Select Harvests Limited ("SHV")

BBY Emerging Companies Conference Presentation

26 June 2013



Disclaimer

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.

SHV Background

- Listed on ASX in 1978
- **History**
  - Developer and manager of orchards & almonds
  - Service provider to Managed Investment Schemes (“MIS”)
  - Developed a significant portion of the current Australian almond industry
  - Heavily reliant on government, MIS and a single MIS operator
- **Today**
  - Diversified, vertically integrated agribusiness
  - Positioned to benefit from healthy eating and the growth of developing economies underpinned by outstanding almond market fundamentals

An integrated agribusiness underpinned by almonds

SHV Board

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

SHV Executive Team

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

Select Harvests Snapshot

- 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

SHV – an integrated agribusiness that controls almond Supply Chain

Brands Customers & Capability

MARKET LEADING BRANDS

KEY CATEGORIES

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

PROCESSING CAPABILITY

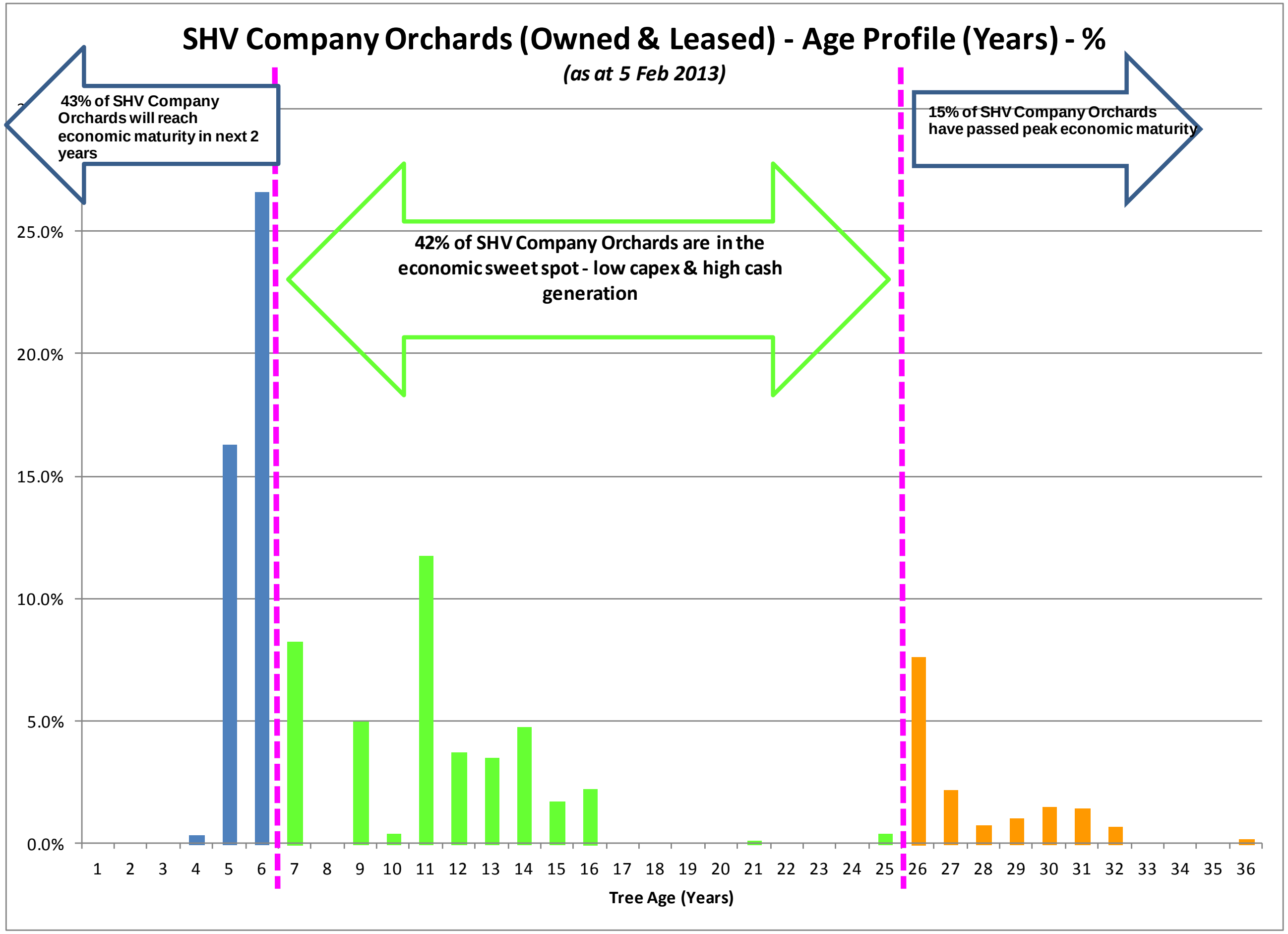
Blanching	Slicing
Slivering	Meal
Pastes	Roasting
Blending	Inshell

KEY CUSTOMERS

- Retail
- Food Service
- Wholesales
- Industrial
- Traders

SHV adds value along the entire supply chain

SHV Orchard Profile - A Competitive Advantage

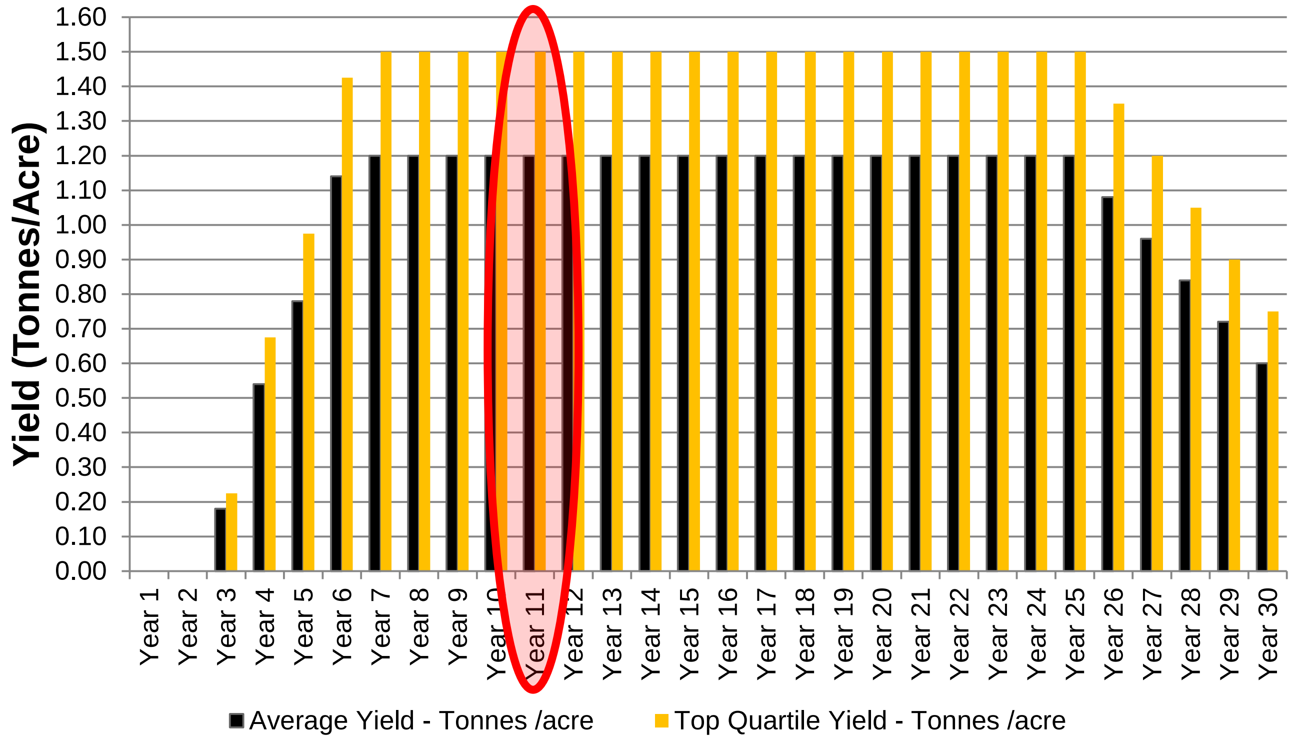


Note: SHV's WA orchards are excluded from this summary

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

Almond Trees Long Life & Lead Time to Maturity

- Almond trees take 7 years to mature, then produce at that level for approx. 18 more years before tapering



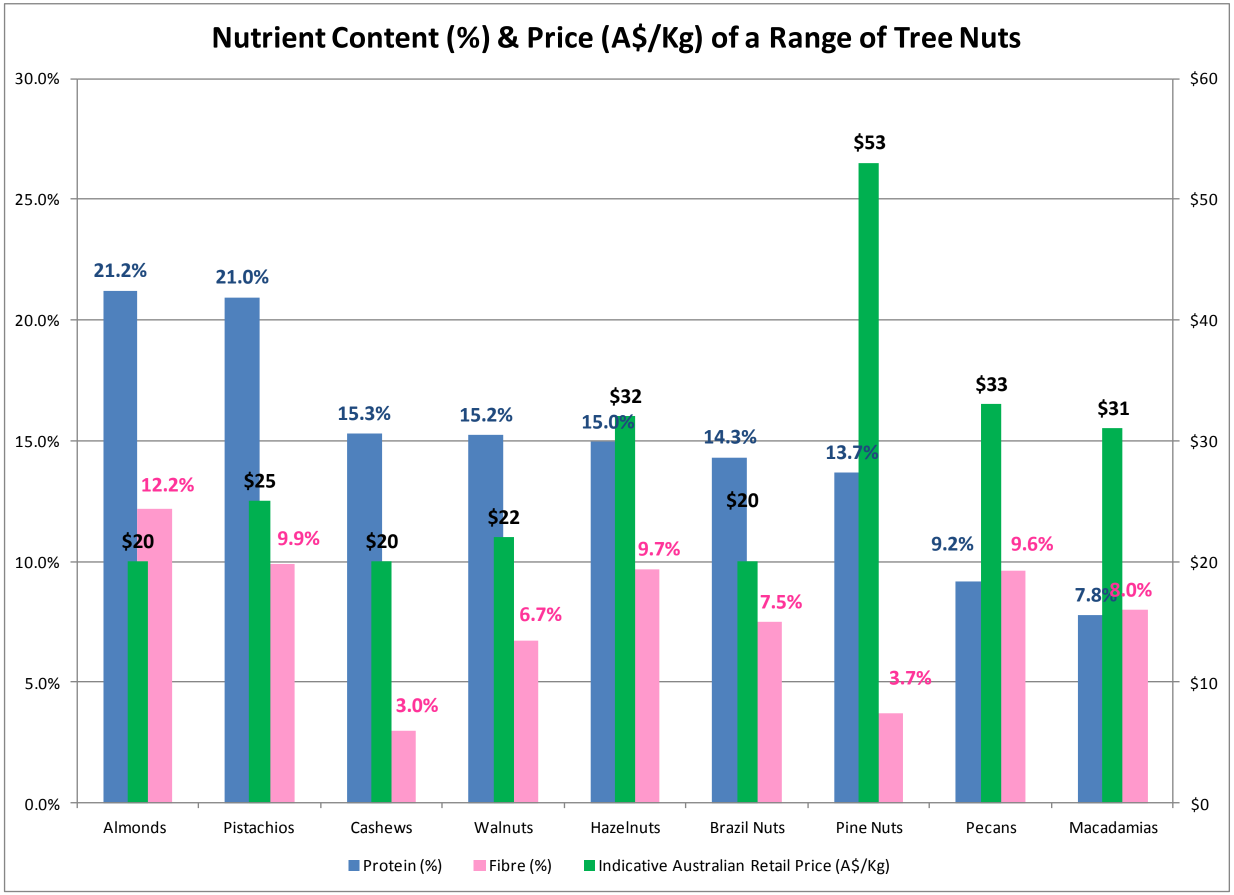
Select Harvests secure supply chain & yield opportunities - average tree age is 11.2 years

Why Almonds? - Sustainable Positive Fundamentals

- 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
  - World’s most versatile nut
- 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 (“CAGR”)

Why Almonds? - Health & Economic Benefits

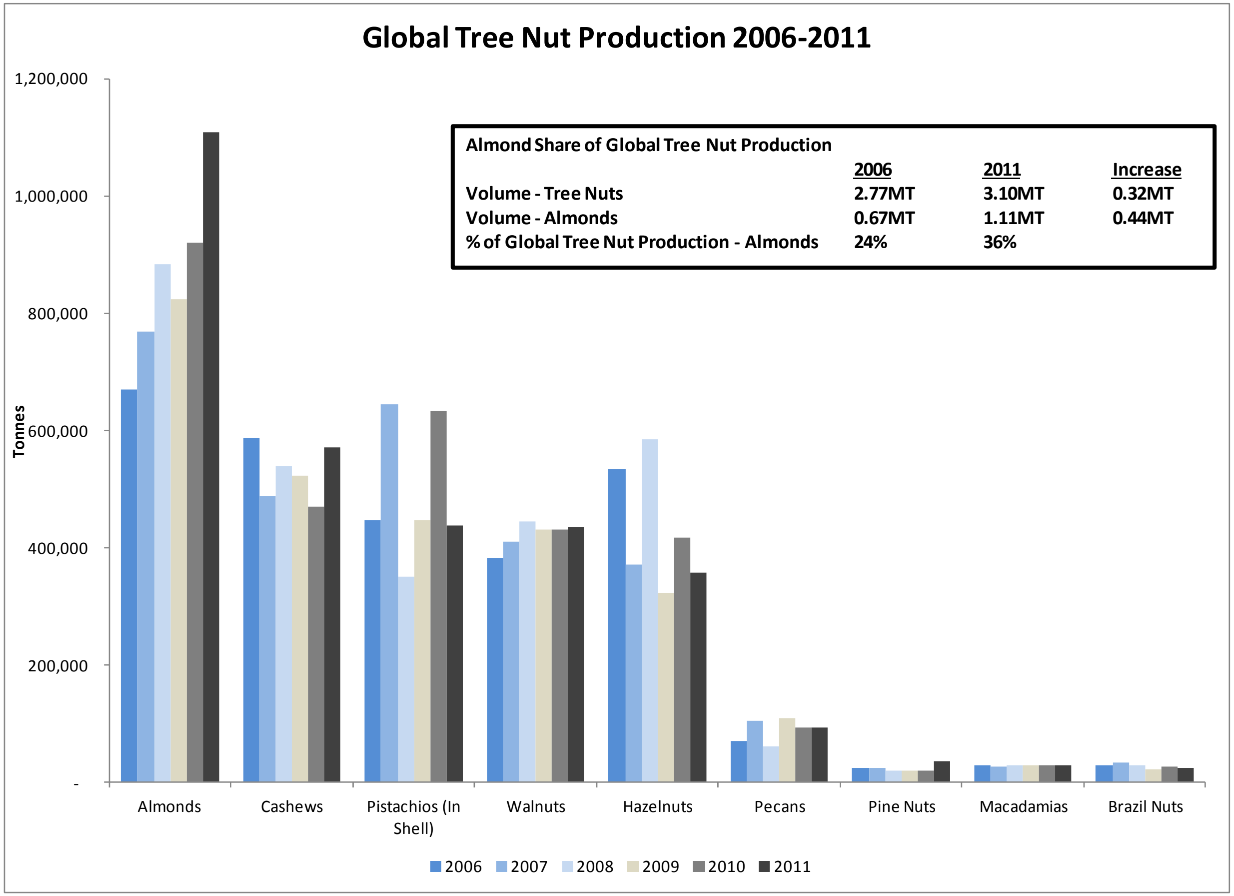


Source: Nutrient Content - Global Statistical Review 2006-2011, International Nut & Dried Fruit Council Foundation (INC). Pricing based on company survey (on-line Australian retail pricing, April 2013).

Almonds are the highest protein, highest fibre & affordable tree nut.

Why Almonds? - Both Dominate & Versatile

SELECT HARVESTS

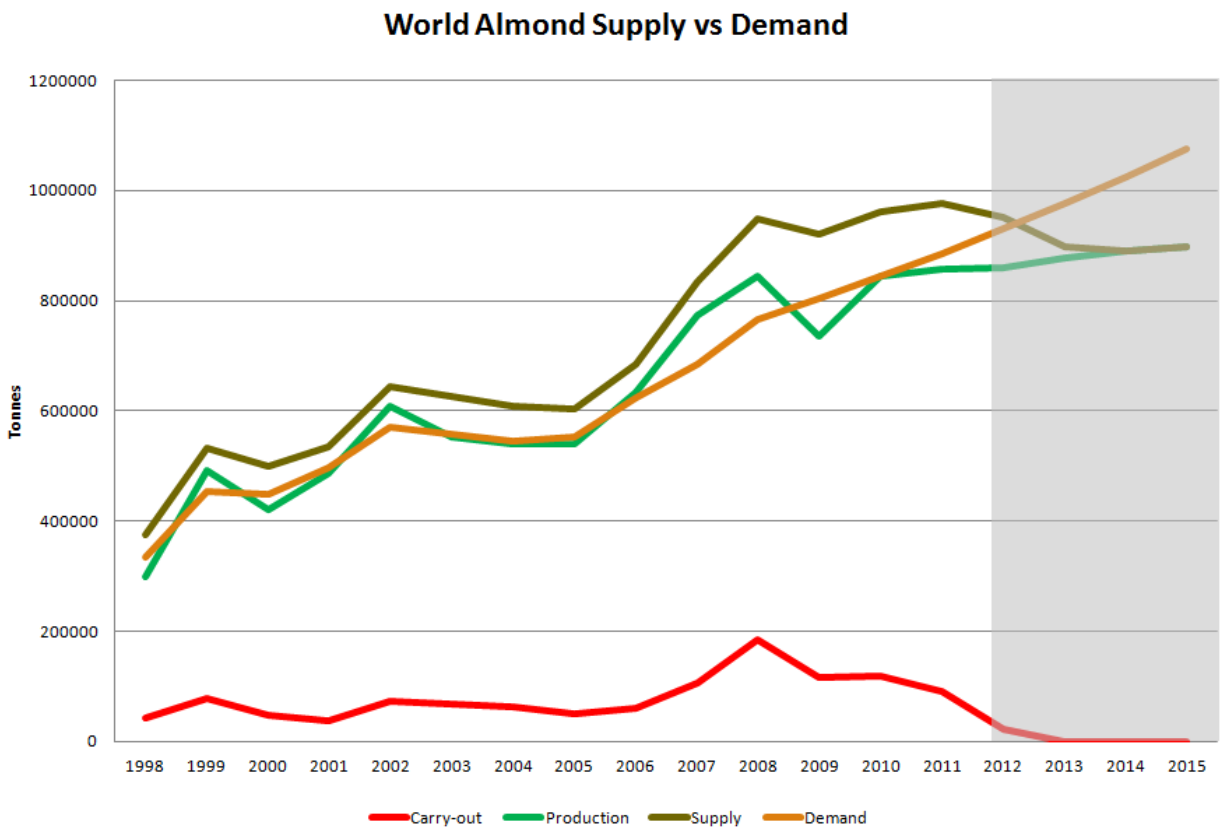


Source: Global Statistical Review 2006-2011, International Nut & Dried Fruit Council Foundation (INC), Jan 2013

Almonds are the most versatile and highest volume nut, substitution is difficult

Lucky SunSol soland HEALTH FOODS Nu-Vit Health Foods RENSHAW ALLINGA FARMS

Why Almonds? - Supply-Demand Dynamic Attractive

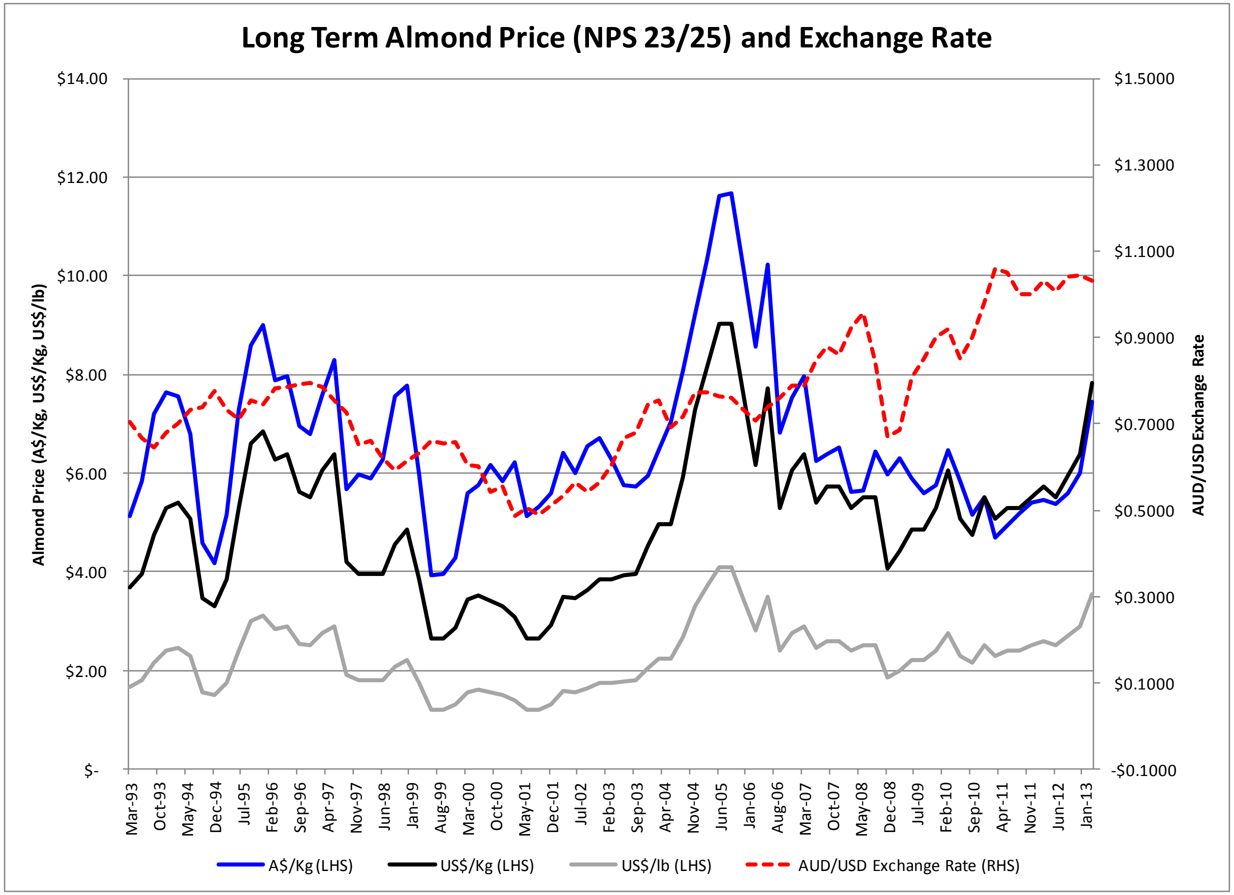


Source: Australian Almond Statistics 2011, Almond Board of Australia

- 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

Global almond market fundamentals are compelling

Almond Price History



Source: Company Data

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.*

Price has remained strong despite substantial production increases and A$ appreciation

SHV 2012/13 Activity

- Reviewed strategy
- Restructured executive responsibilities
- Merged horticultural and processing offices
- Acquired of 1,286 acres of mature orchards
- Gained additional 3rd party processing business
- Debt reduction: water sale and working capital management
- Write-down of WA Greenfields project
- Established horticultural committee
- Food division review – focus cost and brands

Better control & increased exposure to almond fundamentals

SHV Risk Mitigation

SELECT HARVESTS

Area	Action
Farming Practices	• Empowered farm management • Introduced Harvest guidelines to reduce weather exposure
Management Tools	• Great on-farm KPI's & reporting • Introduction of Leaf Bomb Pressure Test technology
Processing Standards	• Re-introduction of LEAN manufacturing processes • Higher quality standards & testing across the business
Labour Skill & Management	• Improved training of harvest contractors • Quality & productivity based remuneration for labour
Capex	• Investment in pasteuriser & freefall metal detectors • Investment in frost mitigation technology
Orchard Development	• Total review of existing orchard potential • Long term development plan inc. plant density & variety

Maximise: Yield, Price and Quality

SHV Path Forward – 3 Phases

SELECT HARVESTS

LEGEND
- Done
- Underway
- Future

Consolidation	Business Improvement	Growth
One Select		
Restore the Basics	Build foundations	Expand and grow
▪ Exit Olam ▪ Improve farm practices yield & quality ▪ Improve asset utilization ▪ Reduce costs	▪ Improve returns in Food Div ▪ Acquire almond orchards at attractive values ▪ Realign structure & culture	▪ Leverage core competencies ▪ Orchard Industry top quartile ▪ Innovate & grow brands ▪ Explore new categories ▪ Expand exports

Growth Opportunities

SELECT HARVESTS

- **Orchards**
  - Better horticultural performance across all trees
  - Maturing of immature trees
  - Replant older trees
  - Replant more productive varieties & at higher densities
- **Processing**
  - New processing contracts
  - Farm gate purchasing
  - Orchard acquisitions
- **Food business**
  - Improve manufacturing safety, processes and performance
  - New Markets e.g. Food Services & NZ
  - Rationalise and replace with innovative SKU’s
  - Insight driven strategies and products

Focus: Productive Economic Outcomes

Select Harvests Update

SELECT HARVESTS

- **Orchard replant program**
  - 550 acres (223 ha) being replanted FY14
  - 9,450 bearing acres (3,824 ha) FY14
- **Frost mitigation**
  - Installed frost mitigation on more highly exposed almond farms in NSW – 1,166 acres (472 ha)
- **Bees**
  - Signed 3 year Bee Supply Agreement (Victorian orchards)
- **US Crop**
  - Water shortages & insects in some areas of US crop presenting challenges
- **Almond Business**
  - FY13 est. - 11,000 tonnes @ A$6.30/kg (FY12 - 5,830 tonnes @ A$5.03/kg)
  - 70% of crop has been processed & committed to sales contract
- **Food Business**
  - Trading conditions remain difficult post Olam & Retail Brand contract losses
- **Outlook**
  - Forward pricing in US$ firm despite low activity ex-China

Why Select Harvests?

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 up 89% (inc. acquisitions.)
6. **Growth**
   - Business positioning itself to grow

An integrated agribusiness that controls almonds

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

Thank you

Please direct any queries to:

Paul Thompson, Managing Director, +61 3 9474 3544

Paul Chambers, Chief Financial Officer, +61 3 9474 3544

Andrew Angus, Investor Relations, +61 402 823 757

Select Harvests Financial History

SHV Historical Summary	Units	2006	2007	2008	2009	2010	2011	2012
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

Almond Division – Orchards & Processing

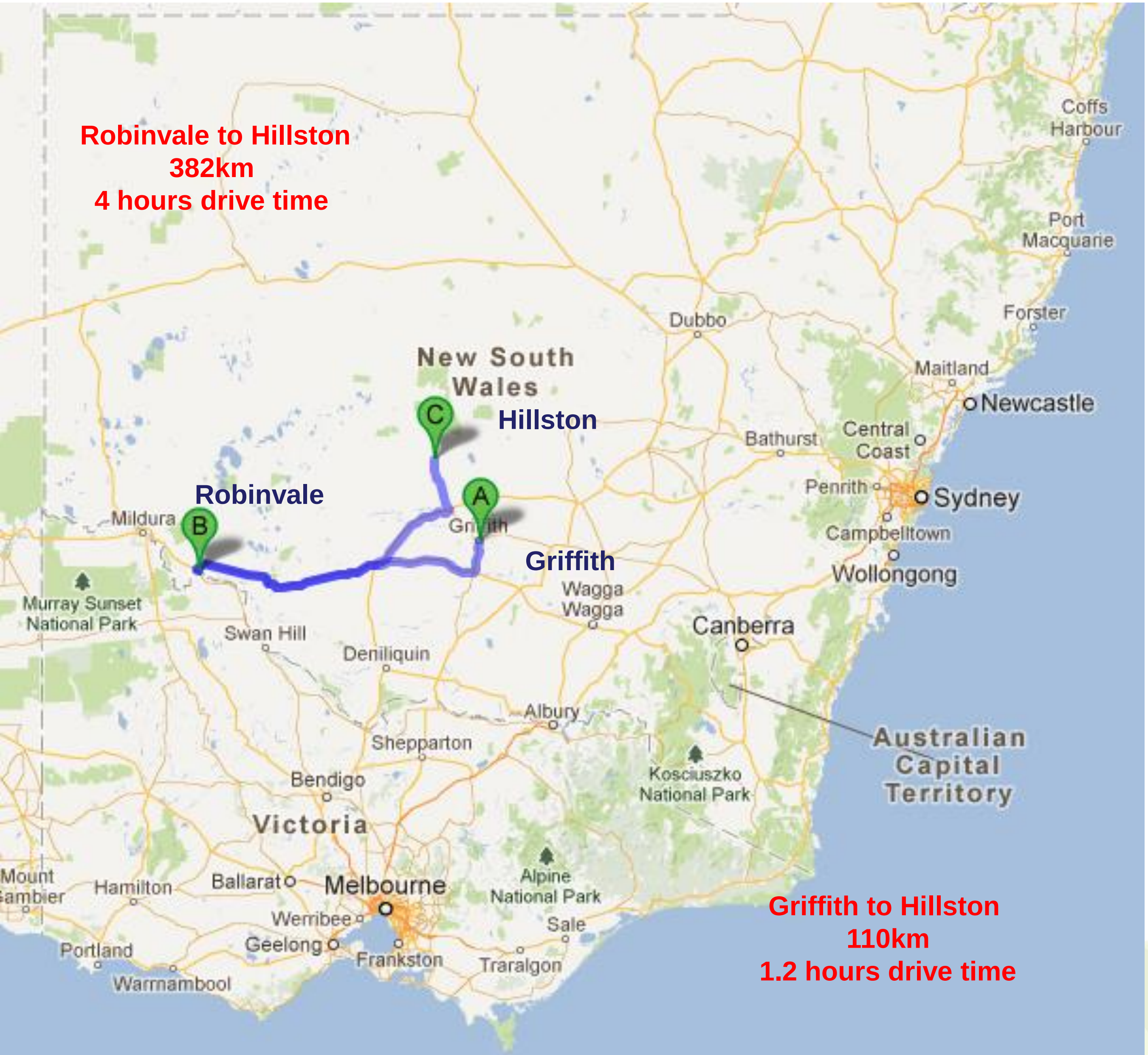
	Farmed Orchard Area		Almond Processing Area	
Controlled Orchards	Acres	Hectares	Acres	Hectares
Owned	4,013	1,624	4,013	1,624
Leased	1,481	600	1,481	600
Victoria	**5,494**	**2,224**	**5,494**	**2,224**
Owned	1,511	612	1,511	612
Leased	3,017	1,221	3,017	1,221
NSW	**4,528**	**1,833**	**4,528**	**1,833**
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**

Note: SHV's WA orchards are excluded from this summary

Orchards – Geographic Diversity



Robinvale (Ouyen)	January	July
Temp		
- Avge Min (Deg C)	15.7	4.3
- Avge Max (Deg C)	32.4	15.2
Avge Annual Rainfall (mm)	333.5	

Hillston	January	July
Temp		
- Avge Min (Deg C)	18.3	3.7
- Avge Max (Deg C)	33.4	15.2
Avge Annual Rainfall (mm)	370.7	

Griffith	January	July
Temp		
- Avge Min (Deg C)	17.4	3.4
- Avge Max (Deg C)	33.2	14.5
Avge 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

Dormancy
Almond Trees are dormant between May-July

Blossom
Bees used for pollination in Aug

Nuts Mature
Formation of Fruit/Kernel, Hull, Leaves

Hull Split
Hull opens & Nut splits from stem

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

May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun

FY2011

FY2012

FY2013

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

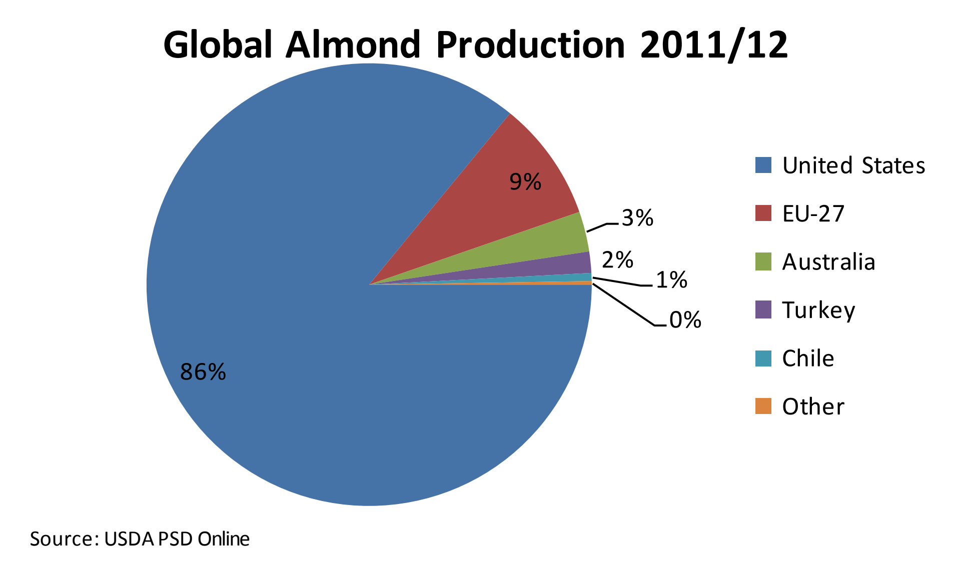
Primary Processing – removal of hull (In-shell) or hull & shell (kernel), prior to Value Added Processing

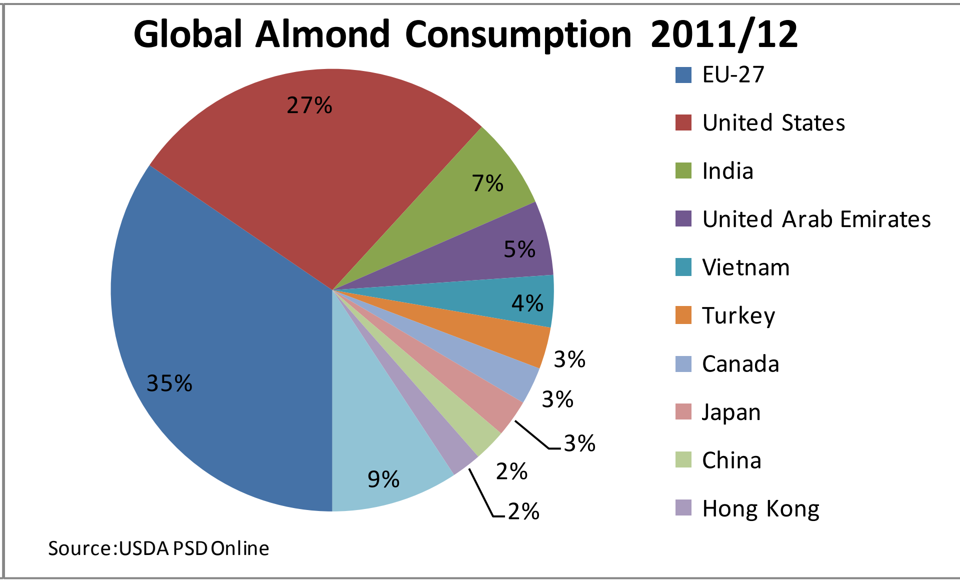
Value Added Processing – blanching, slicing, slivering, meal, pastes, roasting, blending

Almond Sales Program

Why Almonds? - Aust. Production Counter-Cyclical

SELECT HARVESTS





- The USA dominates the global almond production industry with 86% of the market, followed by the EU with 9% (the major contributor being Spain)

In 2013, Australia became No. 2 Almond producer globally

Lucky SunSol soland Nu-Vit RENSHAW ALLINGA FARMS

Why Almonds? - US Almond Production Plateauing

SELECT HARVESTS

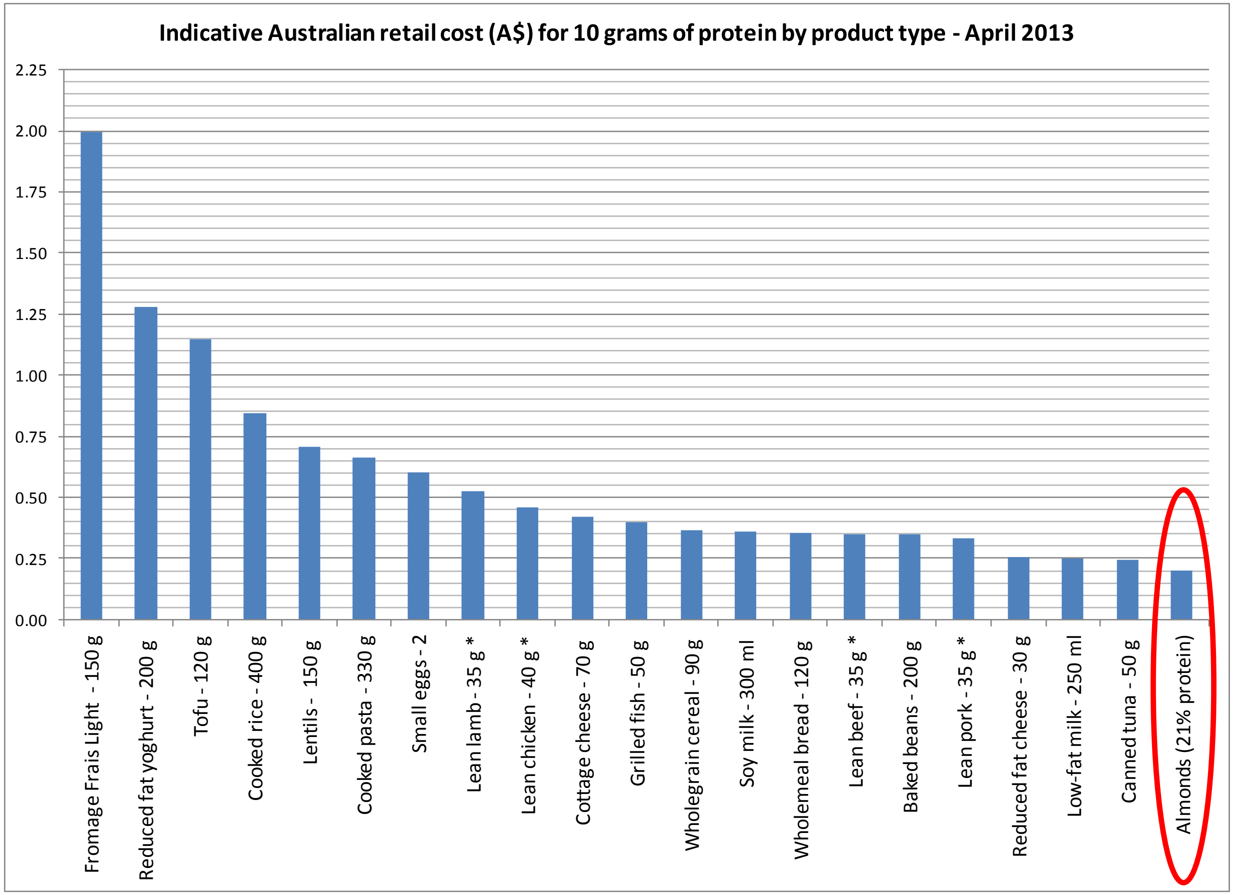
Californian Almond Acreage, Yield & Production						
Year	Bearing Area	Non- Bearing Area	Yield		Production	
	(acres)	(acres)	(lbs/acre)	(tonnes/acre)	(lbs)	(tonnes)
1995	418,000	65,700	885	0.4	370,000,000	168,182
1996	428,000	72,400	1,190	0.5	510,000,000	231,818
1997	442,000	63,000	1,720	0.8	759,000,000	345,000
1998	460,000	120,000	1,130	0.5	520,000,000	236,364
1999	485,000	115,000	1,720	0.8	833,000,000	378,636
2000	510,000	100,000	1,380	0.6	703,000,000	319,545
2001	530,000	75,000	1,570	0.7	830,000,000	377,273
2002	545,000	65,000	2,000	0.9	1,090,000,000	495,455
2003	550,000	60,000	1,890	0.9	1,040,000,000	472,727
2004	570,000	70,000	1,760	0.8	1,005,000,000	456,818
2005	590,000	110,000	1,550	0.7	915,000,000	415,909
2006	610,000	145,000	1,840	0.8	1,120,000,000	509,091
2007	640,000	125,000	2,170	1.0	1,390,000,000	631,818
2008	680,000	115,000	2,400	1.1	1,630,000,000	740,909
2009	720,000	90,000	1,960	0.9	1,410,000,000	640,909
2010	740,000	85,000	2,220	1.0	1,640,000,000	745,455
2011	760,000	75,000	2,670	1.2	2,030,000,000	922,727
2012	780,000	*	2,560	1.2	2,000,000,000	909,091

Source: United States Department of Agriculture, National Agricultural Statistics Service, 2012 California Almond Forecast, 3 May 2012
** To be released April 2013*

US crop yields similar to Australia & less bearing acres coming into maturity

Why Almonds? – Global Super Food

SELECT HARVESTS



Source: Protein Data - Australian Institute of Sport (AIS) . Pricing based on company survey (on-line Australian retail pricing, April 2013).

Almonds are one of the most affordable protein sources across all food types.

Lucky SunSol soland HEALTH FOODS Nu-Vit Health Foods RENSHAW ALLINGA FARMS

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 the only listed opportunity for investors to participate in this market growth

US Crop Update

- **2 May 2013 USDA National Agricultural Statistics Service (NASS) Subjective Estimate**
  - 2013 US crop estimate 2.0 Billion lbs
  - 5.8% higher than 2012 actual
  - Yield per acre 3% higher than the actual 2012 crop
  - Many orchards are on water allocation

- **Dates to watch next**
  - 7 July 2013 – USDA NASS Objective Forecast
  - www.almondboard.com/AboutTheAlmondBoard/Pages/NASSReports.aspx

- **Useful websites for US almond crop and price information**
  - Industry Associations
    - Californian Almond Board — www.almondboard.com
  - US Companies
    - Blue Diamond Growers — www.bluediamond.com
    - Almond Insights — www.almondinsights.com
    - Paramount Farms — www.paramountfarms.com
    - Hilltop Ranch — www.hilltopranch.com
    - Merlo Farming — www.merlofarminggroup.com