



Investor Presentation June 2012

NEXT GENERATION NUTRITION

MANAGING FOR GROWTH



- Vision, strategy & structure
- Clover's development
- Financial performance
- Clover's products
- Competitive strengths and challenges
- Growth drivers & innovation
- Priorities & outlook

STRATEGIC VISION



Clover Corporation seeks to:

- Identify, develop and commercialise speciality functional and nutritional ingredients in the growing “nutraceutical” market
- Develop and commercialise leading edge proprietary and patented delivery technology including encapsulation
- Work with innovative and multinational industry partners to leverage core technical and manufacturing strengths to innovate and launch new products and expand in core markets
- While retaining a conservative financial base, deliver growth on earnings and dividends

COMPANY DESCRIPTION



- **Focus on two business units:**
 - Clover Corporation focuses on innovation & obtaining the optimal return from proprietary technology
 - Nu-Mega Ingredients commercialises proprietary ingredient delivery and encapsulation technology in targeted value added markets
- Work with customers to identify, design, develop, test & launch new products
- Generate sales directly and through specialist distribution partners
- Maintain strong links with technical & academic agencies including CSIRO
- Employ 33 staff, including 4 PhD's, with offices in Sydney, Melbourne, Brisbane and UK

KEY COMPANY DEVELOPMENTS



CLOVER CORPORATION



Clover Corporation

- 1988 Private Co.
- 1999 – ASX listed
- JV with Heinz for tuna oil processing
- Research in encapsulation

2002-2007

- Clover Corp JV with Food Spectrum = Nu-Mega Ingredients
- Uses encapsulated tuna oil in foods & infant formula
- Focus on Asian and European markets
- 2004 – Clover Corp JV to form FFI for proprietary soy ingredients


2007-2011

- Nu-Mega Ingredients 100% subsidiary of Clover Corporation
- 2008 - New Innovation & Sales facility in Brisbane
- Development of the innovations program
- Multi-year supply contracts with infant formula companies
- 2009 - Frost & Sullivan Ingredient Company of the Year
- 2011 – AGP NPD program with CSIRO
- Exit from FFI soy business



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SUMMARY OF FINANCIAL PERFORMANCE



CLOVER CORPORATION

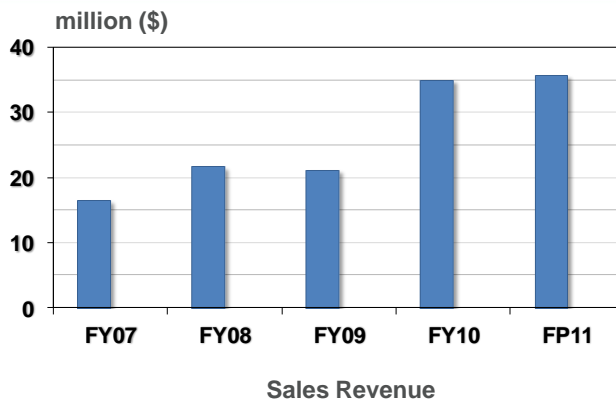
	FP2011 (13 months)	FY2010	FY2009	FY2008	FY2007
Sales Revenue	\$35.6 m	\$34.9 m	\$21.1 m	\$21.6 m	\$16.5 m
Total Revenue	\$36.0 m	\$35.9 m	\$22.9 m	\$22.9 m	\$17.7 m
EBITDA	\$5.9 m	\$ 1.4m	\$4.2 m	\$2.5 m	\$0.8 m
EBIT	\$5.5 m	\$1.1 m	\$3.8 m	\$2.2 m	\$0.5 m
Profit before tax	\$6.1 m	\$1.6 m	\$4.5 m	\$3.0 m	\$1.3 m
Profit after tax	\$4.60 m	(\$0.97) m	\$3.1 m	\$4.1 m	\$0.6 m
EPS (cents)	2.70 cents	(0.59) cents	1.87 cents	2.5 cents	0.38 cents
Dividend	1.50 cents/share	1.25 cents/share	1.00 cent/share	1.00 cent/share	
Shares on issue	165.2 m	165.2 m	165.2 m	165.2 m	165.2 m
Total contributed equity	\$32.9 m	\$32.9 m	\$28.3 m	\$27.0 m	\$23.7 m
Cash total	\$7.4 m	\$12.2 m	\$9.2 m	\$10.8 m	\$11.0 m

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HISTORICAL SALES REVENUE GROWTH

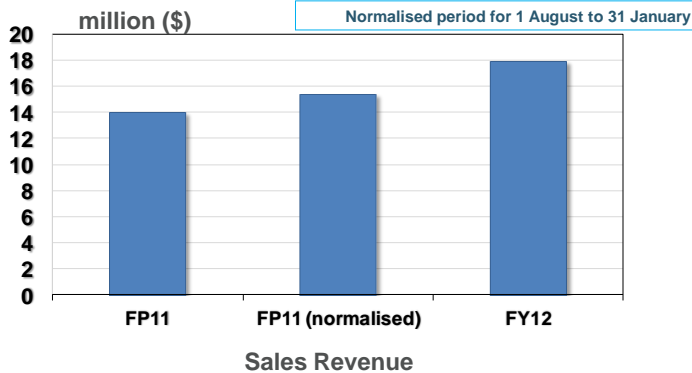


CAGR (over 4 years) = 21% p.a.



FP11 represents 13 months

SALES REVENUE +27.8% IN THE FIRST HALF FY2012



* Normalised results are non-statutory measures and represent results from continuing operations. FP11 (normalized) sales revenue has been restated using the FY12 1st half period of 1 August to 31 January.

CLOVER HALF YEAR RESULTS ended 31 January 2012



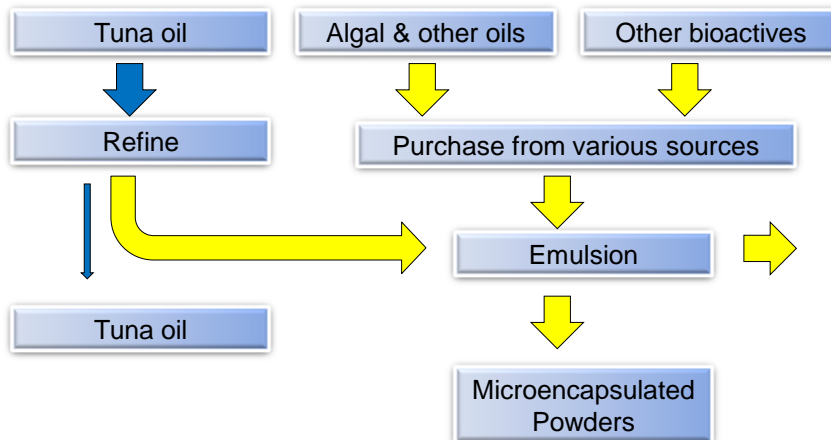
\$m	4D Reported 31 Jan 2012	4D Normalised* 31 Jan 2012	4D Reported 31 Dec 2010	PCP 1 Aug '10 – 31 Jan '11
Revenue	\$17.93	\$17.93	\$14.03	\$15.395
Profit before tax	\$2.80	\$3.77	\$2.68	\$3.29
Depreciation, Amort, Interest	(\$0.257) \$0.154	(\$0.257) \$0.154	(\$0.121) \$0.300	(\$0.117) \$0.276
EBITDA	\$2.90	\$3.87	\$2.50	\$3.13
EBIT	\$2.64	\$3.61	\$2.38	\$3.01
Tax	(\$1.10)	(\$1.10)	(\$0.73)	(\$0.99)
NPAT	\$1.70	\$2.67	\$1.95	\$2.30
EPS cents	1.03	1.62	1.18	1.39
ROE (annualised)	12.4%	19.5%	13.9%	17.4%

* Normalised results are non-statutory measures and represent results from continuing operations. Expenses totalling \$970,000 in respect of the joint venture, Future Food Ingredients Pty. Limited, have been excluded from the normalised results.

OVERVIEW OF NU-MEGA PRODUCTS



Maximize the use of proprietary bioactive delivery technology

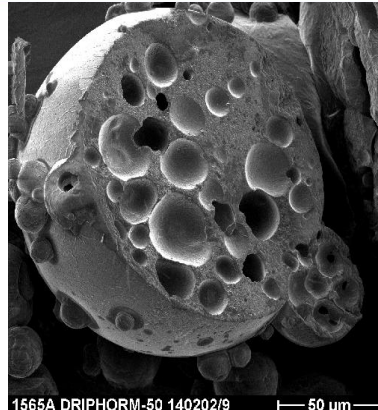


COMPETITIVE STRENGTHS

A CULTURE OF COMMERCIAL INNOVATION



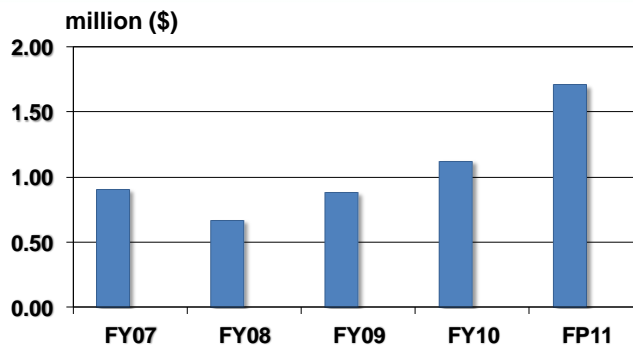
- **Clover's core strengths;**
 - Focus on growing value added markets
 - Commercially focused R&D programs
 - Ability to leverage R&D relationships with customers & research communities
 - Proprietary & patented technology
 - High quality products & excellent reputation with clients
 - Dedicated and skilled staff
- Long term commercial relationships
- Expanding product portfolio supported by sound science
- Long product life cycle supported by rigorous customer evaluation
- Excellent customer & applications support
- Specialised distribution network



Courtesy - CSIRO

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HISTORICAL RESEARCH & DEVELOPMENT EXPENDITURE



R&D Expenditure
* All expensed

FP11 represents 13 months

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FOCUS ON GROWTH MARKETS & VALUE ADDED PRODUCTS



- Clover's key market – encapsulated powders & nutritional delivery systems for infant formula & other value added applications
- Infant formula market is projected for strong global growth (CAGR +12% p.a.*)
- Focus value added opportunities in growing & emerging markets
 - China +60% increase in sales revenue in FP2011

FP2011 Geographic

Australia/New Zealand	16%
Asia	73%
Europe	7%
Americas	4%

FP2011 Products

Oil	6%
Encapsulated Powders	93%
Soy	1%

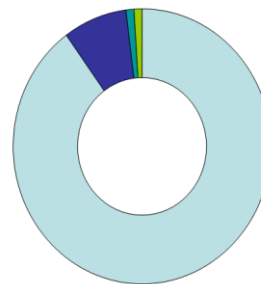
* Frost & Sullivan Report , 2011

MULTIPLE GROWTH DRIVERS & DELIVERY



- Maintaining a position at the forefront of technical development for bioactive delivery and encapsulation technology
 - 4 patent applications filed in FP2011
- Identifying value added applications
 - Infant formula (CAGA +12%)*
- Working with our customers to develop & provide market relevant proprietary products in a timely manner
 - Multi-year supply agreements with major infant formula companies in FY2012
- 6 new products launched for customer evaluation in 2011 (usually a 2-4 year process)

Product mix in FP2011



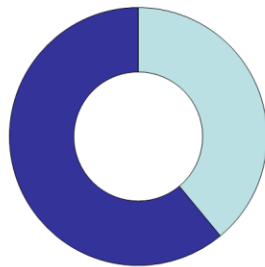
■ Infant formula ■ Food ■ Supplement ■ Animal feed

* Frost & Sullivan Report , 2011

IMPACT IN FP2011 OF NEW PRODUCTS & THE DIVERSIFICATION OF BIOACTIVES



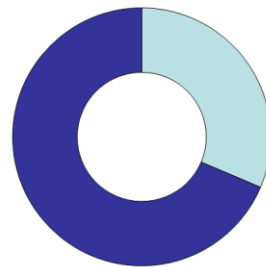
Sales Revenue from New Products in FP2011*



Existing Products ■ New Products (4 years)

* Increased 5% from FY2010

Sales Revenue with Diversified Bioactives in FP2011*



Tuna oil encap. ■ Other bioactive encap.

* Increased 14% from FY2010

INNOVATION LEADS TO NEW PRODUCTS & REVENUES



	Company rights	Form	Bioactive	Application
TECH 1	(OWNED)	ENCAPSULATION	Omega 3 lipids	Infant formula
		# Carbohydrate based encapsulation system for foods.		
TECH 2	(LICENSED)	ENCAPSULATION	Omega 3 &/or 6 lipids	Infant formula / Functional foods
		# Carbohydrate & protein encapsulation system with enhanced stability.		
TECH 3	(LICENSED)	ENCAPSULATION	Omega 3 &/or 6 lipids	Infant formula / Functional foods / Medical foods
		# Carbohydrate & protein system for targeted Gastrointestinal delivery.		
TECH 4	(OWNED)	ENCAPSULATION	Single or multiple bioactives	Infant formula / Medical foods
		# Specialist encapsulations system for infant formula manufacture.		
TECH 5	(OWNED/ LICENSED)	EMULSION	Omega 3 lipids	Infant formula / Functional foods / Medical foods / Pharmaceutical
		# Specialised delivery system for infants.		
TECH 6	(OWNED/ LICENSED)	ENCAPSULATION	Single or multiple bioactives	Infant formula / Functional foods / Medical foods
		# Delivery system for sensitive bioactives with improved sensory performance		

PRIORITIES & OUTLOOK FP2012



- 27% increase in sales revenue for the first half FY2012
 - Continued expansion in growing markets such as Asia and Oceania
 - Market is competitive for Clover and its customers
 - Robust sales from existing product portfolio
- 3-year supply agreement with multi-national infant formula manufacturer
- Novel Food approval in Canada for the use of Clover's powders in Toddler formula/foods
- Expansion of innovation program with CSIRO Australian Growth Partnership program (\$1.2 million over 3 years)
- Upgrade of the Altona manufacturing facility (\$1.5 million)
- Exploring offshore licensing & manufacturing opportunities
- Currently in negotiations with alternative distributors for the development of the functional food opportunities in the Americas and Europe
- Customer evaluation of new products is underway
- Positive outlook for the second half of FY2012



THANK YOU
Questions?

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