



TFS CORPORATION

UBS Food and Agribusiness Conference

30 November 2016



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SECTION 1

Overview

Indian sandalwood is used in a variety of high value wood and oil applications



Logs



Oil

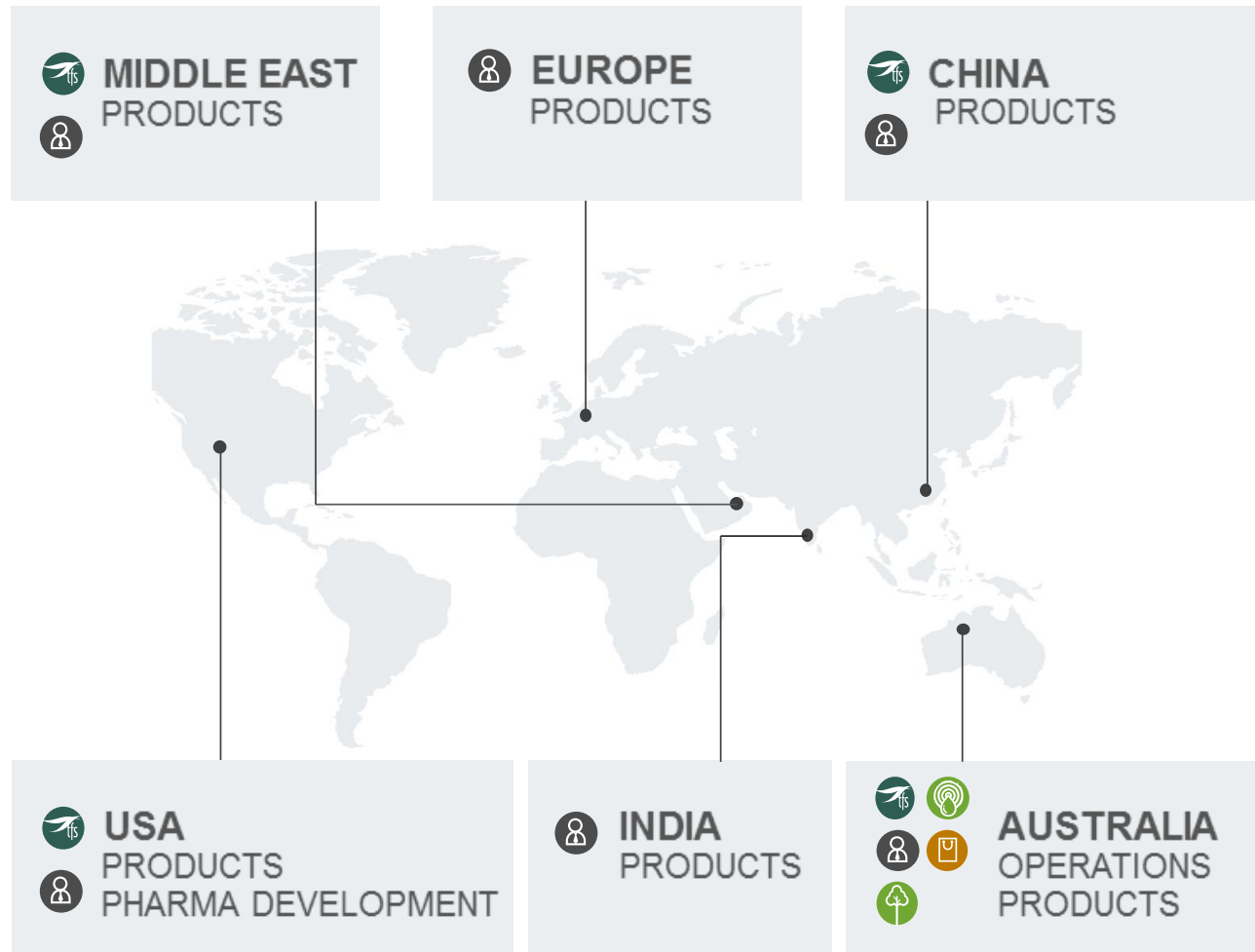
LUSH
FRESH HANDMADE COSMETICS

YOUNG  LIVING™
ESSENTIAL OILS

 GALDERMA



A vertically integrated and global business



Plantation Operation



Retail Outlet



TFS Office

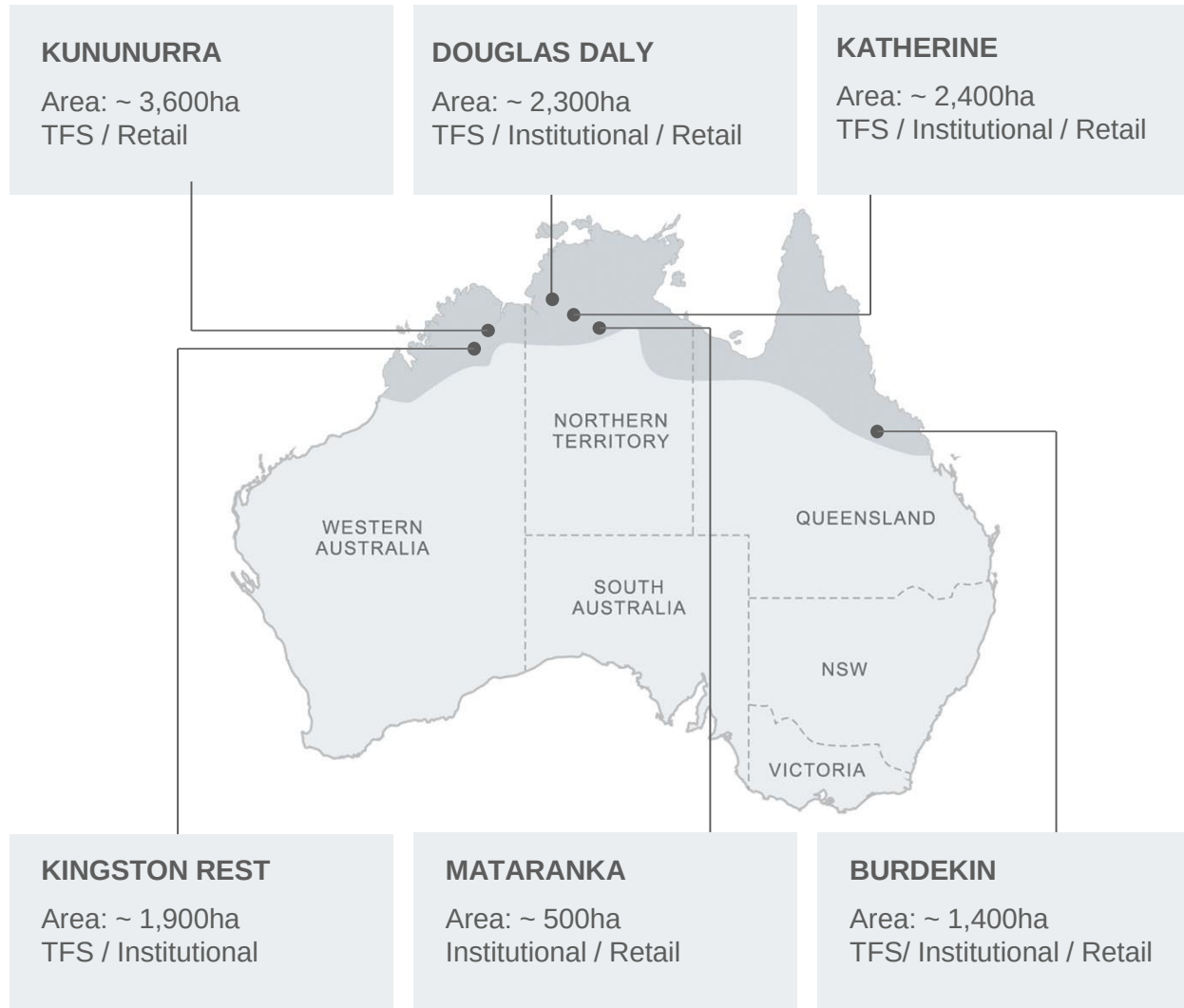


Processing Plant



Sales Representation

World's largest legal and sustainable plantations



An aerial photograph showing a vast landscape. In the foreground and middle ground, there are large, rectangular blocks of dense, green plantation trees, likely eucalyptus, separated by dirt roads and tracks. The background features rolling hills and mountains with a mix of green vegetation and exposed reddish-brown soil under a clear blue sky.

SECTION 2

Unique Plantation Assets

Forestry operations have significant scale



12,182ha
OF PLANTATION



20,000km
OF IRRIGATION DRIP TAPE



63
PROPERTIES



over 50
OPERATING
BORES

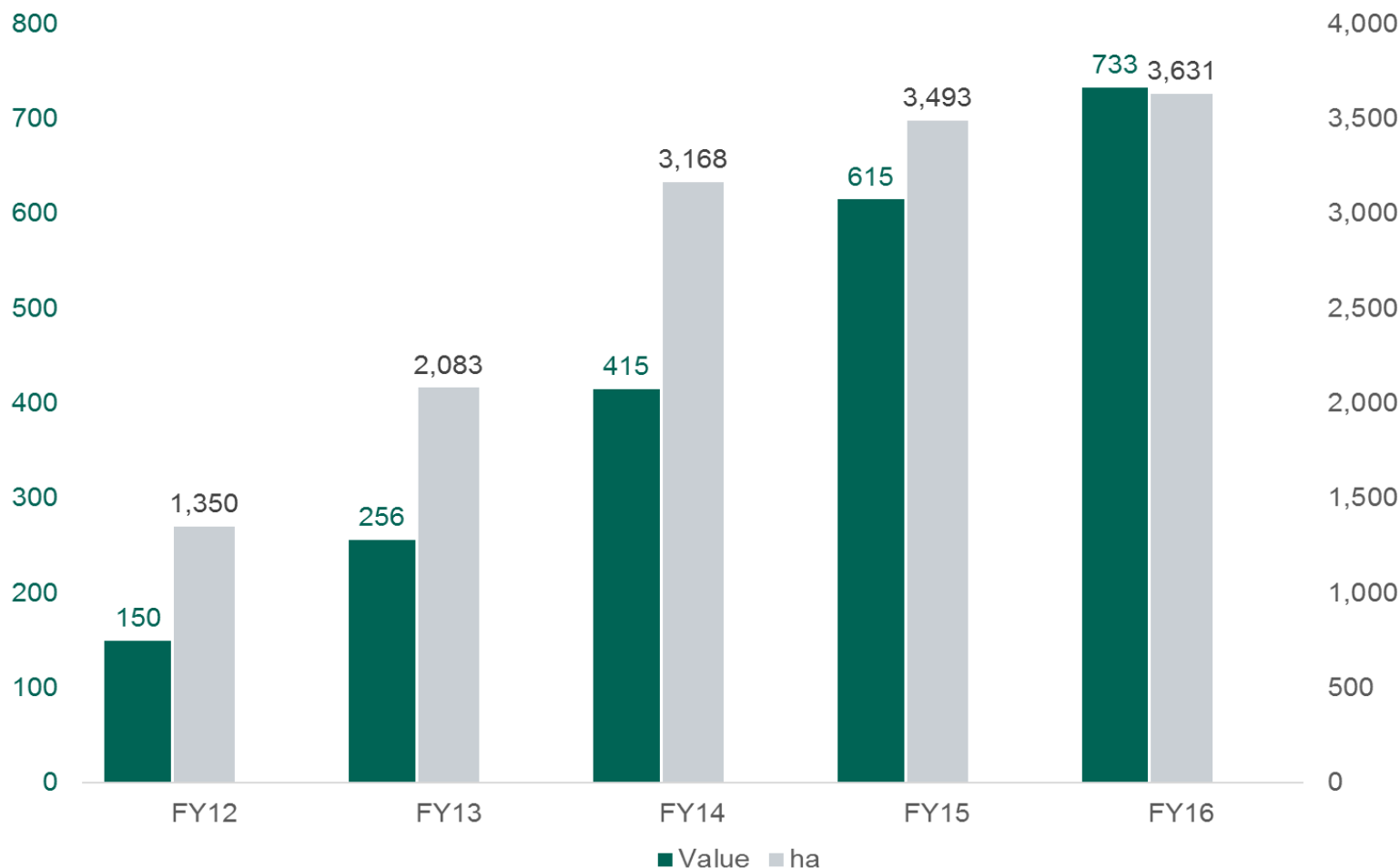


39,000ha
OF MANAGED
LAND



over 500
WORKERS

Continuous investment over 17 years



Note 1: TFS Indirect and Direct Interests, 2012 to 2016

Note 2: Biological asset valuation assumes an oil price of US\$2,800 per kg of oil

Biological assets will provide a substantial future income stream

Highly developed intellectual property

SITE SELECTION

- Semi-parasitic tree which only thrives in specific soil types
- Site selection designed to minimise climatic risks

SEED QUALITY

- Orchards developed over 15 years, provide genetically superior seeds
- Two purpose-built nurseries which produce 1.0m seedlings pa

SILVICULTURE

- Optimal deployment of host trees and irrigation techniques to maximize yield

PROCESSING

- Oil distillery produces the world's only pharmaceutical grade oil
- Processing facility with bespoke machinery and processes to efficiently extract heartwood

EXPERIENCE

- 17+ years experience of commercial plantation management
- Industry leading forestry team

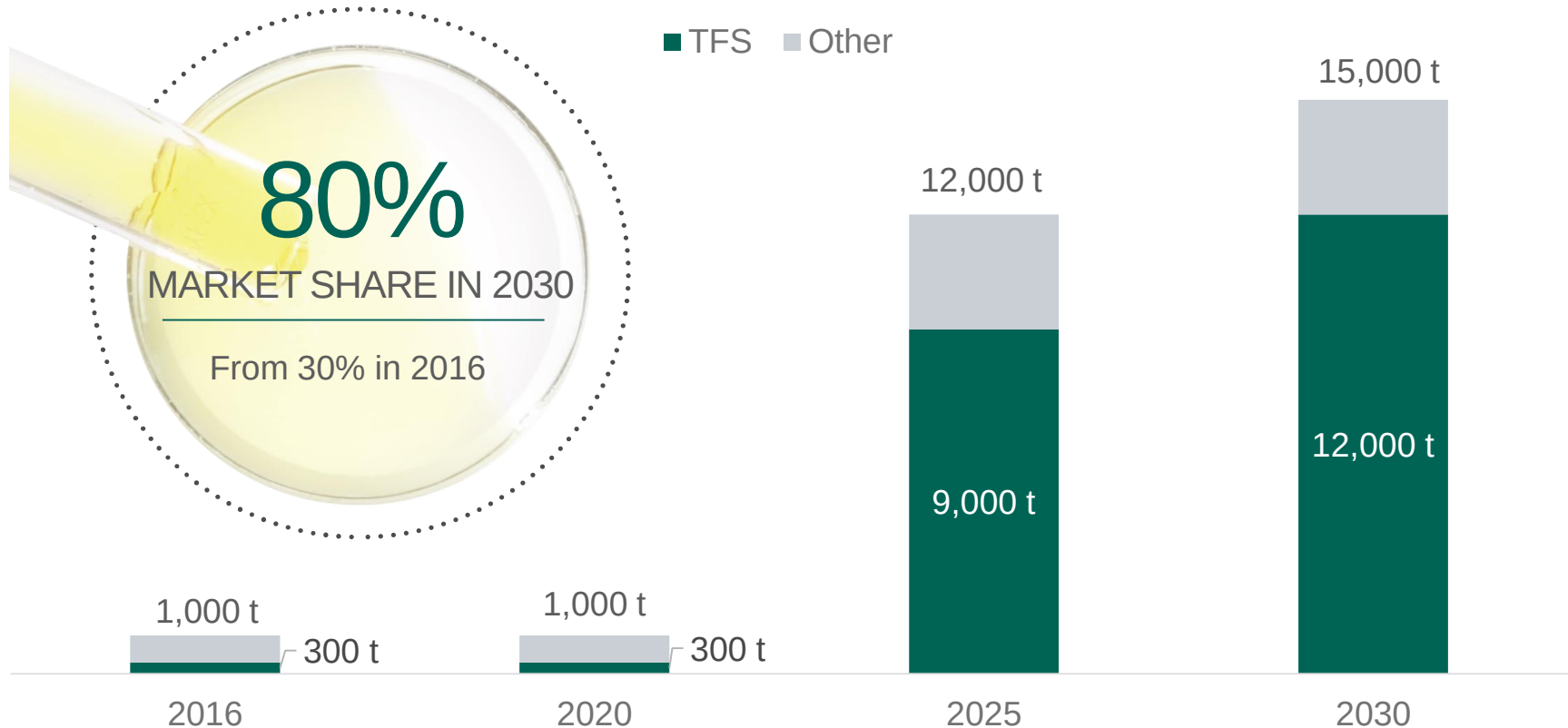
15 years from planting to harvest
provides a substantial barrier to entry



SECTION 3

End Market Development

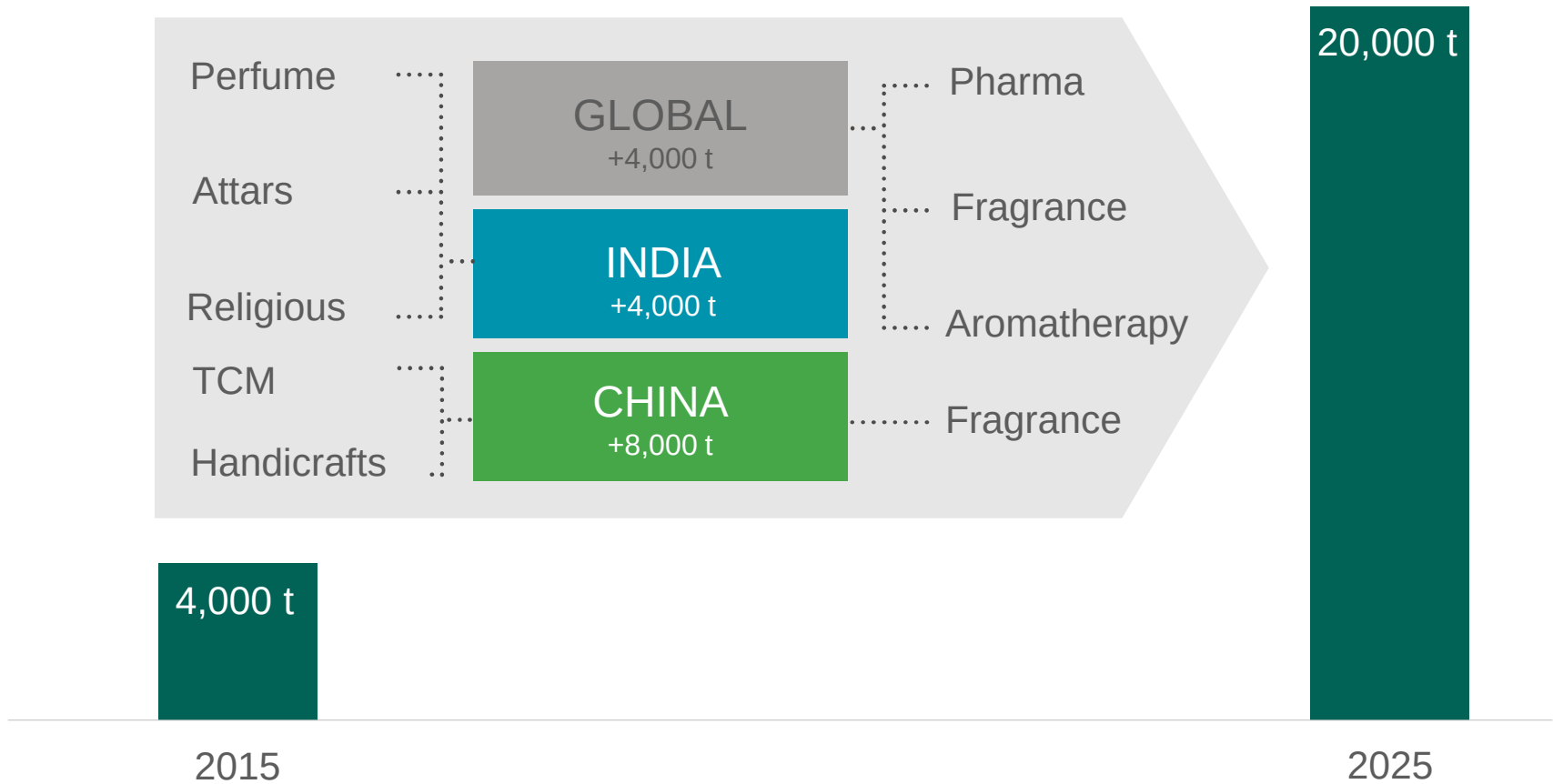
TFS to be the leading global supplier of sandalwood



Title: Forecast Global Supply of Legal and Authentic Indian Sandalwood 2015 – 2030

Source: Top tier global management consultancy firm, August 2016

High levels of latent demand to drive consumption



Title: Global Demand for Legal Indian Sandalwood

Source: Top tier global management consultancy firm, August 2016

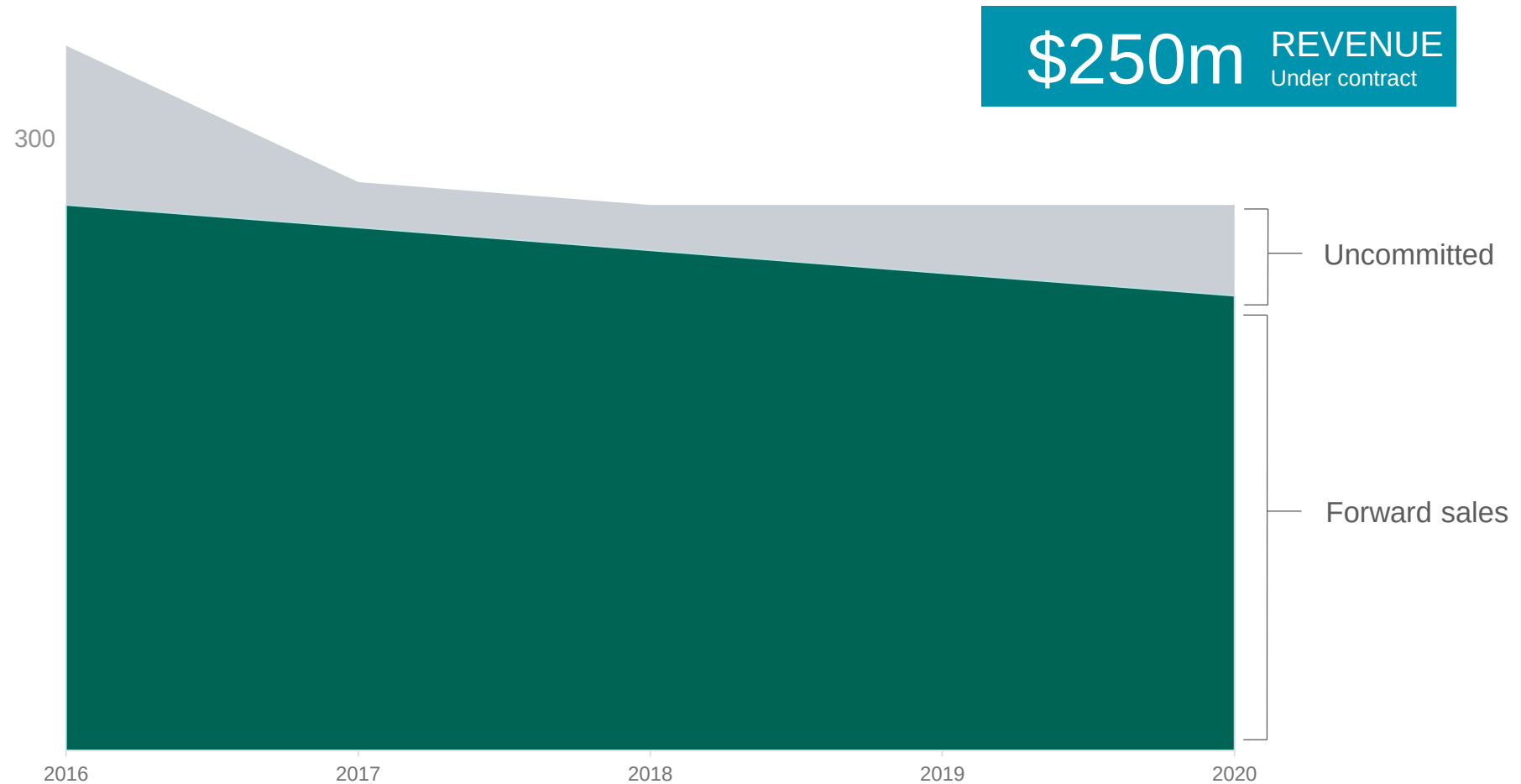
Diverse markets with significant & growing demand

Territory	Market Segment	Size in 2025 (~ t / pa)	Supply deal
	Furniture & Handicraft	6,400	✓
	Temple & Worship	4,500	✓
	Perfumes & Cosmetics	4,000	✓
	Pharmaceutical	2,100	✓
	Mouth Freshener	2,100	
	Medicine	900	✓

Source: Top tier global management consultancy firm, August 2016

Vast majority of harvests to 2021 are forward sold

Negotiations now commencing for offtakes post 2021



Smoothed projected total harvest volumes (tonnes of heartwood) and contracted sales volumes 2016 - 2020



SECTION 4

Transformative FY17

Increased harvest leads to stronger product sales

Product Sales (wood and oil) in H1 set to increase 100% on H1 FY16



Results from multiple pharma trials due in 2017

- Santalis Pharmaceuticals is progressing with four FDA Phase 2 trials of prescription products containing Indian sandalwood oil
- Results due in H2 FY17 and positive results will generate significant shareholder value
- Santalis Pharmaceuticals expects to have at least one product in Phase 3 trials in 2017, which will provide the opportunity to unlock substantial value from this subsidiary

Code	Indication	Formulation Development	Phase I	Phase II	Phase III
VIR 001-00	HPV (skin warts)				CY2017
VIR 003-01	Molluscum (MSV)				Q2 CY17
VIR 005-01	Oral Mucositis				Q2 CY17
SAN 009-01	Eczema / AD				Q2 CY17
SAN 021-00	Psoriasis				Q4 CY17

Platform established for a transformational FY17

- ✓ Third annual harvest in 2016 delivered 310 tonnes of heartwood – in line with expectations and a tenfold increase on the 2015 harvest
- ✓ Forward sales of harvest will deliver an additional AU\$40+m of cash revenue in FY17
- ✓ Multi-year sale contracts mean the vast majority of harvests to 2021 have been forward sold
- ✓ Completion of Phase 2 pharmaceutical trials with potential to unlock significant value
- ✓ Strong balance sheet, with cash at 30 September 2016 of \$107m and significant operating cash generation expected in FY17

Guidance for FY17:

Cash EBITDA to increase by at least 25% on FY16

A photograph of three people in a forest, wearing orange shirts and blue caps, measuring a tree trunk with a green measuring tape. One person is kneeling and holding the tape, another is kneeling and looking on, and a third is kneeling and writing in a notebook. The forest floor is covered in dry leaves, and many trees are visible in the background.

END