



Murray River Organics™

PAC Partners AgFood & Life Science
Conference

17 April 2018

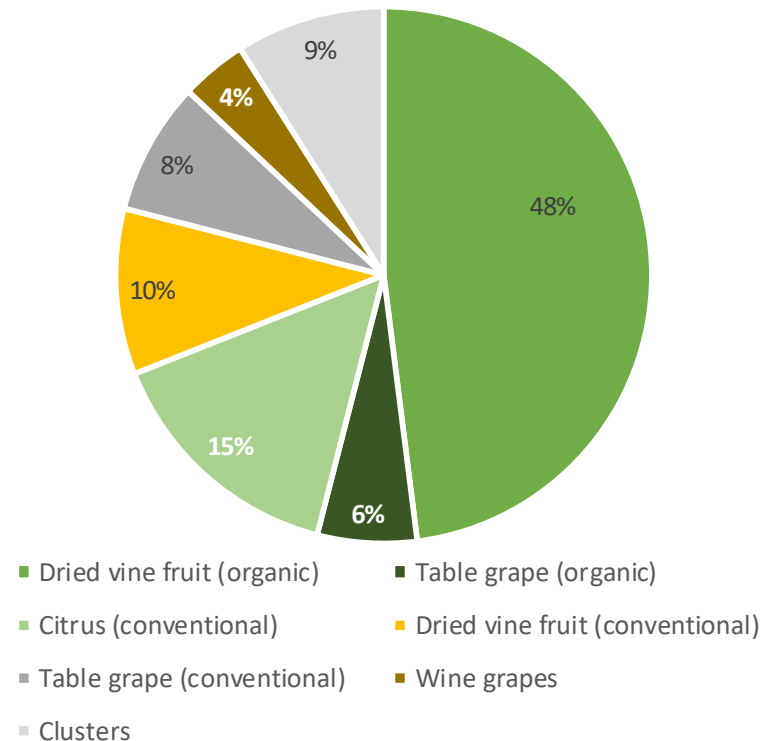
Company overview

Murray River Organics Group is a leading Australian producer, packer and seller of organic and 'better-for-you' food products

FARMING DIVISION:

- 13 farms in the Mildura/Sunraysia region
 - Evaluation of core/non-core farming assets underway
- 4,128ha of dried vine fruit, table grape and citrus orchards, including 2,896ha of vacant land
 - 'Organic' growth in dried vine fruit production over the next 4 years as our planted orchards reach full maturity
 - Evaluation of new/expanded vertical integration farming streams underway
- Incremental dried vine fruit supplied from 39 growers in the Sunraysia region
- New processing & packing facility in Mourquong, NSW delivers capacity and efficiency
 - Energy efficient biomass boiler runs new dehydrator

Plantings by variety (% of planted ha)



Company overview

Murray River Organics Group is a leading Australian producer, packer and seller of organic and 'better-for-you' food products

FOOD DIVISION:

- Source & procure circa 6,000MT of organic and conventional ingredients for organic and 'better for you' products
- New certified organic manufacturing & packing facility in Dandenong, VIC delivers wide range of retail and consumer products
- Sales effort is being underpinned by customer/market plans, utilising all available data/insights on key segments of the organic sector
 - Heavy emphasis on export market development and accelerated international sales growth
- Reducing the number of SKU's available for sale is bringing greater focus to our core offer
- Competitive tension to sourcing and procurement activities is delivering lower COGS as existing contracted supply arrangements are renewed



Growth plans will drive shift in strategic focus:

Organic vs Conventional

Vertically integrated vs Sourced

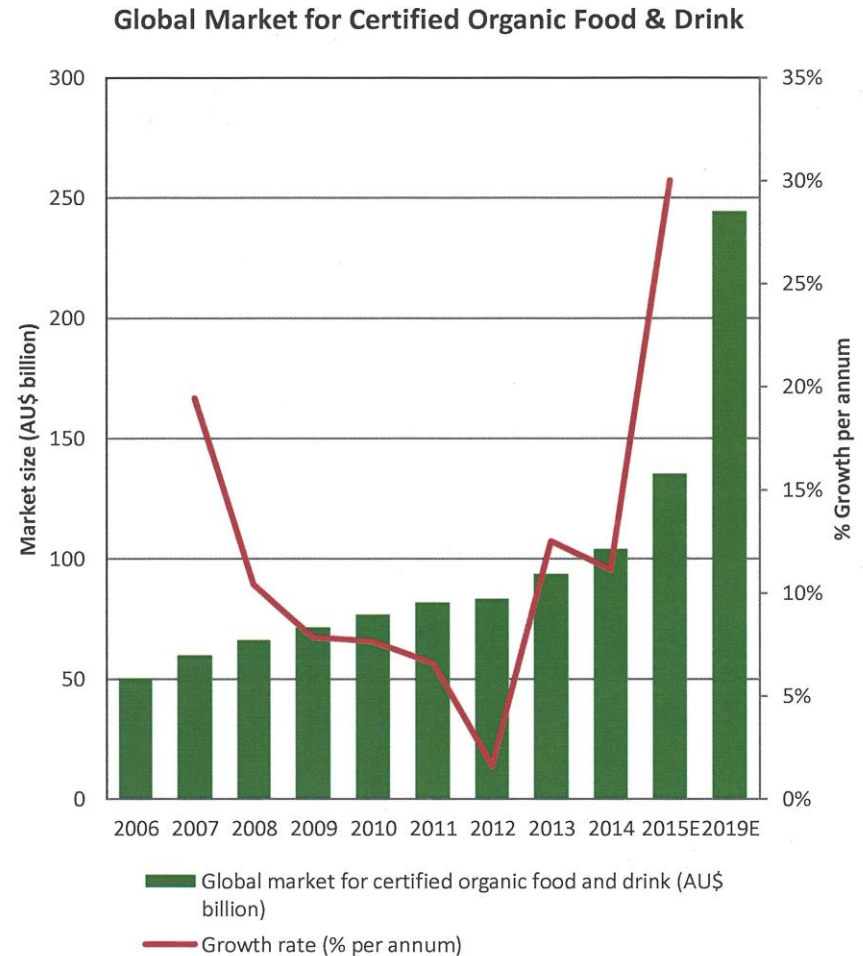
Branded vs Private label

Convenience vs Commodity

Organics market

Strong growth thematic in global and Australian organics sector landscape

- According to the Australian Organic Market Report 2017:
 - Australian consumer market for organics is estimated to be worth \$1.4 billion
 - Australian consumer market for organics is projected to exceed \$2 billion by the end of 2020
 - 17% growth in volume of organic products exported from Australia in 2016
- MRG's estimated market share is currently circa 5.7%
- In December 2016, MRG commissioned an Independent Market Report from Frost & Sullivan to profile the organic, natural and healthy food & snack markets:
 - Long term global growth rate for organic food is 9.5%
 - Global health & wellness food sector (including organics, naturally healthy, better for you, food intolerance targeted) in 2014 was worth \$1.0 trillion



Source: The Global Market for Organic Food & Drink, Organic Monitor, 2016 and McKinsey Analysis

Growth plan

Consolidate. Transform. Grow.

SHAREHOLDER VALUE



*New Board and new CEO are the final building blocks to build/add to investor confidence that MRO can 'execute'.
Smooth and collaborative transition plan now in action.*



Q & A