



30 November 2018

ANNUAL GENERAL MEETING

ASX: WOA
FWB: 2WO

A 4Returns food and agriculture company
that strives to empower communities,
regenerate ecosystems and inspire others.

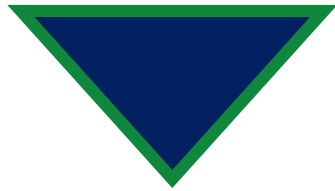


WHY DOES WIDE OPEN AGRICULTURE EXIST?

Committed to 4 Returns – financial, natural, social and inspirational returns

Our Purpose

We are a 4Returns food and agriculture company that strives to empower communities, regenerate ecosystems and inspire others.



Our Vision

To be an inspiring 4Returns investment with a farmland portfolio and globally-trusted food brand



CAPITAL STRUCTURE

Cash at bank	\$4,321,471
Shares on issue	70,579,249
Current price per share	\$0.13
Market capitalisation	\$9.2m

Shareholder ownership

Number of shareholders	433
Top 20 ownership	82%
Directors & Officers ownership	26%

Shareholder distribution

West Australia	52%
Netherlands	24%
Germany	18%
Other	4%

Board

Chairman	Anthony Maslin
Managing Director	Dr. Ben Cole
Non-executive Director	Stuart McAlpine
Non-executive Director	Hans Schut

2020 STRATEGY ON A PAGE

A consolidated view of the WOA 2020 strategy.

BUSINESS UNITS	Land for Reasons <i>Regenerative farmland portfolio</i>	Food for Reasons <i>Globally-trusted food brand</i>	Corporate	
			Business development & Partnerships	People, technology and infrastructure
BUSINESS UNIT PURPOSE	Facilitate long term relationships that own, invest and manage farmland in alignment with 4Returns	Create a consumer brand, products and experiences that connect people with the Wheatbelt and 4Returns	Design a sustainable operating model that develops opportunities and partnerships to support growth	
GOAL BY 2020	Financial and operating business cases that attract institutional investment into a 4Returns farmland portfolio	Launch multiple products in the healthy snacking category via multiple sales channels (B2C & B2B)	Develop and operate a diversified agriculture venture through a commercial grower partnership Design and mature a scaleable operating model with a sustainably funded corporate function	



DELIVERING 4RETURNS

4Returns are delivered through a combination of WOA activities with a common focus on financial returns as a ‘for profit’, ASX listed entity.

<div></div> <div>Three focused business units</div>	<div></div> <div>Return of Inspiration Giving people hope and a sense of purpose</div>	<div></div> <div>Return of Social Capital Bringing back jobs, business activity, education and security</div>	<div></div> <div>Return of Natural Capital Restoring biodiversity, soil and water quality</div>	<div></div> <div>Return of Financial Capital Realising long term sustainable profit</div>
Food for Reasons <i>Globally-trusted food brand</i>				
Land for Reasons <i>Regenerative farmland portfolio</i>				
Corporate				
<div>BD & Partnerships</div> <div>Ppl, tech & infrastructure</div>				
Corporate				
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FOOD FOR REASONS – KEY BENEFITS

- Key area of WOA revenue generation - \$17b global market for healthy snacking category with projected growth to \$32b by 2025**
- Healthy snacking category – rapidly growing sector across the globe (6% p.a. since 2012) due to increasing demand for healthy snacks and on-the-go lifestyles*
- Direct brand connection between consumers and farmers with potential to act as B2B supplier
- Development of brand that inspires and engages customers

*Mintel (2018) Fresh snacking on the rise

**Research and Markets (2017) Healthy Snack Market Analysis

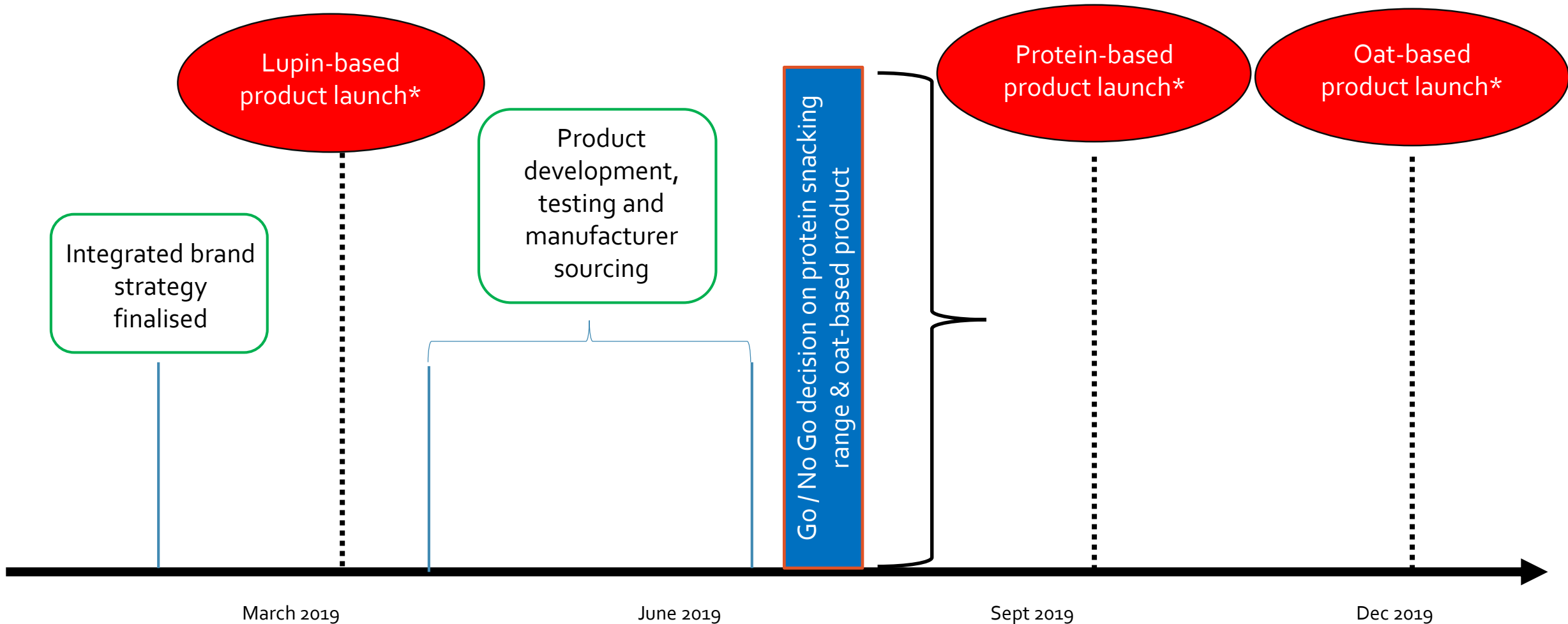
FOOD FOR REASONS - ACHIEVEMENTS



- Partnership agreement to develop co-branded, value-added product lines with Blackwood Valley Beef
- Developing final recipe formulation and manufacturing agreement for lupin-based product
- Identified supply and potential product lines for oat- and lamb-based products
- Developing relations with leading eco-packaging supplier



FOOD FOR REASONS – PATHWAY TO SUCCESS



* Delivery dates are dependent on manufacturing partners & packaging suppliers. Product lines may be prioritized in different order.



LAND FOR REASONS – KEY BENEFITS

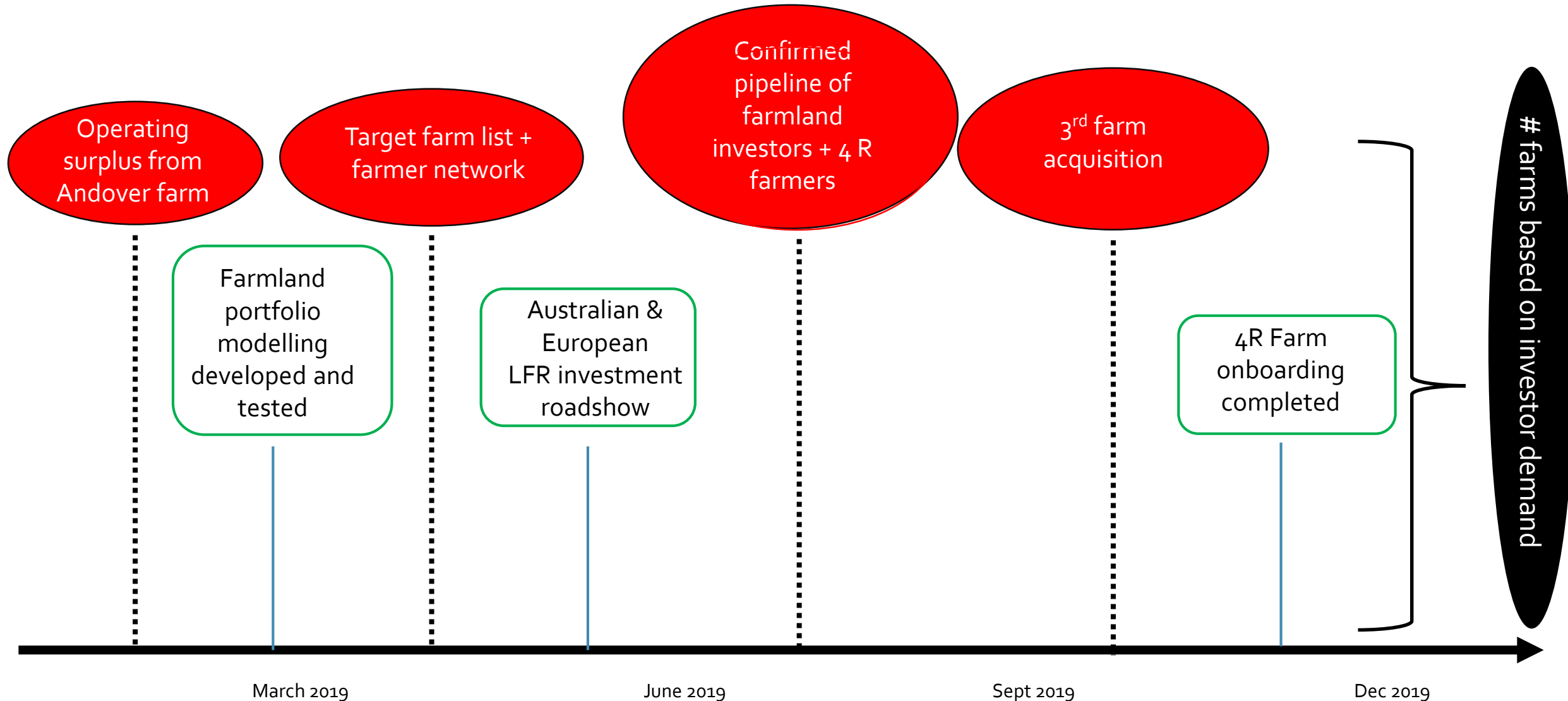
- A large-scale farmland asset base that provides operating revenues and long-term capital appreciation
- Build a secure supply of 4 Returns produce for Food for Reasons
- Maintain a leading role in regenerative farming practices
- Increase farmland managed under 4 Returns, 3 zones over 20 years

LAND FOR REASONS - ACHIEVEMENTS

- Partnership agreement on \$4.35m farmland – 20% operating surplus + 20% capital appreciation
- Conducting feasibility study of livestock grazing on fodder/pasture systems in northern Wheatbelt
- Undertaking interviews with Australian ethical super funds to assess criteria for investment into LFR farmland portfolio
- Completed natural return assessment (soil health, water quality & biodiversity) on Andover farm
- Confirmed partnership with international research collaboration to assess impact of nature zones on farmland productivity



LAND FOR REASONS – PATHWAY TO SUCCESS





BUSINESS DEVELOPMENT & PARTNERSHIPS – KEY BENEFITS

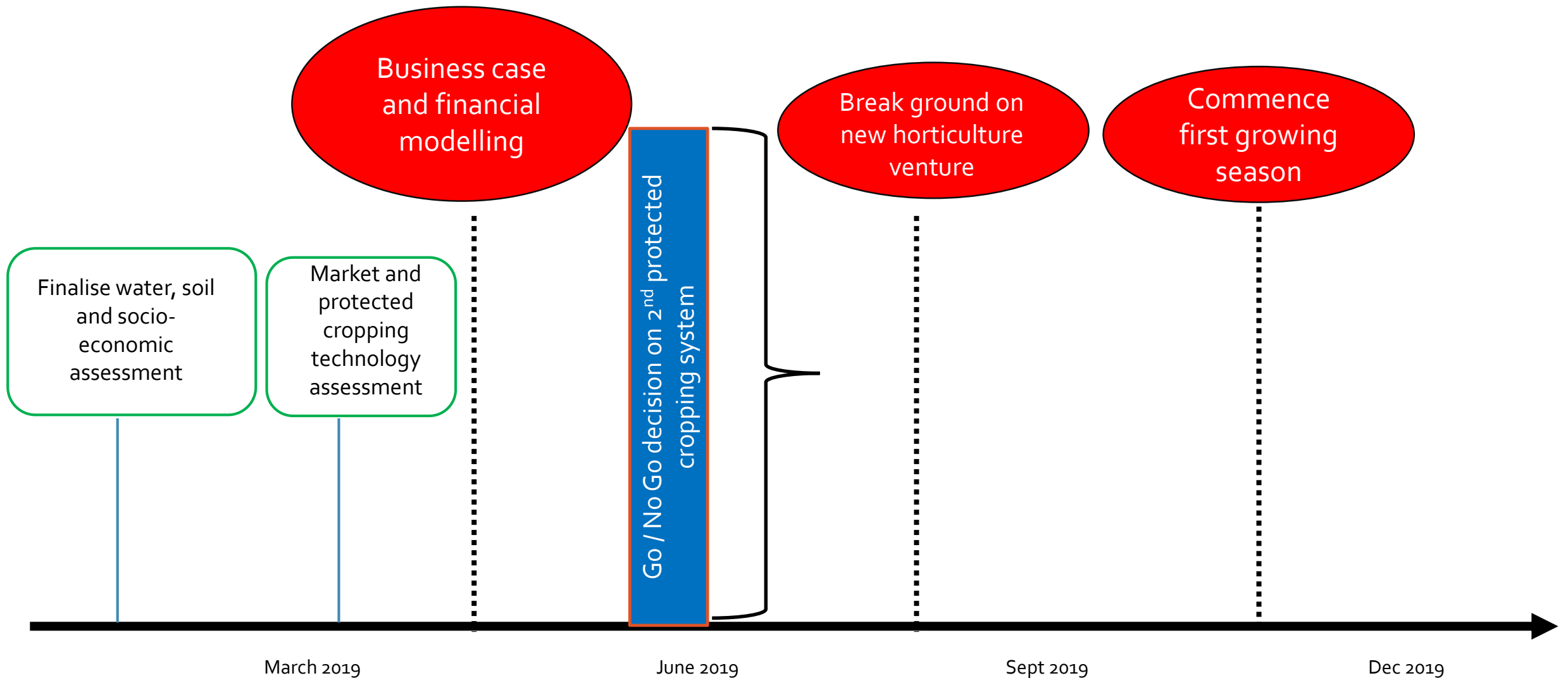
- Reduce risk and cost in exploring diversified opportunities via partnerships
- Partnerships to compliment and enhance WOA capabilities while maintaining a lean core team
- Pilot shade house to focus on research on innovative crops that do not require cold-chain logistics
- Focus on agritech and technology solutions that facilitate low-cost, scaled approaches

BUSINESS DEVELOPMENT & PARTNERSHIPS - ACHIEVEMENTS

- Engaged leading regenerative protected cropping consultants at pilot shade house
- Commissioned hydrological and socio-economic assessment in northern Wheatbelt with input from UWA, DPIRD & Wheatbelt Development Commission
- Identified innovative crops for research and development in pilot shade house
- Board decision in early Q2 2019 to assess feasibility of shade house 2
- Granted \$230K from Commonland Foundation in 2019 to support research, monitoring and other activities



BUSINESS DEVELOPMENT & PARTNERSHIPS – PATHWAY TO SUCCESS

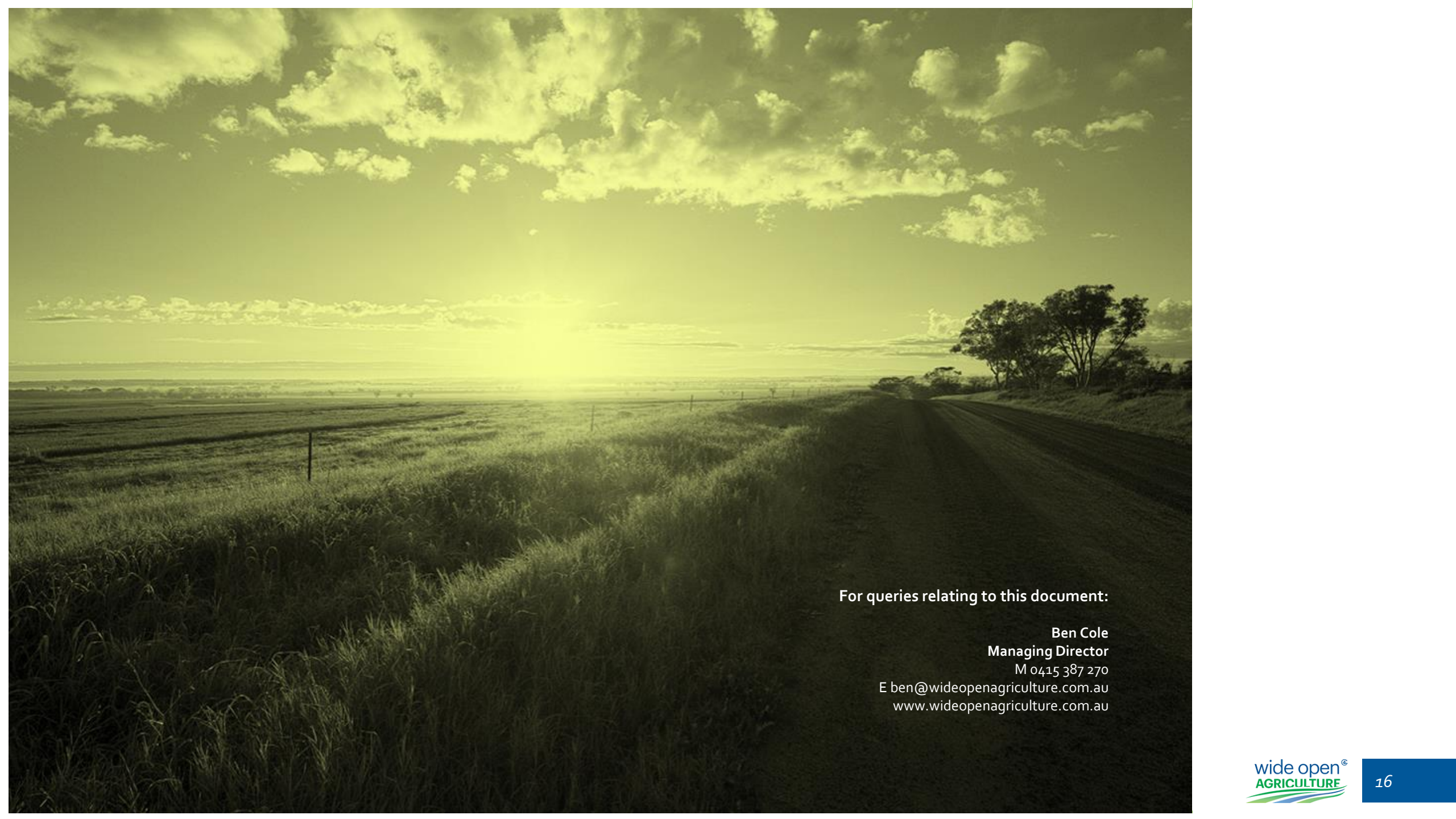


OUTLOOK

The key indicators of our success in delivering WOA's strategy

- Launching multiple product lines into \$17 billion healthy snacking category and demonstrate revenue streams
- Building brand awareness and engagement through purpose-driven strategy including social media and interactive channels
- 20% revenue share of operating surplus from 2018 operations on Andover farm
- Additional land acquisitions within the Land for Reasons portfolio
- Finalising feasibility study for protected cropping system in partnership with commercial and local government partners





For queries relating to this document:

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