



**Sidoti Micro-Cap Virtual Conference
14th -15th August 2024**

**Transitioning our Farming
and Food systems for a
Healthier Future**

**Gary Seaton, Chairman and CEO,
Australian Oilseeds Holdings Limited**

AOI Video Presentation (2 Minutes)

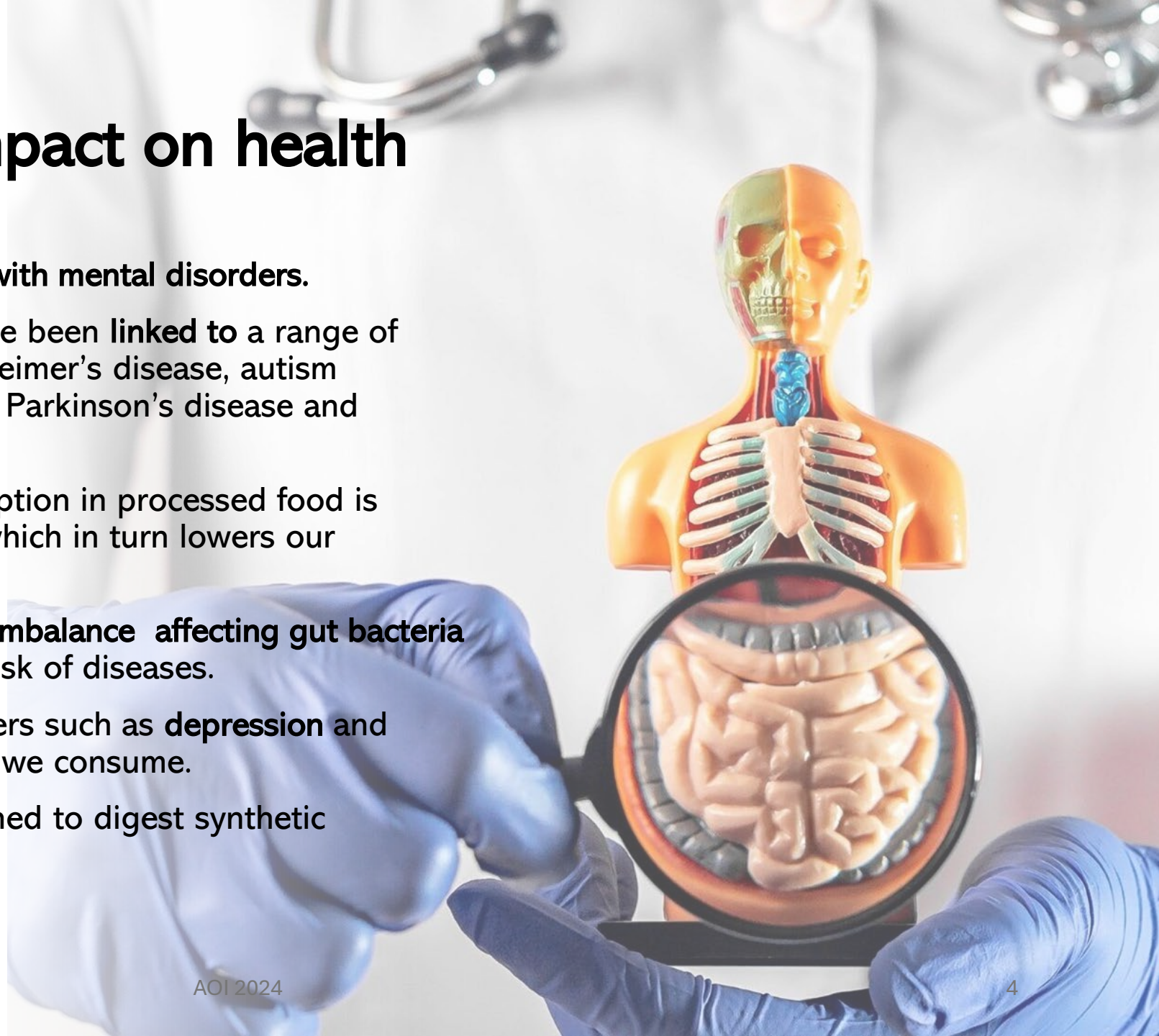
<https://drive.google.com/file/d/1HERHwlOasMHtzoDH9Sc4gIVU4rhMPZr7/view>

An aerial photograph of a lush, green forest. A river valley is visible in the center, with a small settlement or clearing nestled within it. The text "The Challenge" is overlaid in large, white, sans-serif font across the middle of the image.

The Challenge

Food processing : Impact on health

- 1 in every 8 people in the world live with mental disorders.
- Imbalances in the gut microbiome have been linked to a range of neurological disorders, including Alzheimer's disease, autism spectrum disorder, multiple sclerosis, Parkinson's disease and Huntington's disease.
- Impact of increased chemical consumption in processed food is compromising our immune systems which in turn lowers our resistance to disease.
- Chemicals in processed foods create imbalance affecting gut bacteria and their metabolism and increases risk of diseases.
- Impaired brain function, mood disorders such as depression and anxiety are linked to the kind of food we consume.
- Human digestive system is not designed to digest synthetic chemicals in our processed foods.





The Impending Soil Crisis and Our Path Forward

- Studies show only 60 years of farmable soil left on Earth.
- Loss of the world's fertile soil along with loss of indigenous knowledge pose a threat to our future survival.
- If current rate of soil destruction continues,
 - I. Food will be devoid of nutrition including essential vitamins and minerals.
 - II. Quantitative reduction in global food supply.
 - III. No adequate topsoil to feed the human race within 50 years.
- Use of Ag chemicals has detrimental health impact on farmers.
- Pesticide residue has proven to have effect on immunity and mental health issues.
- Regenerative agriculture and efficient cattle management, can reduce the GHG's emitted from the agricultural sector.



Agriculture Chemical Runoff : Risk to water bodies, marine life and human health

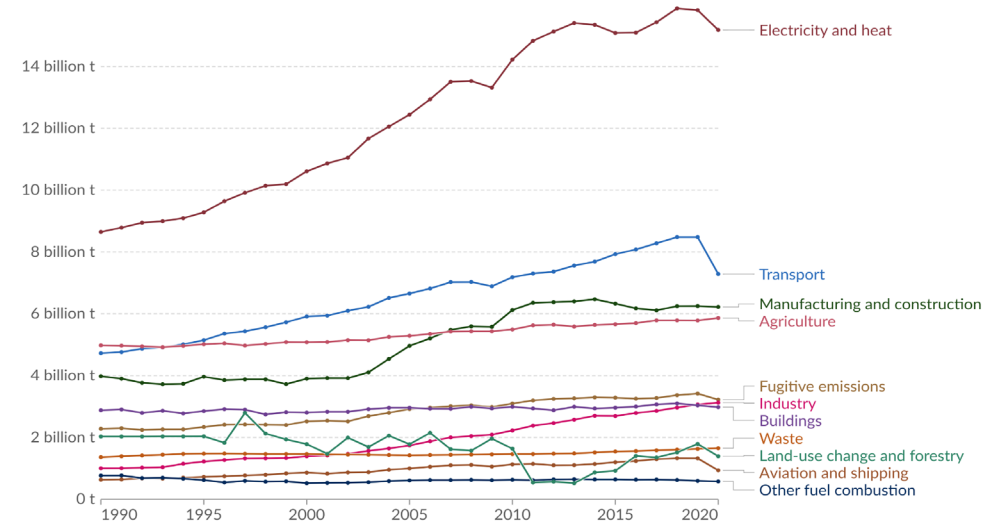
- Ag chemicals runoff contaminates water bodies, posing risks to marine ecosystems.
- Harmful algal blooms fueled by ag chemical runoff threaten aquatic life and human health.
- Chemical residues in water can bioaccumulate in marine organisms, affecting food safety.
- Pesticides and fertilizers in water disrupt aquatic habitats and decrease biodiversity.
- Human exposure to ag chemical-contaminated water can lead to long-term health issues.

The Peril of Global Warming and Climate Change

- Global warming and climate change pose a dangerous threat to our future.
- If climate change worsens, the human race will face
 - I. More frequent and dangerous natural calamities.
 - II. Higher death rates.
 - III. Inhospitable living conditions both on land and in water.
 - IV. Higher wildlife extinction rates.
- Agriculture, forestry and land use contributes to over 18% of global Green House Gas emissions.

Greenhouse gas emissions by sector, World

Greenhouse gas emissions¹ are measured in tonnes of carbon dioxide-equivalents² over a 100-year timescale.

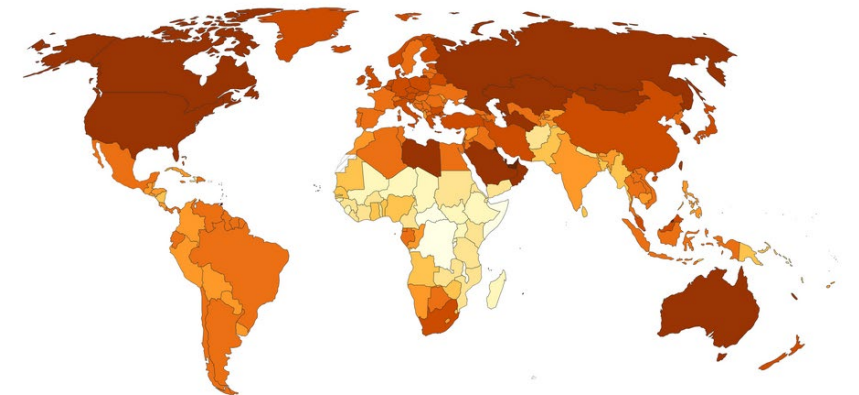


Data source: Climate Watch (2023)

OurWorldInData.org/co2-and-greenhouse-gas-emissions | CC BY

Per capita CO₂ emissions, 2021

Carbon dioxide (CO₂) emissions from fossil fuels and industry¹. Land use change is not included.



Data source: Global Carbon Budget (2022); Population based on various sources (2023)
OurWorldInData.org/co2-and-greenhouse-gas-emissions | CC BY

An aerial photograph of a rural farm at dusk. The scene features several large, grey metal buildings, likely grain storage or processing facilities. In the foreground, there are several rows of solar panels mounted on a structure. To the right, a red tractor is pulling a long, yellow conveyor belt towards a cluster of tall, cylindrical metal silos. The background shows rolling green hills under a soft, orange sky. The text "The Opportunity" is overlaid in large white letters across the center of the image.

The Opportunity

Transitioning Towards Sustainable and Cost-Effective Oilseed Processing

What is the business opportunity and how does a small chemical free oilseed processor - processing 100/300 mt per day of Oilseeds in this Case Canola Seeds compete with a large solvent oilseed processor who is processing up to 5000 mt per day?

- The landscape of oilseed processing is evolving and challenging conventional assumptions about economies of scale.
- Cold-pressed expeller oilseeds, particularly Canola Seeds, are becoming more cost-effective compared to solvent processing.
- Consumers are willing to pay a premium for natural, chemical-free edible oils, ranging from 5-40%.
- Premium prices are also expected for chemical-free Canola Meal due to its nutritional benefits.
- Expeller processing boasts lower energy intensity and avoids the use of chemicals, resulting in lower processing costs.

Transitioning Towards Sustainable and Cost-Effective Oilseed Processing

- Expeller plants have reduced environmental costs and a significantly lower carbon footprint compared to solvent plants.
- Depending on environmental policies, expeller plants may benefit from carbon credits or offsets.
- Cost-benefit analysis varies based on energy, chemical, and labor costs, differing from country to country.
- In Australia, operating costs for cold-pressed expeller plants are expected to be higher than solvent plants initially but lower than solvent plants by 2025.
- This shift signifies a move towards a more sustainable and healthier model in both farm and food production systems globally.



Promoting Sustainability and Health in the Agricultural Supply Chain

- Premium incentives for farmers based on on-farm GHG emission reductions, ranging from 20% to 80% below baseline levels.
- Collaborative efforts with processors to minimize chemical usage in oilseed processing.
- Partnership with food manufacturers and consumers to provide healthier, chemical-free or reduced-chemical raw materials for food products.
- Enhancing Collaboration in the Animal Feed Industry to Promote Chemical-Free or Reduced-Chemical Protein Meals as Standard Practice.
- Primary users of these protein meals include beef, poultry, and pig stock feed manufacturers.



AOI 2024

Sustainability of Canola as a feedstock for renewable fuel.

Low CI (carbon Intensive) Canola Pilot

Goal

It's a year of learning to understand current practices and their outcome with regards to yield and GHG emissions in order to identify best opportunities to scale the production of low GHG Canola oil for the future.

Growers

We are looking for progressive farmers focused on sustainable practices and actively looking to reduce inputs within their farming system.

Implementation

Engaging with existing crops and established value chains focusing on progressive farmers to establish low carbon intensive canola production with full documentation of production through to deposit of grain at receival site under ISCC being captured in an audit process.

First step – in year 2023

Collecting Data of farm practices with regards to GHG emission of low CI canola

Sustainability aspects of interest



Best management practices (e.g., no-till, low-input use)



GHG emissions savings for verification of improved farm management



Promote soil health and biodiversity

Examples of required farming data

Yield	Field N ₂ O emissions
Seeds	Pesticides
Moisture & oil content	Soil carbon accumulation
Mineral N-fertilizer	Diesel consumption for farming
CaO-, K ₂ O-, P ₂ O ₅ - fertilizer	

What's in it for the farmer?



Premium for Seed Sold reaching target



Baseline current management practices



Collect cultivation data with an state-of-the art tool (UCrop.it) to optimize management and increase yields



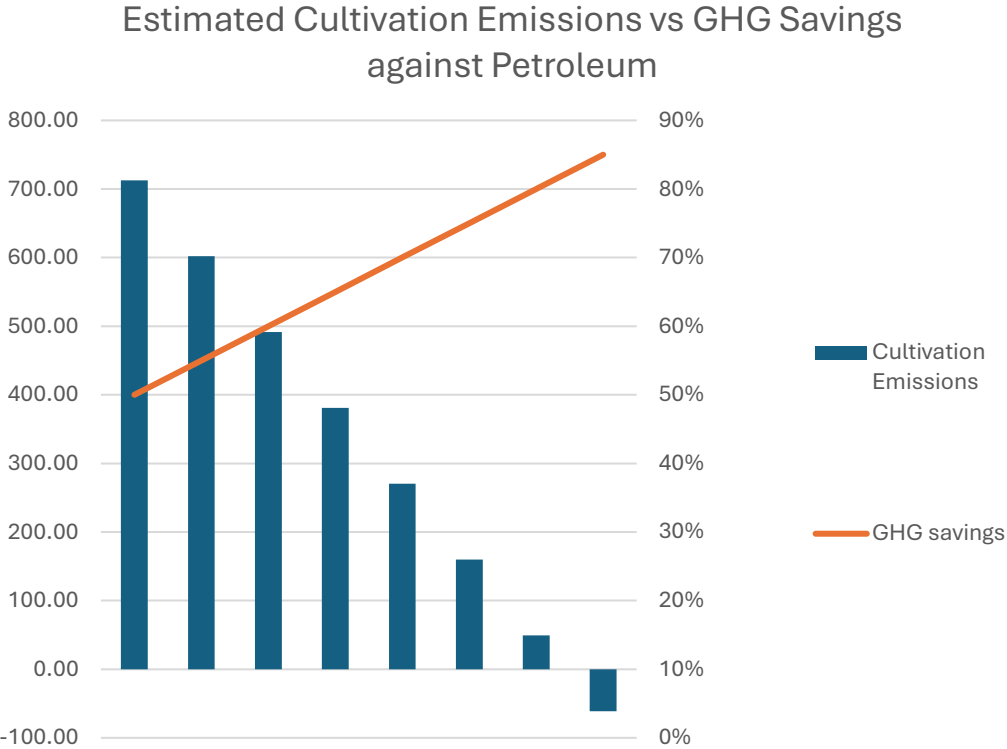
Being prepared for future opportunities as on farm sustainability becomes increasingly relevant for renewable energy markets



Be part an early mover in the journey to a more sustainable agriculture

Outcomes - Good Earth Growers GHG profile was far better than the average creating opportunities for the future.

The average CO2 emissions on Australian agricultural land is 554 Kg of CO2 compared to approximately 200 Kg of CO2 for our Good Earth Growers, which is approximately a 64% reduction from the base line.

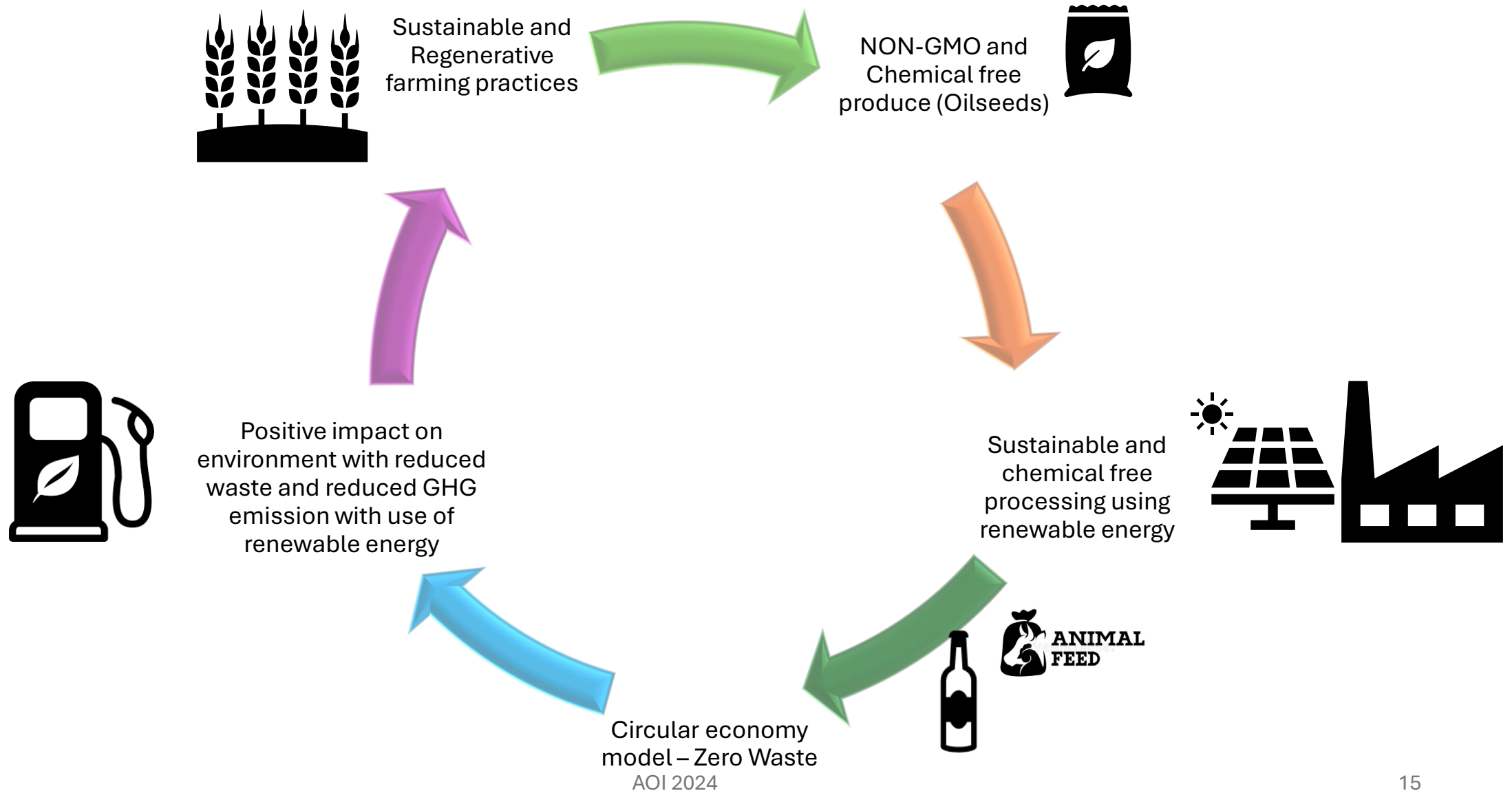


Farmer	The Trustee for Ben Beck Family Trust	DT & HE MCKINLEY FAMILY TRUST
Crop	Canola	Canola
[kg CO2 eq Total]	71987.57	118082.66
[kg CO2 eq / ha]	186.45	215.99
[kg CO2 eq / tn]	89.3	107.35
Transportation	7.08	10.75
Fertiliser/Soil	12.61	18.14
Fertiliser Production	17.52	25.51
Residue management	25.53	25.53
Pesticide	4.74	36.03
Management changes - Carbon Stock	-50.71	-83.1
Machinery	72.52	74.48

The Solution



Circular Economy for regenerative farming and sustainable food production



Non-GMO, chemical free processing of Cold press canola oil

- Cold Pressing refers to oils obtained through pressing and grinding oilseeds without the use of chemicals or solvents at temperatures that do not exceed 50°C
- Oil and meal retain all the nutritional values, antioxidants and healthy omega fatty acids
- Polyunsaturated fatty acids (linoleic acid) lower serum cholesterol
- Cold pressed canola oil is rich in Polyunsaturated fat
 - I. Linoleic Acid – Omega 6
 - II. Alpha Linolenic Acid – Omega 3
 - III. Only 7% saturated fat

From Farm Gate to Plate

Delivering fresh vegetable oils to your pantry

GOOD EARTH GROWERS



Good Earth Growers vision and mission is to **provide grains and oilseeds, free of chemical residue.**

- Farming practices aims to improve soil health and to capture and store soil carbon and organic matter.
- We not only work to achieve greater yields but raise the bar on the standard of foods produced and ensuring earth can sustain everyone well into the future.

COOTAMUNDRA OILSEEDS



The largest Chemical free, NON-GMO Cold-pressed canola oil producer in Australia.

- The vision is to be the Australian leader in cold pressed oils & meal by providing, NON-GMO, cold pressed and chemical free products to Australian and International markets that are more nutritional and provide more health benefits than conventional oils and meals.

GOOD EARTH OILS



Good Earth Oils is a sister company of Cootamundra Oilseeds, marketing and distributing the premium cold pressed Vegetable oils.

- The goal is to provide customers with goodness of natural, first cold pressed, nutrient rich oil.
- committed to sustainability, investing in new energy and packaging initiatives.



MAJOR CUSTOMERS





PRODUCT RANGE



750mL

2L

4L

4L

20L

750mL

3L



Vegetable Shortening at Costco



750mL

2L

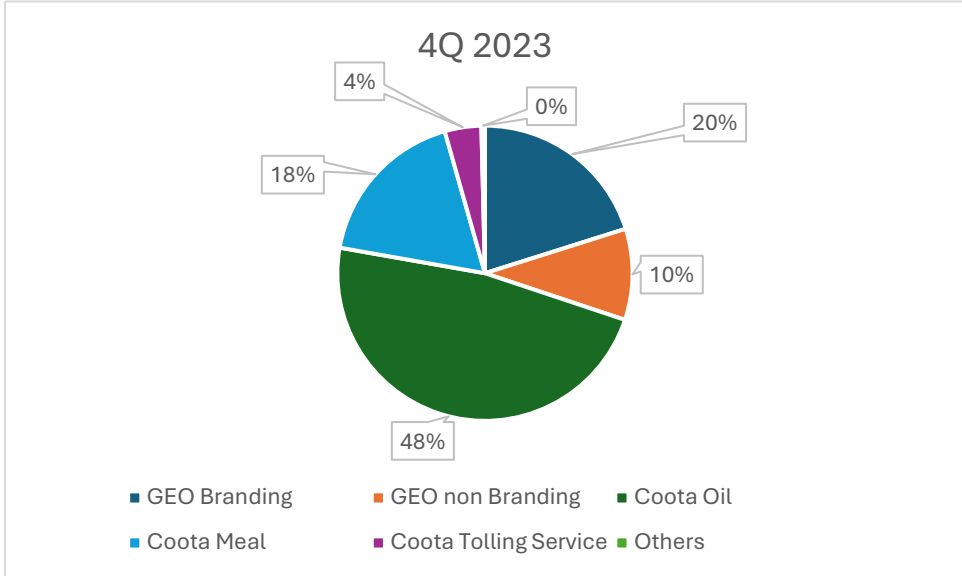
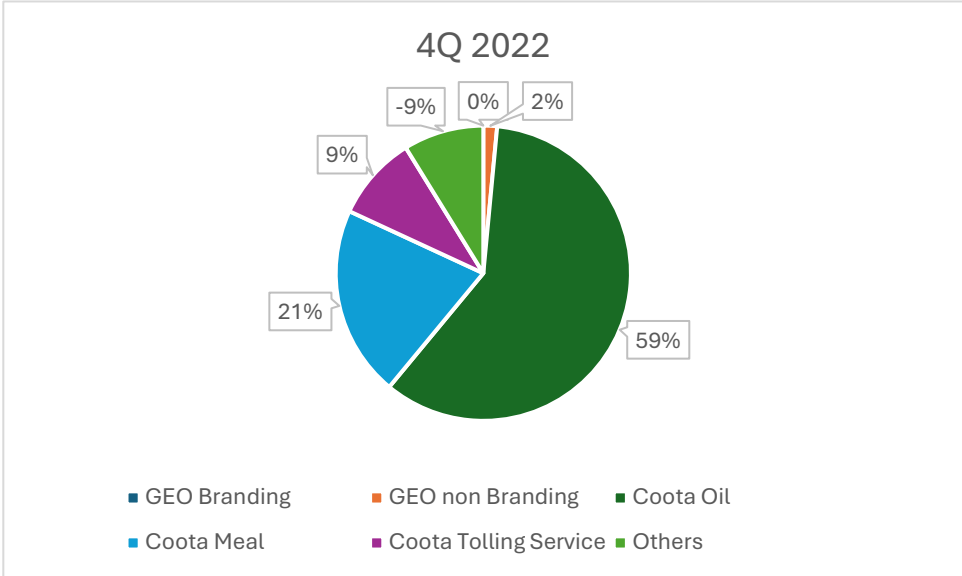
4L

20L

Bulk supply – Coconut oil, Soybean oil and Avocado oils

AOI Sales Chart

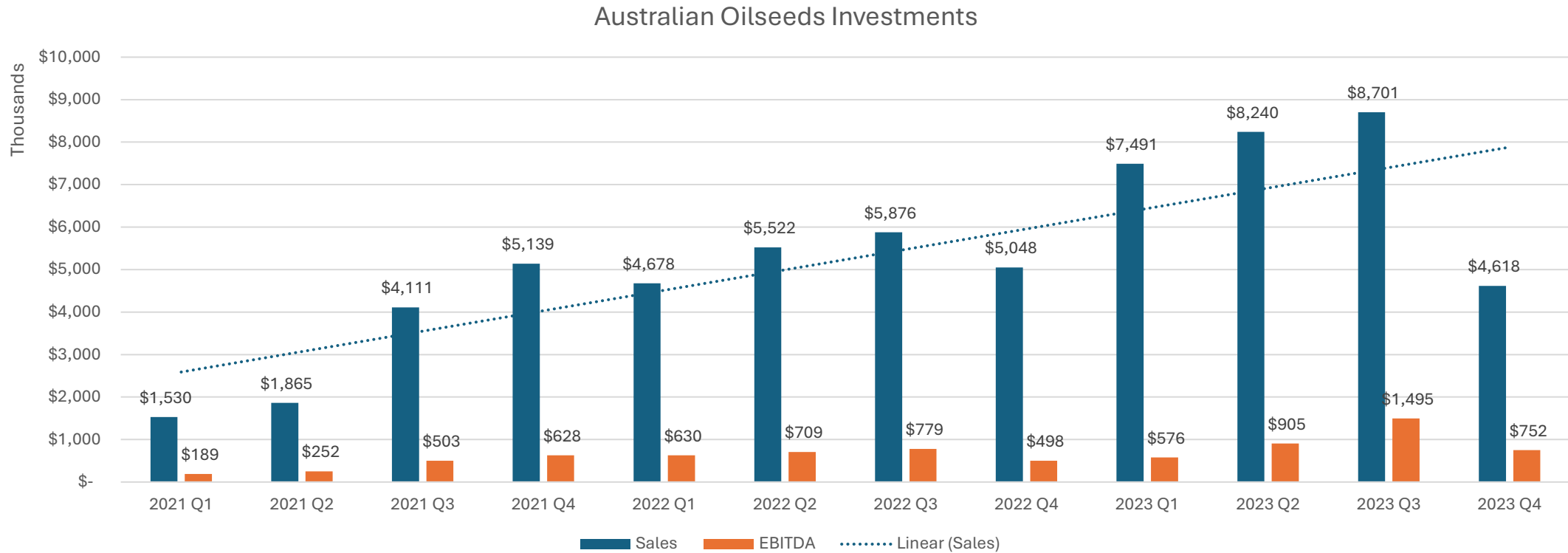
(Amounts in AUD)



Since Q1 2023, AOI has established its brand “Good Earth Oils” in retail markets, and GEO branding sales reached 20% of total sales in Q4 2023 (AUD1.7m sales per quarter) to replace previous bulk oil sales and tolling service contracts. The change of sales mix proves the success of AOI’s strategy by promoting chemical free cold pressed vegetable oils to health-conscious communities.

Select AOI's Quarterly financial data

Prepared in accordance with IFRS. (Amounts in AUD)



Annual Sales CAGR shows 32% from FY21 to FY23 because of branding establishment and strong demand market of chemical free edible oils.



THANK YOU

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