – Wet weather impacts

Can impact Volume & Quality



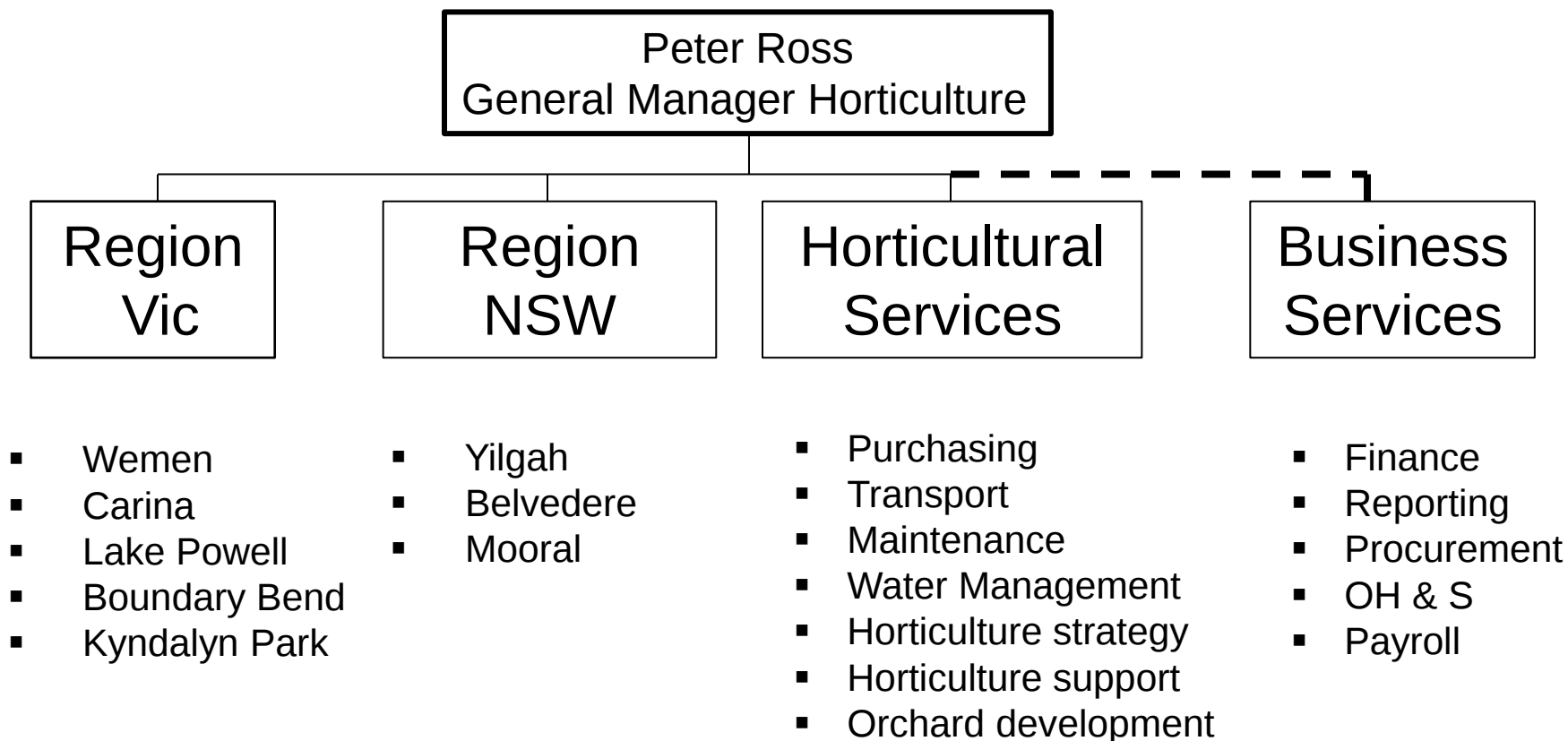
Harvest
shakers drop nuts to ground,
Sweepers pick up nuts,
Truck nuts to Processing Facility

Primary Processing – removal of hull (In-shell) or hull & shell (kernel), prior to Value Added Processing

Value Added Processing – blanching, slicing, slivering, meal, pastes, roasting, blending

Almond Sales Program





Structured to maximise yield and quality





Yield & Quality Initiatives

- Establishment of Horticultural Committee at Board level
- Independent expert horticultural review
- Greater empowerment of farm managers
- Better use of existing management tools
- Introduction of new horticultural tools
- Tighter KPI's
- Cost benchmarking versus local peers

Focus – productive economic outcomes





Yield & Quality Initiatives Examples

- **Orchard Management**
 - Final decisions made on farm
 - Water not to be compromised at any cost
- **Harvest**
 - Ensure moisture correct pre-harvest
 - green hulls hard to shell/scratches
 - micro contaminants
 - Shake trees properly
 - Maximise yield
 - “Mummy nuts” impact tree health (also poorer quality)
 - Sweep nuts off dripper lines, post-shaking, pre watering
- **Post Harvest**
 - Management program ensures trees emerge dormancy in good shape, leading to good blossom



SHV 2013 - Crop Update



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- Harvest commenced
- Weather conditions good to date
- Long term weather outlook favourable
- Yield - consistent with 1H2013 results announcement
- Quality - good (inc. colour)



■ Key Hazards

- Traffic (Farm Equipment)
- Noise
- Dust



■ Personal Equipment Requirements

- Hi-vis vests / shirts must be worn





■ Emergency Procedures

- If advised of emergency, remain calm & follow your guide's instructions
- Your guide will escort you to the emergency assembly point if required

**EMERGENCY
ASSEMBLY
POINT**

■ General

- Stay close to guide
- Keep together
- If in doubt – ask your guide





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Operations

Bruce van Twest – General Manager Operations



Operations – Carina West Processing Plant



SELECT HARVESTS

Site Agenda

- Site Information
- Quality & Food Safety
- Current Initiatives
- Plant Tour



■ Site Information

- The site occupies 100 hectares of land
- Commissioned in 2008 at a cost of \$40 million
- Hulling and Shelling capacity is 30,000MT (9 months)
- 36 hectares of stock pad capacity (limestone for product storage)
- Climate controlled warehouse
- Laboratory, Administration / Amenities complex
- 45,000 MT hull storage area
- ALMADS customised stock control & traceability system
- Approx. 120 employees during peak season



■ Site Information

Storage

- Each load received is assigned a barcoded huller ticket at the weighbridge
- KCI Elevator is used to reduced damage
- All piles are segregated at all times by farm and by farm lot for traceability
- All piles are covered prior to predicted rain events
- Fumigation is used for long term storage as needed





■ Site Information

Hulling and Shelling

- Hull and shell capacity of 10t/hr (kernel weight).
- First sorter is a Satake colour sorter which removes any mould and foreign material
- Second sorter is a Best Helius laser sorter which removes splits, broken, insect damage, mould.
- All product is metal detected, sorted, sized and packed into one tonne bins
- All bins are QA tested and then stored in the warehouse.
- The facility has the capacity to process 'inshell' which is diverted from the hulling plant to a segregated bank of colour sorters before being packed into 50lb bags.



■ Site Information

Sorting and Packing

- There are 2 colour sorters in the Packing Shed
- The Packing line has a capacity of 6t – 10t/hr depending on carton/bag size.
- Pack sizes are:
 - 5kg – 22.68kg cartons
 - 500kg – 1000kg bulk bags
- The Packing line is a fully automated
 - Carton erector, filling, metal detection and robot pallet stacking
 - The bulk bag line fills the bags to a required weight and then palletised.
- Product is then pasteurised before being dispatched



■ Site Information

Warehouse

- All kernel and finished goods are stored in a climate controlled Warehouse between 16 & 18 degrees
 - This helps with keeping the product fresh, and also breaks the life cycle of any infestation (moths)
- The Warehouse has a capacity of 13,000 bins and 300 pallets of finished goods.



Fumigation

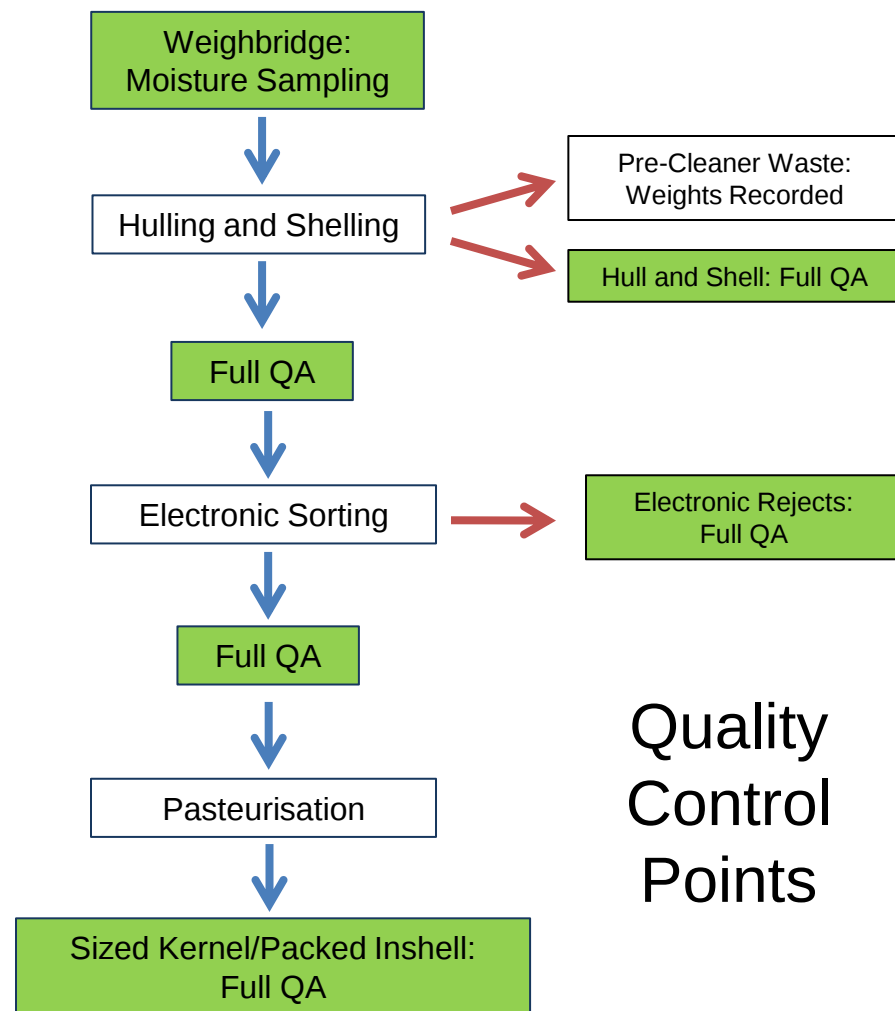
- Fumigation chambers have a capacity of 145 bins each
- Chambers can fumigate kernel bins and finished goods
- Profume is used to fumigate the product, this is transferred into the chambers using a state of the art automated system.





■ Quality and Food Safety

- Moisture samples at Weighbridge
- Pre-cleaner waste
- Hull/Shell samples
- Pre/post electronic sorting samples
- Bin by bin Sampling
- Reject samples



Quality Control Points





■ Current Initiatives

- H₂O Express Steam Pasteuriser
- Hull disposal
 - Stock Feed
 - Co-generation
- Focus on start-up quality





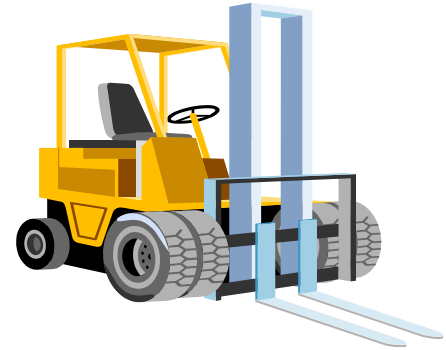
SELECT HARVESTS

Plant Tour



■ Key Hazards in Processing Plant

- Traffic (forklifts)
- Noise
- Compressed Air
- Almond dust



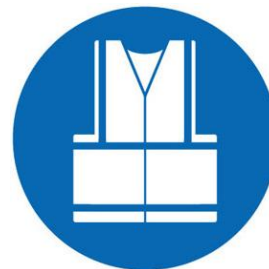
Operations – Carina West Plant Tour



SELECT HARVESTS

■ Personal Equipment Requirements

- Hi-vis vests / shirts must be worn
- Face masks in designated areas
- Eye protection in all areas
- Ear protection in all areas
- Hair nets and beard snoods
- Wash & Sanitise hands in designated areas





■ Emergency Procedures

- If factory siren sounds, remain calm & follow your guide's instructions
 - Your guide will escort you to the emergency assembly point if required
- Stay on designated walk ways
- Keep together
- If in doubt – ask your guide

**EMERGENCY
ASSEMBLY
POINT**



Operations – Carina West Plant Tour



SELECT HARVESTS

Guide 1 – Red Group

Bruce van Twest
GM Operations

- 1
- 2
- 3
- 4
- 5
- 6
- 7
- 8

Guide 2 – Blue Group

Peter Ross
GM Horticulture

- 1
- 2
- 3
- 4
- 5
- 6
- 7
- 8

Guide 3 – Green Group

Davin Wright
Processing Operations Mgr

- 1
- 2
- 3
- 4
- 5
- 6
- 7
- 8

Guide 4 – Yellow Group

Kris Pronsolino
H&S Supervisor

- 1
- 2
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- 7
- 8



Site Agenda

- Site Information
- Quality & Food Safety
- Current Initiatives
- Plant Tour



■ Site Information

- The Select Harvests head office has been located at the Thomastown facility since 2002.
- The site consists of corporate offices, the production facility, an on-site laboratory and warehouse.
- The site employs 54 staff and between 70 and 140 production staff based on seasonal requirements.
- The plant produces 13,000mt of an extensive range of packaged nuts and associated products which include:
 - Snacking nuts
 - Nut based ingredients for consumers and the wholesale market
 - Natural health foods
 - Dried fruits



■ Site Information

- This site has 11 processing lines which include:
 - Laser sorters
 - Dry roasters
 - Oil roaster
 - Almond blanching, slicing and grinding lines
 - Dicer
 - Blending
 - Conching
 - Doye and vertical form filling machines





■ Site Information

■ Packaging formats include:

- Pillow packs
 - Size range from 100g - 750g
 - Edge seals & Block bottoms
- Doye Bags
 - Size range from 150g – 1kg
 - Re-sealable Doye bags
- Bulk cartons
 - 10 – 25kg



■ These lines service the retail, wholesale and industrial markets and produce approximately 350 sku's.





■ Quality and Food Safety

- SQF2000 – Level 3
- Codex HACCP – Version 2003
- Woolworths Quality Assurance Standard
- Coles Supplier Management Program
- AQIS / Halal / Kosher / Organic certifications



CERTIFICATE
OF REGISTRATION

SQF2000 & HACCP ver:2003

AQIS
AUSTRALIAN QUARANTINE
AND INSPECTION SERVICE



■ Current Initiatives

- Cost improvement initiatives targeting 5% reduction in manufacturing expenditure
 - Optimisation of asset footprint & introduction of 'Lean' manufacturing techniques
 - Relocation of bulk packing line
 - Snack pack line project
 - Reduction of labour at grinding process
 - Packing immediately from source i.e. Roaster and Dicer
 - Investigation of removal of afterburner to decrease energy usage
- Quality (35% reduction in consumer complaints year on year)
 - Moved to operator on-line monitoring and inspection
 - Customer tailored quality solutions through joint collaboration





SELECT HARVESTS

Plant Tour



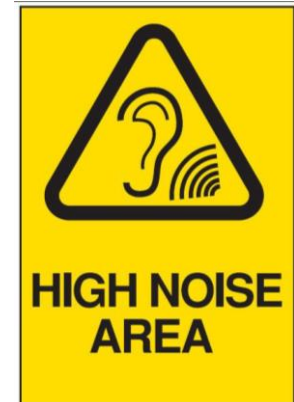
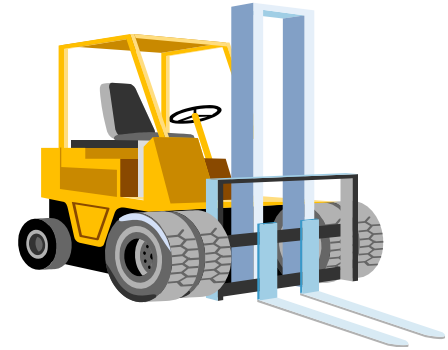
Operations – Thomastown Plant Tour



SELECT HARVESTS

■ Key Hazards in Processing Plant

- Traffic (forklifts)
- Noise



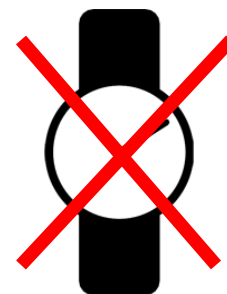
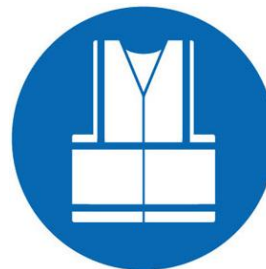
Operations – Thomastown Plant Tour



SELECT HARVESTS

■ Personal Equipment Requirements

- Hi-vis vests with disposable coats
- Ear protection in all areas
- Hair nets and beard snoods
- No jewellery except wedding bands
- Wash & Sanitise hands in designated areas



■ Emergency Procedures

- If factory siren sounds, remain calm & follow your guide's instructions
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**EMERGENCY
ASSEMBLY
POINT**



Operations – Thomastown Plant Tour

Guide 1 – Red Group

Bruce van Twest
GM Operations

- 1
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Guide 2 – Blue Group

Baoanh Vu Spezza
Site Operations Mgr

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SELECT HARVESTS

Trading

Laurence Van Driel – Trading Manager





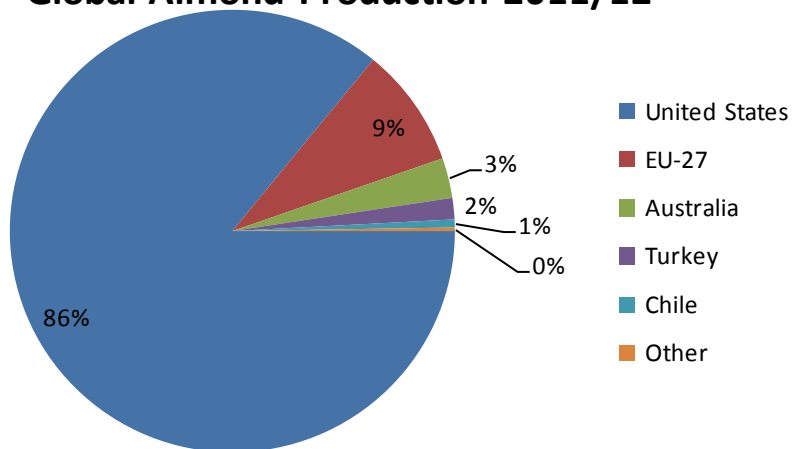
- **Almond Trading**
 - **Almonds Unlisted commodity**
 - Global pricing set off US market
 - Australian domestic price global price plus freight to import
 - **Maximise return irrespective of market or product**
 - Inshell versus kernel
 - Export versus domestic
 - **Customers**
 - Distributors/Baggers
 - Manufacturers/Processors
 - Second hand market (traders)
 - **Key Markets**
 - India
 - Middle East
 - Europe





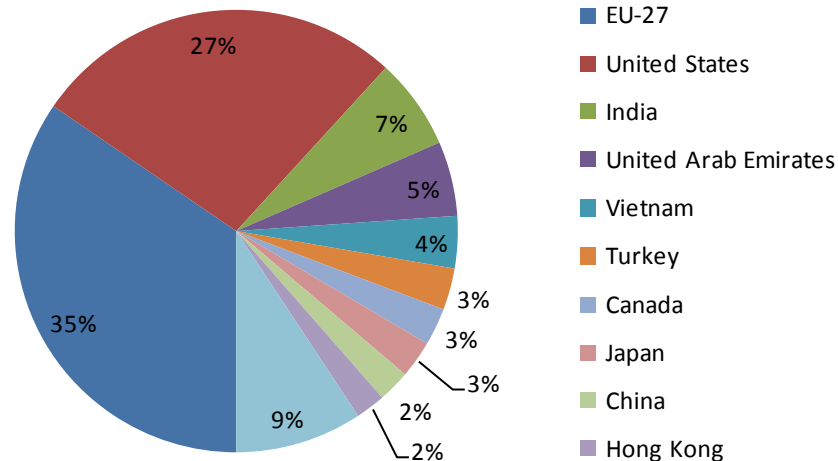
Key Markets (Production & Consumption)

Global Almond Production 2011/12



Source: USDA PSD Online

Global Almond Consumption 2011/12



Source: USDA PSD Online

- The USA dominates the global almond production industry with 86% of the market, followed by the EU with 9% (the major contributor being Spain)
- Australia is currently the 3rd largest Almond producing nation globally and is on target to become the 2nd largest by 2015

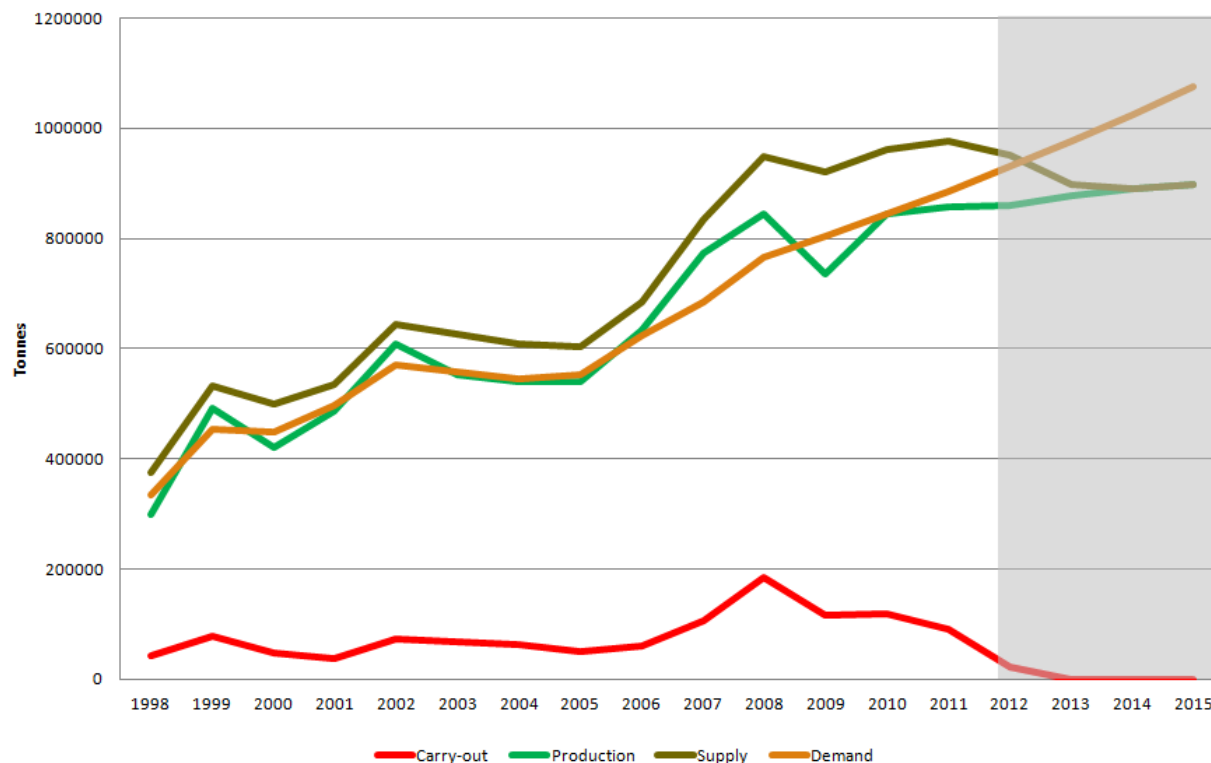


Global supply-demand dynamic attractive



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World Almond Supply vs Demand



- Global market worth an estimated US\$4.5 billion
- Supply and demand have grown at 8% CAGR over past decade
- Current demand growth trending above average growth rate; average supply growth cannot be maintained due to slow-down in recent planting activity
- Annual consumption has exceeded production over past two years
 - Post GFC carry-over stock has softened upward price pressure so far

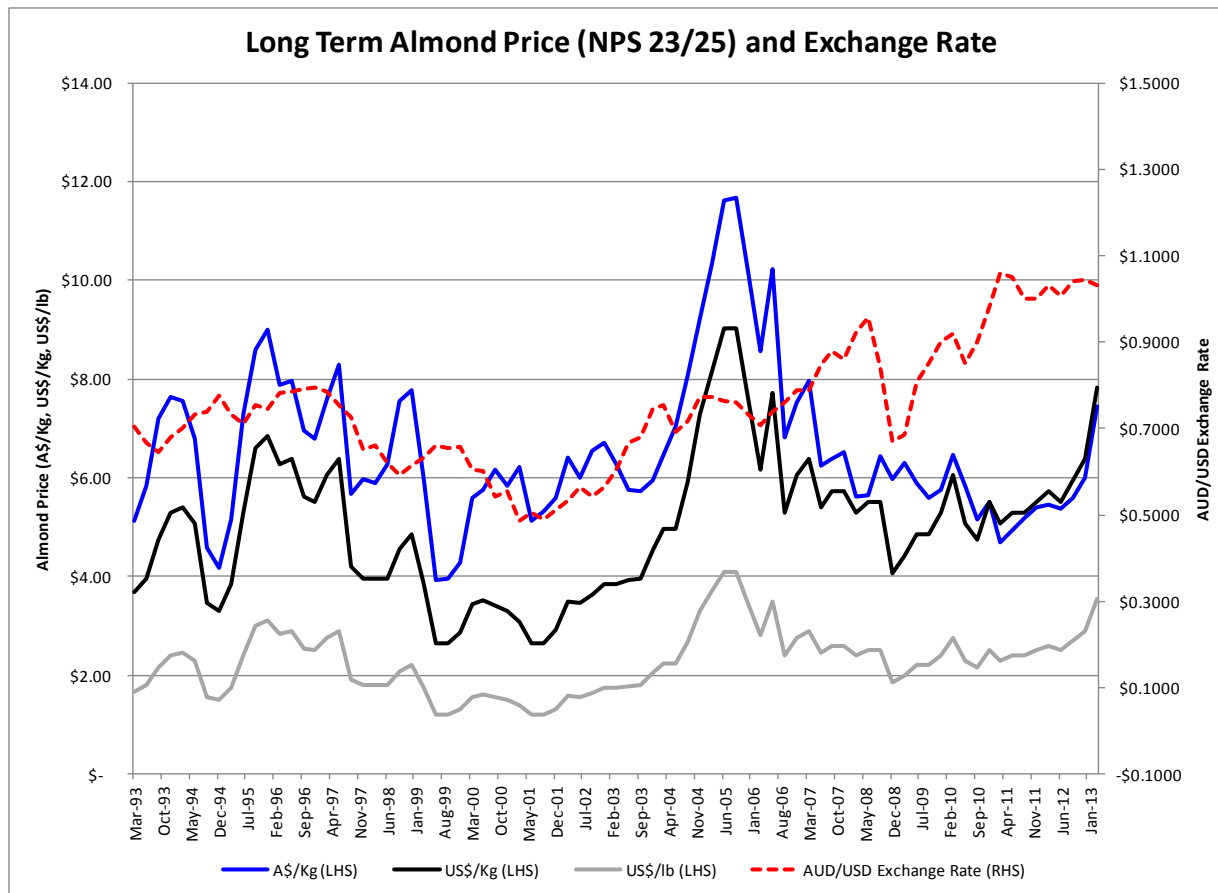
Australian Almond Statistics 2011, Almond Board of Australia



Almond Price History



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Note: this chart is for indicative purposes only – it represents one premium almond grade (of the many that Select Harvests produce and sell) and its sole reason for inclusion is to give the reader an understanding of the historical relativity of the current almond price and the trend which is generally common across almond grades. It should not be construed as the average price that Select Harvests sells at.





Almond Price & Global Crop Update

■ US Crop

- USA 2012 Almond crop est. less than expected 1.9 vs 2.1 billion pounds
- Down more than 200 million pounds on earlier projections (equivalent to total Australian & Spanish almond crop)
- Current US bloom positive

■ Australian Crop

- Industry reporting good crop across the board
- Almondco suggest up 40% on last year

■ Price

- A\$ price is up circa 25% on 2012 price
- Highest price for last 5 years



- **Product Range**
 - Process Nuts
 - Nut blend and pastes
 - Fruit and Nut Blends
- **Markets**
 - Domestic & Export
 - Food and Dairy manufactures
 - Wholesalers and brokers
- **Price**
 - Commodity price plus value add plus margin





SELECT HARVESTS

Consumer Sales & Marketing

Mark Eva – General Manager Sales & Marketing – Consumer Products



Consumer Sales & Marketing - Facts



SELECT HARVESTS

- Currently \$93m turnover
- Lucky No .1 in Cooking nuts category
- Soland Leading Health Foods brand
- Sunsol Australia's No. 5 branded muesli
- 50% business Private label, >60% products non almond
- Innovation represents less than 2% of turnover



Huge opportunity to create value



Opportunities in the Consumer Business

- Using our brands to generate price premiums and add value to commodities
- Capitalise on market growth in nuts, health and whole foods
- Strengthen brands and business - underappreciated and potentially more valuable
- Food Business contributes to risk mitigation
- Provide cash from low capex base

Strong, consistent cash flow





Improvement Initiatives underway

- Improve product mix
 - e.g. reduced Health Food range by 50%
- Cost reductions via more efficient 'go to market' model and reduced Operations costs
- Improving quality and service
- Rebuilding and regaining Retailer confidence and trust post-recall
- Improved target setting & performance management of Brokers
- Implementing appropriate FMCG processes
- Investment in improving Category and Consumer knowledge
- Deepen Sector and Channel understanding of Health and Whole Foods (>\$300m Category)
- Reconfigure our Muesli offer to improve Consumer and Customer appeal (>\$100m Category)



Consumer Sales & Marketing - Growth



SELECT HARVESTS

- Strengthen and leverage existing brand positions
 - Gain necessary Category knowledge and Insight
 - Rationalise & refresh existing offer
 - Strengthen Innovation effort
 - Health, Convenience and Value-added focus
- New Channels / Markets
 - Foodservice, Petrol & Convenience
 - NZ and Asia
- Build Health and Whole Foods business across multiple channels
- Cost effective Go to Market approach with expanded coverage





SELECT HARVESTS

Closing Presentation – Strategy & Future

Paul Thompson – Managing Director



Australian Almond Industry Snapshot



SELECT HARVESTS

Company	Orchards	Processing	Sales & Marketing
Select Harvests	11,449 acres (4,635 ha) – 15% market share Vic & NSW	Primary Processing 30KT Robinvale Vic Value Added Processing Robinvale & Thomastown Vic	Consumer, Foodservice & Industrial businesses Global Nut Trader
Olam	30,000 acres (11,949 ha) – 40% market share Vic	Primary Processing 40KT Carwarp Vic	Consumer, Foodservice & Industrial businesses Global Nut Trader
Almondco (Simarloo)	Nil direct 145 grower suppliers	Primary Processing 30KT Renmark, SA Value Added Processing	Consumer, Foodservice & Industrial businesses Global Almond Trader
Nut Producers Australia (Riverland Almonds)	Yes – acreage unknown	Primary Processing 10KT Loxton, SA	Consumer, Foodservice & Industrial businesses Almond & Pistachio Trader

Australia has 75,063 acres (30,390 ha) of almond orchards (Australian Almond Statistics 2011, Almond Board of Australia).

SHV is only opportunity for investors to participate in this market growth



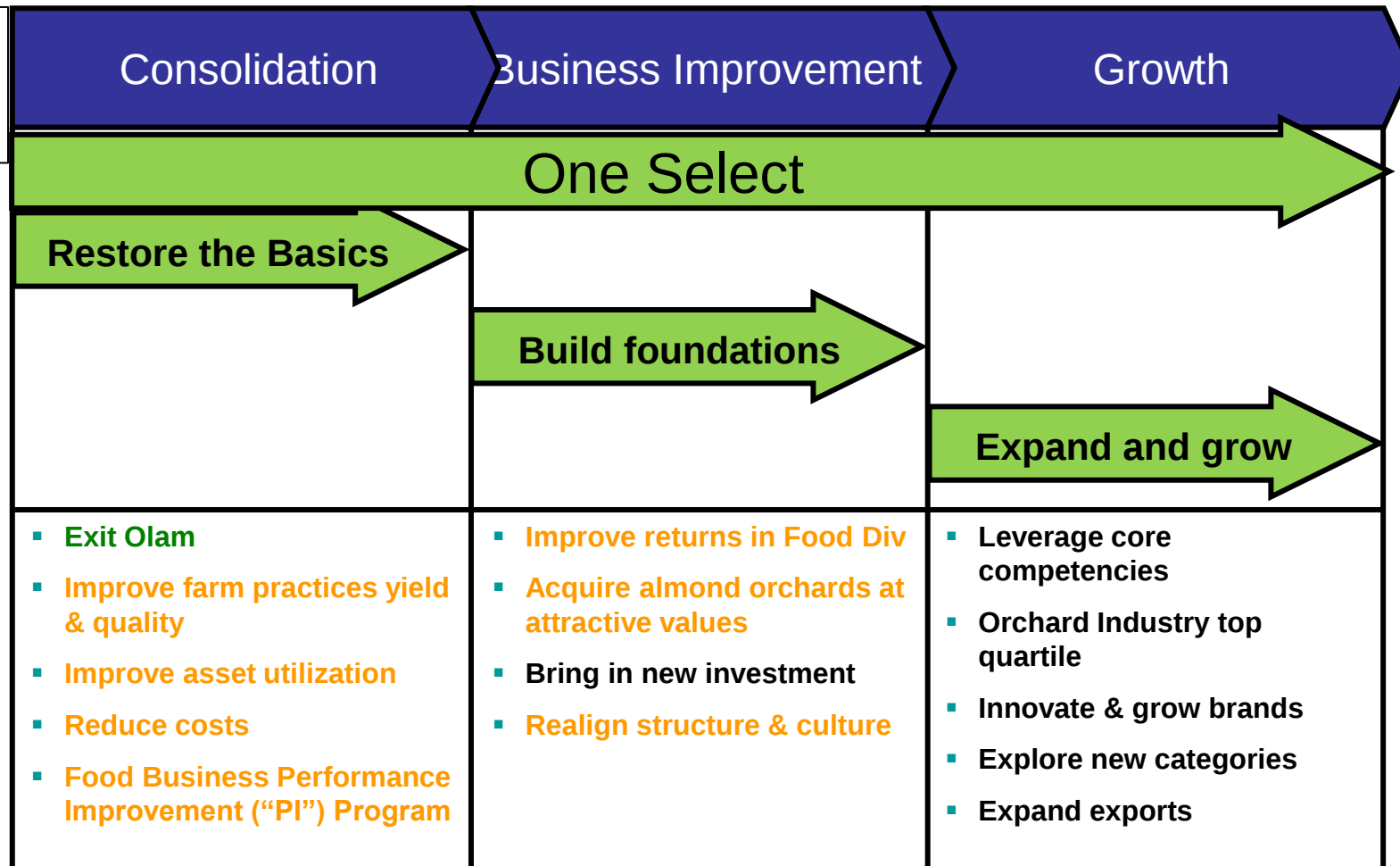
SHV Path Forward – 3 Phases



SELECT HARVESTS

LEGEND

- Done
- Underway
- Future





Growth Opportunities

- Existing Almond business
 - Better horticultural performance across all trees
 - Maturing of immature trees
 - Replant older trees
 - Replant more productive varieties
 - Replant at higher densities
- Secure additional Almond volumes
 - New processing contracts
 - Farm gate purchasing
 - Orchard acquisitions





Growth Opportunities

- Existing Food business
 - Improve manufacturing safety, processes and performance
 - Efficiency measures
- New Business
 - Food Services
 - NZ
- New Products
 - Rationalise and refresh SKU's
 - Insight driven strategies and products





Why Select Harvests?

1. Excellent Industry Fundamentals

- Supply/Demand
- Counter-cyclical to USA

2. Integrated Business Model

- Orchards
- Processing & Packaged goods
- Large nut, seed and dry fruit trader

3. Culture for Improvement

- Refreshed Leadership
- One Select

4. Competitive Advantage: Quality Assets

- 85% orchards mature in 2 years
- State of Art Carina West processing facility
- Market leading brands

5. Market Environment

- Price and currency favourable
- 2013 volumes 50% up

6. Growth

- Business positioning itself to grow





SELECT HARVESTS

Thank you

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SHV Background Investor Information





Evolution of Select Harvests

- **1984** Select Harvests Ltd (“SHV”) listed on ASX
- **2000** Became key almond industry service provider to Timbercorp (“TIM”)
SHV bound to TIM in an exclusive arrangement
SHV managed orchard business grew to 34,000 acres (29,500 acres TIM)
- **2008** SHV construct Carina West Processing Facility to process SHV/TIM almonds
- **2009** TIM collapse & Olam purchase TIM almond orchard assets from administrator for A\$288 million
 - 29,514 planted acres (11,949 ha), 4,199 unplanted acres (1,700 ha) & 89.1 GL permanent water rightsOlam contract SHV to manage their orchards for 3 years
- **2010** SHV acquires Belvedere orchard (1,900 acres)
- **2011** Olam announce they will manage their own orchards at expiry of contract
- **2013** SHV acquires 1286 acres orchards



Select Harvests Snapshot



SELECT HARVESTS

- SHV is Australia's leading integrated almond business with significant positions throughout the entire almond value chain.

	Orchards	Processing	Sales & Marketing
Summary of Capability	Portfolio 11,449 acres (4,635 hectares "ha") •Controlled 10,022 acres (4,057 ha) •Managed 1,427 acres (578 ha) Diversified across Vic & NSW	Primary Processing 30KT Robinvale Vic Value Added Processing Robinvale & Thomastown	Consumer, Foodservice & Industrial businesses Global nut trader
Key Attributes	Ownership 5,524 acres (2,236 ha) owned 4,498 acres (1,821 ha) leased 1,427 acres (578 ha) managed Geographic Diversity 6,921 acres (2,802 ha) VIC 4,528 acres (1,833 ha) NSW	Primary Hulling & Shelling Inshell bagging Value Added Blanching Slicing Dicing Meal Pastes Roasting Blending	Brands Lucky: No 1 Cooking Soland: No1 Health Food Sunsol: Snacking Renshaw: Industrial Customers Coles Woolworths Mars Unilever Export



Almond Division – Orchards & Processing



SELECT HARVESTS

Controlled Orchards	Farmed Orchard Area		Almond Processing Area	
	Acres	Hectares	Acres	Hectares
Owned	4,013	1,624	4,013	1,624
Leased	1,481	600	1,481	600
Victoria	5,494	2,224	5,494	2,224
Owned	1,511	612	1,511	612
Leased	3,017	1,221	3,017	1,221
NSW	4,528	1,833	4,528	1,833
Total Controlled Orchards	10,022	4,057	10,022	4,057
Managed Orchards	1,427	578	3,209	1,299
Total Portfolio	11,449	4,635	13,231	5,356

Orchard Category				
Owned	5,524	2,236	5,524	2,236
Leased	4,498	1,821	4,498	1,821
Managed Orchards	1,427	578	3,209	1,299
Total Portfolio	11,449	4,635	13,231	5,356

Orchard Geography				
VIC	6,921	2,802	8,703	3,523
NSW	4,528	1,833	4,528	1,833
Total Portfolio	11,449	4,635	13,231	5,356

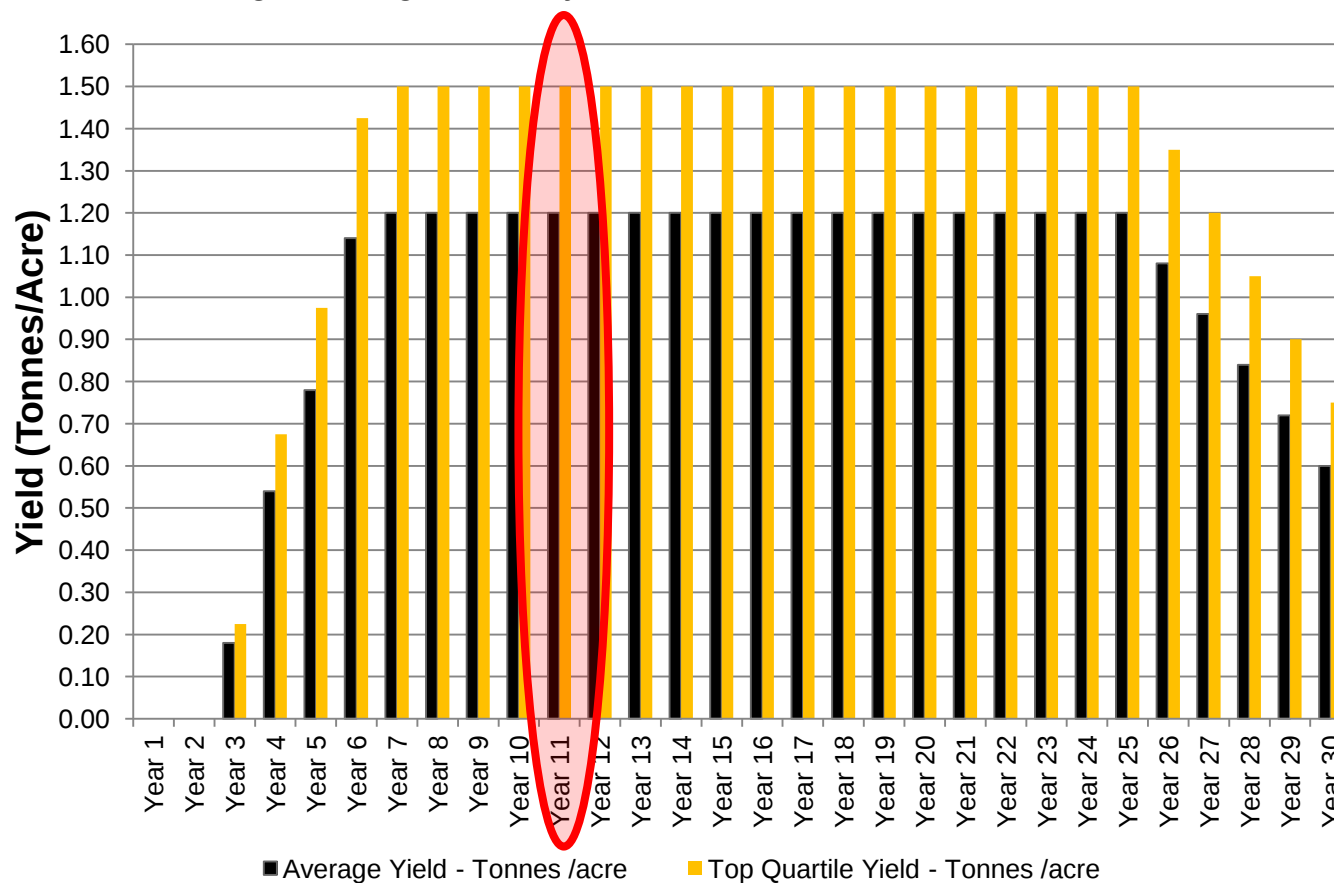


Almond Tree Life Cycle & Yield



SELECT HARVESTS

- Almond trees take 7 years to mature, then produce at that level for approx. 18 more years before tapering
- Select Harvests average tree age is 11.2 years.



Food Division



SELECT HARVESTS

MARKET LEADING BRANDS



KEY CATEGORIES

- Nuts
- Snack Foods
- Private Label
- Health Foods
- Fresh Produce
- Muesli
- Blends
- Dried Fruits

PROCESSING CAPABILITY

- Blanching
- Slicing
- Slivering
- Meal
- Pastes
- Roasting
- Blending

KEY CUSTOMERS



Unilever



Woolworths
the fresh food people

Consumer - Brand Summary



SELECT HARVESTS



- Market leader in the cooking nut category.
- Cooking Nut product range: almonds, walnuts, cashews, hazelnuts, brazil nuts, pine nuts, pistachios, macadamias, sunflower seeds and pepitas (value share 37.7% in the MAT to 3.2.13)
- Snacking product range: portion control packs, Lucky Smart Snax and Lucky Snack Tubs.
- Distribution: major and independent supermarkets and export markets including Indonesia, Middle East and Pacific rim



- Product range: nuts, dried fruit, legumes and pulses, cereals, grains, seeds, flour, muesli and organic foods.
- Bulk and convenience packs.
- Distribution: health food stores and pharmacies nationally.



- Product range: muesli, dried fruit, nuts and snacks.
- Distribution: major supermarkets (muesli) , Independent supermarkets (muesli and snacking) and export markets including Hong Kong, Singapore, Malaysia , Indonesia and the Pacific Rim.



- Product range: muesli, dried fruit, nuts and snacks.
- Distribution: Health aisle of major supermarkets and export markets including Hong Kong, Singapore, Malaysia , Indonesia and the Pacific Rim.



- **Compelling Long-Term Supply & Demand (“S & D”) Fundamentals**
 - Fast growth - Global almond demand grew at a Compound Annual Growth Rate of 8% p.a. over the last decade
 - Tight S & D - delicately balanced in a long-term high growth market
 - Demand increasingly driven by rapid urbanisation and growing affluence in Asia
 - Long lead time to mature production (7 years)
- **Health Benefits**
 - Almonds are becoming increasingly recognised for their health benefits
 - Contain sterols & polyphenols - improves blood cholesterol
 - Contain Vitamin E – fat soluble vitamin & anti-oxidant that assists in maintaining heart health
 - Arginine (Protein) – leads to relaxed/elastic blood vessels. Hard arteries can lead to heart disease
 - Improve blood glucose control – can reduce the Glycaemic Index (“GI”) of a meal - assist with weight loss
 - Contain Calcium – 20 nuts gives 7% daily requirement – important source for those who can’t/don’t eat dairy
 - Reduces oxidative stress & has anti-inflammatory effects
 - Benefit digestive health – natural source of dietary fibre
- **Agronomics**
 - Almonds are an efficient economic converter of water compared to other potential agricultural land uses
 - Almonds are a logical choice in an increasingly water constrained environment



Australian Almond Regions, Varieties & Grades



SELECT HARVESTS

- **Regions**
 - Sunraysia (VIC)
 - Riverland (SA)
 - Riverina (NSW) Non-Pollinators
- **Varieties**
 - Non-Pollinators
 - Non-Pareil
 - Pollinators
 - Carmel
 - Price
 - Ne Plus
 - Peerless
 - Mission
 - Monterey
 - Fritz
- **Grades**
 - Extra Supreme
 - Supreme
 - Select Sheller Run (“SSR”)
 - Standard
 - Manufacturing



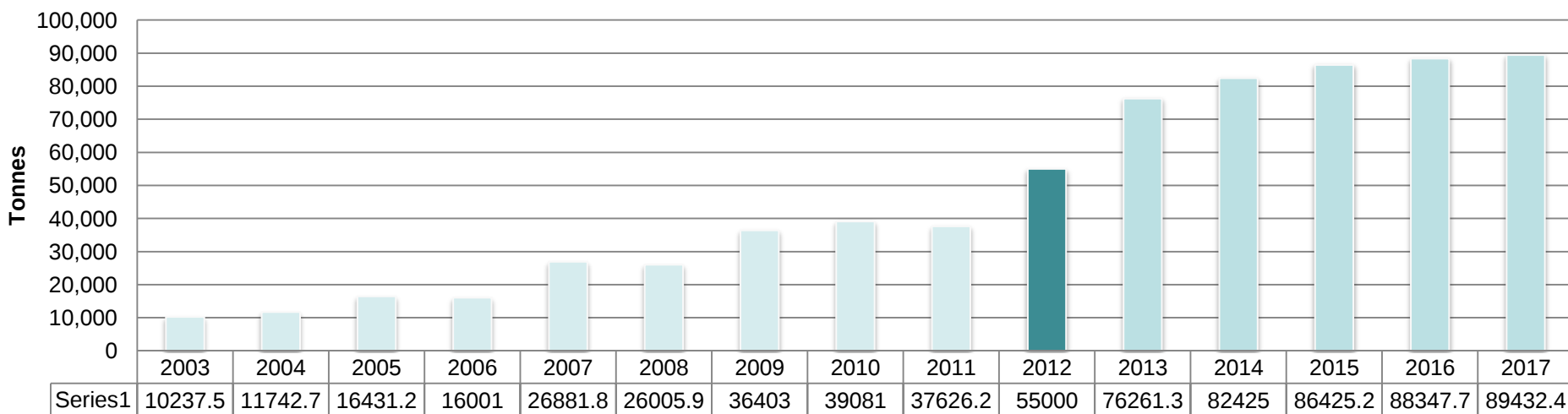
Australian Almond Industry



SELECT HARVESTS

- Australian Almond production has undergone significant growth since 2003, increasing by approx. 45,000 tonnes to 55,000 tonnes in 2012

Australian Almond Production



- The Australian Almond Industry will continue to enjoy significant volume growth over the next few years as existing orchard mature and yields return to more normalised levels.
- By 2015, Australia is on target to become the 2nd largest producer of almonds globally



Industry Links



SELECT HARVESTS

- Industry Associations

- Almond Board of Australia
- Californian Almond Board

www.australianalmonds.com.au

www.almondboard.com

- US Companies

- Blue Diamond Growers
- Almond Insights
- Paramount Farms
- Hilltop Ranch
- Merlo Farming

www.bluediamond.com

www.almondinsights.com

www.paramountfarms.com

www.hilltopranch.com

www.merlofarminggroup.com





SELECT HARVESTS

Thank you for your interest in Select Harvests

