



THE **FOOD**
REVOLUTION
GROUP

INVESTOR PRESENTATION
February 2016

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THE **FOOD** REVOLUTION GROUP

- Crest Minerals Limited (ASX: CTT) to acquire LangTech International Pty Ltd (“LangTech”) through a reverse takeover
- LangTech is a food processing company located in Mill Park, Victoria and New Zealand
- Crest to be renamed **The Food Revolution Group Limited (“FOD”)**
- **Raised A\$12 million** to fund growth and reduce debt
- FOD scheduled to list on the ASX in **February 2016 at 10c per share**



“LangTech manufactures quality juices, fibres, infused fruits, fruit waters and bioactives for sale as branded products and ingredients into the international food and nutraceutical markets.”



INVESTOR HIGHLIGHTS

- Exposure to high growth **functional food and beverage** market
- Diversified **portfolio of branded products**
- Strategic **Chinese partners** with existing channels to **market in China**
- Multiple avenues for **revenue and earnings growth**
- Significant **opportunity for international growth**, particularly in China
- Established channels to **market for wholesale business**
- Vertically integrated business with **capacity to support future growth**
- **Organic** capability
- **Highly experienced Board and management** team



THE FUNCTIONAL FOOD MARKET

A GROWING SECTOR

Key market observations:

- **Functional food is growing**
- Snacking, on the run, convenience
- Natural

Marketing and Branding:

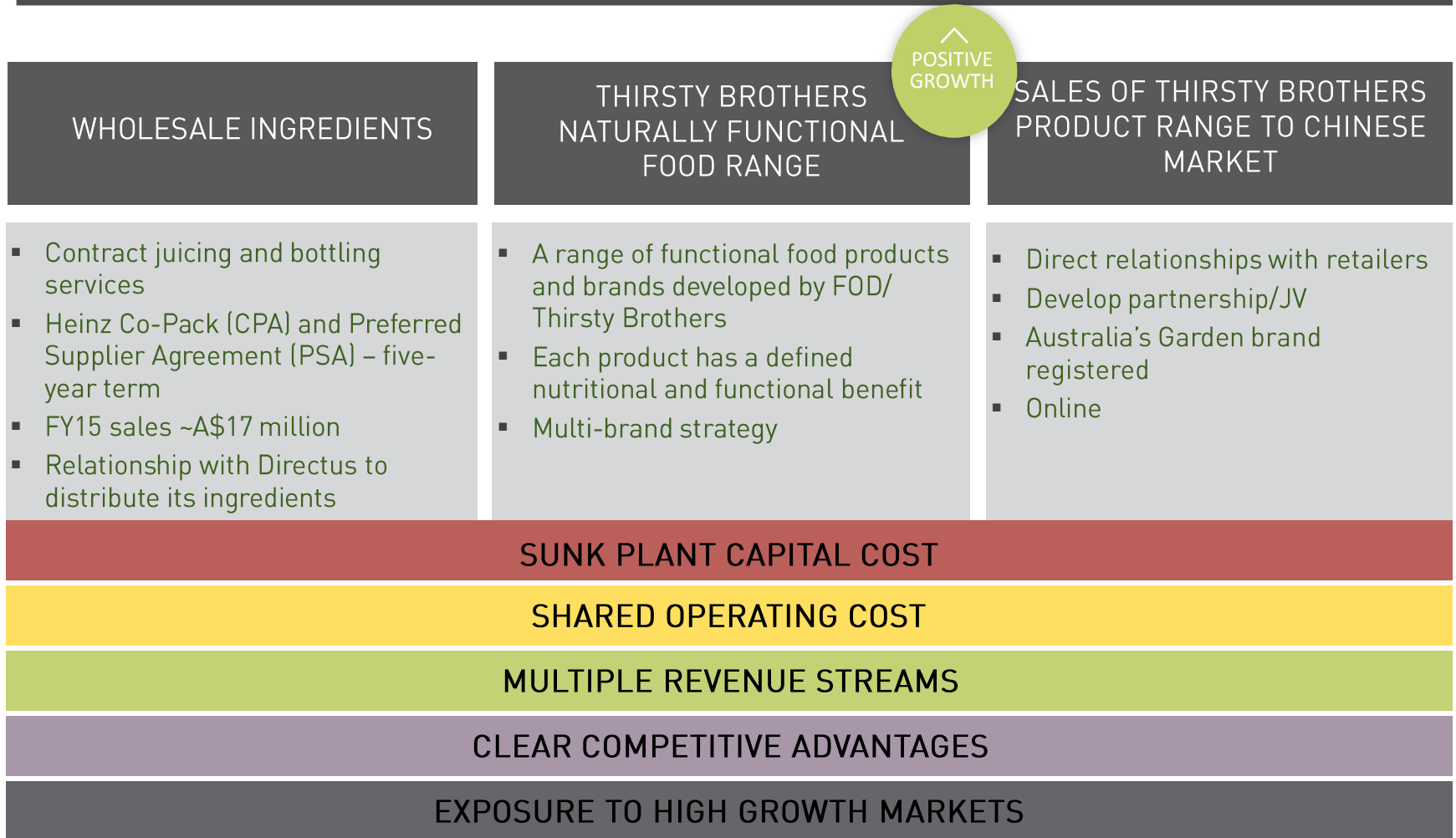
- On trend
- Innovative packaging and branding
- **Disruptive and innovative in large categories** that have had little innovation eg. juice, dairy, snack food

Key Strategies are:

- Concentrate on functional food
- Our products must be **nutritionally better than other products**
- Use our natural products
- Use science
- Products need to fit snacking, convenience, natural trend
- Beverage
- Bars
- Health food aisle



VALUE PROPOSITION

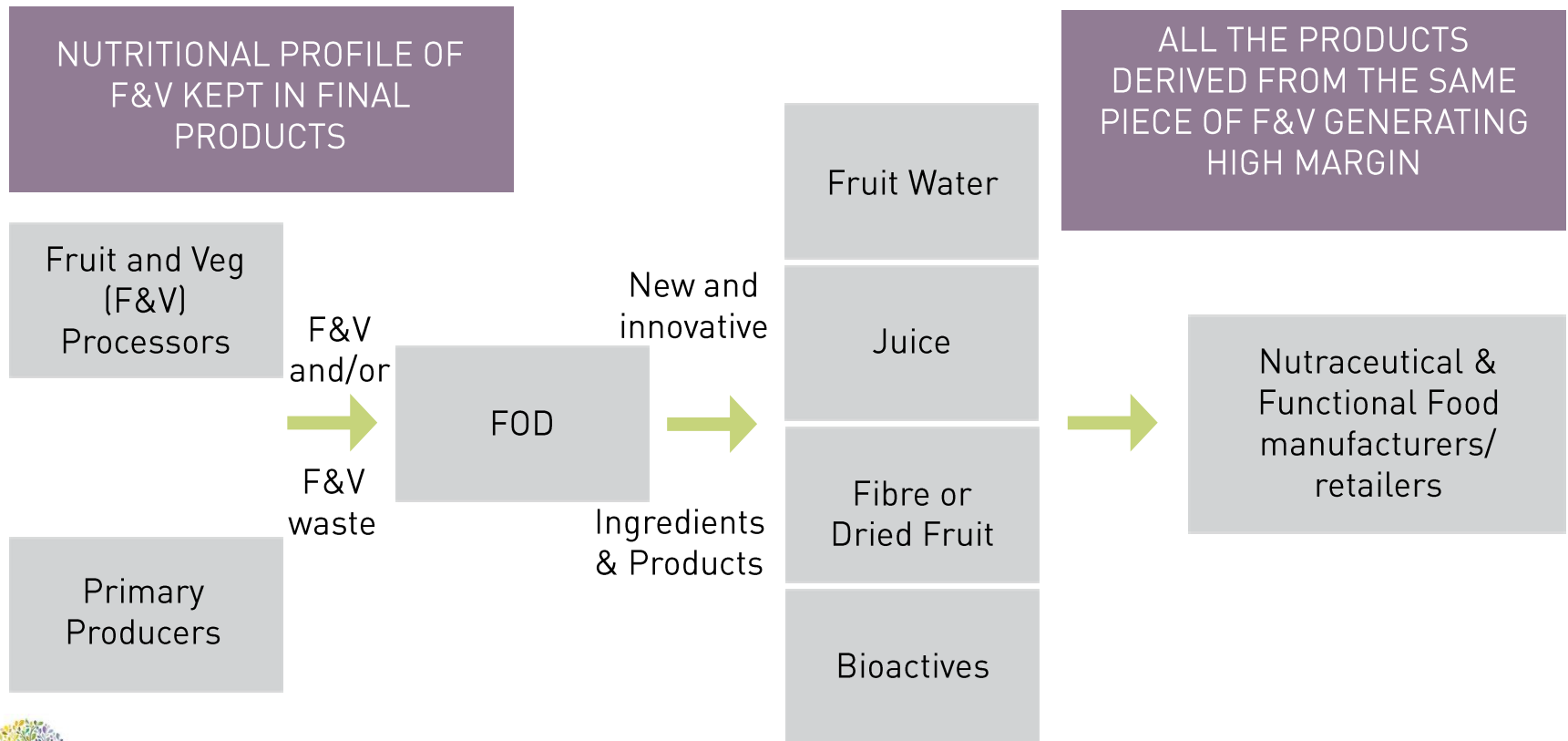


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POSITIVE
GROWTH



FOD SUPPLY CHAIN POSITIONING

FOD sources fruit and vegetables (F&V) and / or F&V waste from processors and primary producers, from which FOD manufactures functional food and food ingredients for sale to nutraceutical and functional food manufacturers or direct to the retail market



FRUIT & VEGETABLE CAPABILITIES

Fruits:

- Citrus – Navel and Valencia oranges, lemons
- Pome fruits – Goulburn Valley pears & pink lady apples
- Mixed berries (strawberry, raspberry, boysenberry, blackberry)
- Passionfruit
- Mango
- Watermelon

Vegetables:

- Carrot
- Beetroot
- Cucumber
- Spinach
- Kale
- Tomato
- Onion
- Mushroom

Premium Ingredients:

- Ginger puree
- Cayenne pepper
- Mint
- Chlorophyll
- Brewed and cold extracted coffee & tea
- Davidson and Kakadu plum
- Lemongrass



CURRENT MARKET CHANNELS - WHOLESALE



THE HEALTH FOOD COMPANY



DIRECTUS

CO-PACK AND PREFERRED SUPPLIER

Under the CPA and PSA, FOD provides contracted juice and bottling volumes to Heinz Golden Circle and Original Black Label brands

Heinz provides expected volumes for a 12-month period and the re-pricing mechanism allows for margin protection

DIRECT TO FMCG COMPANIES

Direct to FMCG companies to make finished products e.g Emma and Toms, Helping Humans

OFFSHORE THROUGH AGENTS

Directus selling all ingredients offshore



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RETAIL CHANNELS

coles



Woolworths

bp



Cafes, restaurants, route trade. Currently talking to a number of distributors.
Expected to be in this market by December 2015.



THE **FOOD** REVOLUTION GROUP

HI-FI: DAILY FIBRE SUPPLEMENT



Existing product; currently on shelves



THE **FOOD** REVOLUTION GROUP

JUICE LAB: PRESSED JUICES



Existing product; currently on shelves



THE **FOOD** REVOLUTION GROUP

CHINA

- Dedicated business unit
- Relationships direct with retailers
- Leverage relationships of investors
- Registered in Beijing Free Trade Zone
- First orders received

LUSHANG 鲁商集团



AUSTRALIA'S GARDEN – CHINESE FUNCTIONAL FOODS AND SUPPLEMENTS



BRAND

SHENZHEN DISTRIBUTION COMPANY

ShenZen
Distribution
Company

- ShenZen is a Chinese distribution company with focus on agriculture products and food
- Products sold under the brand - Australia's Garden
- Business model revolves around setting up regional bases in strategic locations to supply direct to physical locations and customers
- ShenZen distributes products through online and offline channels
- Online - 263 portals (Taobao - Alibaba, JD, yhd, sfbest, womani, benlai)
- Offline - 12 regional Distributors - over 1400 supermarkets
- Currently distributes for G7 Coffee (largest coffee brand in Vietnam) – over 7.56 million units sold / month



Significant
appetite in
China

- In advanced discussions with a number of Chinese supermarkets and distribution channels



THE **FOOD** REVOLUTION GROUP

VERTICAL INTEGRATED BUSINESS MODEL

WITH PRODUCTION CAPACITY TO SUPPORT FUTURE GROWTH

- Operational leverage over fixed cost base
- Only running at 25% of current capacity
- Focus on cost, quality and efficiency
- Strategic procurement provides competitive advantages
- Emphasis on quality assurance and compliance with key government certifications
- Opportunities to insource and process further fruits
- Recent capital investment in extraction technologies

MILL PARK SITE

PROCESSING CAPABILITY

- Extraction of juice (80K tonnes p.a) currently running at 20K tonne
- Cold and ambient storage and distribution
- Combination technologies
- Drying
- Micro-dosing
- Bottling (50M litres p.a) currently at 10M.
- Chromatographic separation
- Product development team

Extraction capacity can be increased by adding CCE units, 18K tonne per CCE at cost of \$500K per unit or increasing FMC from 5 to 7, will move capacity to 70K tonne for citrus at an additional cost of \$8K per month.

NEW ZEALAND SITE

- Plant capacity 20k tonne p.a currently running at 20% of capacity
- Certified organic produce
- Plant capacity can grow through adding CCE units at a cost of A\$500,000 and a six-month installation.



FINANCIALS

- The Independent Expert PKF (DMR Corporate) prepared a normalisation of FOD's historical financials
- FY15 characterised by establishing operations in Mill Park
- FY15 revenue derived primarily from wholesale juice and bottling operations
- The business operates at a gross margin of between ~35-40%
- Assessment of normalised maintainable EBDITA assuming no growth A\$2.2 – A\$2.3 million

Table 16	Determination of Future Maintainable EBITDA	2014 Actual \$	2015 Actual \$
	Revenues	1,976,242	17,311,991
	Loss before tax - Statement of Profit and Loss - Table 13 above	(9,698,697)	(3,770,352)
	Adjustments to loss before tax:		
	Add Back:		
	Relocation costs	546,372	2,251,850
	Loss on asset write down	3,707,334	-
	Depreciation and amortisation	1,222,479	1,585,541
	Interest expense	131,928	1,460,463
	Under utilisation of labour at Laverton whilst plant transfer to Mill Park	-	478,229
	Lease costs of Laverton not used in operating business	-	135,000
	Transaction costs already expensed in the 2015 financials:		
	Legals	-	53,818
	Consultancy - brokers costs for 3 months	-	37,500
	One off ERP establishment costs	-	43,800
	Future maintainable EBITDA	(4,090,584)	2,275,849



COMPARABLES

Company	Code	Market Cap (\$m)	EV (\$m)	FY15 EBITDA (\$m)	FY15 Trailing EV/EBITDA	FY16 EV/EBITDA	FY17 EV/EBITDA
Freedom Foods Limited	FNP	\$ 549.0	\$ 599.6	\$ 12.1	49.6	26.1	19.7
Bellamys Limited	BAL	\$ 1,019.5	\$ 987.7	\$ 12.3	80.3	32.3	19.1
A2 Milk Limited	A2M	\$ 783.6	\$ 777.5	\$ 4.8	162.0	36.7	21.1
Vitaco Holdings Limited	VIT	\$ 403.5	\$ 457.5	\$ 20.6	22.2	19.3	14.0
Clover Corporation Limited	CLV	\$ 82.6	\$ 76.8	\$ 0.6	128.0	n/a	n/a
Average					88.4	28.6	18.5
Median					80.3	29.2	19.4

Source: Bloomberg and Company Announcements as at 23/11/15



TRANSACTION STRUCTURE AND USE OF FUNDS

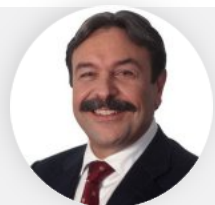
CAPITAL STRUCTURE \$12.0M IPO	SHARES
Existing shares on issues (incl. facilitation)	20,314,871
Pre-IPO	33,750,000
Initial consideration (incl. Santino Loan)	120,000,000
IPO Shares	120,000,000
Total shares on issue	294,064,871
Market capitalisation on listing	\$29,406,487

USE OF FUNDS \$12.0M	\$m
Increased balance sheet flexibility through debt refinancing	6.5
Additional marketing budget flexibility to achieve greater brand awareness	2.0
Additional working capital to manage growth	2.2
Costs of offer (incl. refinancing costs)	0.6
Capital Raising Costs	0.7
Total	12.0

- Options of 7,351,622 will be issued as part of the transaction. The options will have an exercise price of A\$0.12 and have a three-year term
- Performance Shares to be issued against following milestones:
 - Supply Agreements to stock in stores sufficient product that will generate, at least A\$1 million of revenue each month for a period of three consecutive months at an average Gross Margin of 35%. Expires 31 December 16 (80m shares)
- Consolidated audited financial performance demonstrates an annualised EBITDA Run Rate of A\$5 million or more over any given six-month period by 30 June 2017 (60m shares)
- Consolidated audited financial performance demonstrates an annualised EBITDA Run Rate of A\$10 million or more over any given six-month period by 30 June 2018 (80m shares)



BOARD AND MANAGEMENT



Domenic Martino
CHAIRMAN

Domenic Martino was Chief Executive of Deloitte Touche Tohmatsu in Australia from 2001 to 2003. Prior to taking Chief Executive position he was Managing Partner of Deloitte Touche Tohmatsu's New South Wales operations from 1998 to 2001.

He has held a number of management operational roles, specialising in the corporate finance area, mergers and acquisitions, initial public offerings and strategic opportunities.



Bill Nikolovski
CHIEF EXECUTIVE

Senior leadership roles in Australia and overseas in marketing research, clean technologies, automotive, information technology, telecommunications and consumer goods industries.

Responsible for strategy and planning, business development, marketing, product development, acquisitions and divestments, and operational management throughout career.

Ipsos Managing Director of Australia and COO of the Asia-Pacific; NCS Pearson Australia, Australian Electronic Manufacturing Services, Cleantech Ventures, Metaca Corporation, Leigh Mardon and Pilkington Automotive.



Matt Bailey
NON-EXECUTIVE DIRECTOR

CEO of The Bailey Group from age of 26 – grew to a \$50m business offering sales and marketing expertise to FMCG suppliers.

Developed brands such as The Natural Confectionary Company, Sakata Rice Crackers and launched Ocean Spray and V energy drink into Australia.

Sold business in 2004 and, after non-compete, formed the Bailey Boys.

At FOD he can utilise his marketing expertise to further exploit and commercialise FOD's unique product portfolio.



Dean Fraser
CHIEF FINANCIAL OFFICER

Significant financial and commercial experience across corporate finance, investment banking, business development and legal roles.

Prior to founding Fortis Corporate Advisory in 2009, worked as a corporate adviser with Greenhill Caliburn, one of Australia's leading independent corporate advisory firms, and as a mergers & acquisitions lawyer with Australian law firm Minter Ellison.

Extensive M&A, ECM and DCM transaction experience across a variety of sectors and is a qualified lawyer.



SUMMARY

- Diversified **portfolio of branded products**
- Strategic **Chinese partners** with existing channels to **market in China**
- Multiple avenues for **revenue and earnings growth**
- FOD scheduled to **list on the ASX in February 2016** at 10c per share
- Raised **\$12M in heavily oversubscribed** offer





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APPENDIX: COUNTER CURRENT EXTRACTION

