



Fertoz Limited (ASX: FTZ)

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2 March 2015

ASX RELEASE / MEDIA RELEASE

Company update

Fertoz (ASX: FTZ) is pleased to release a further company update presentation (attached to this announcement) given the strong progress that was made by the FertAg JV during February, including the:

- **Signing of a National Supplier Agreement for FertAg's specialty phosphate products with a major Australian agribusiness**
- **Execution of a A\$1m working capital facility with Moneytech Finance**
- **Ramp-up in FertAg imports for sale**
- **Introduction of a granular product, FertAg Granular 0-7-0, in response to customer feedback**
- **Introduction of a Shareholder Rewards Program**

About Fertoz

Fertoz is exploring for high-grade phosphate resources in Canada and the United States of America, two of the largest agricultural economies in the world and both of which import phosphate rock. Fertoz has two projects in Canada – Wapiti (East and West), and Fernie (Marten, Barnes Lake, Crows Nest), which are all proximate to infrastructure – and an option on a project in Idaho, USA, again proximate to infrastructure. Fertoz is targeting small, high-grade resources in the Americas that can be commercialised quickly and inexpensively, with high-grade product sold to organic farmers, conventional farmers or third-party fertiliser plants.

Fertoz also has the FertAg JV in Australia set up to distribute fused calcium magnesium silicate phosphate products to counter the acidic soils found across much of Australia's key farming regions. FertAg products provide valuable macronutrient conditioning to soils while reducing unnecessary contamination of creek and reef systems through its slow release properties.

About the FertAg JV

FertAg is a joint venture with Vast Resources Pty Ltd ("Vast Resources") which has been established to import and market a proven specialty phosphate fertiliser into Australia and New Zealand. The JV is controlled by Fertoz through the trustee company Fertoz Agriculture Pty Ltd ("FertAg") which is owned 51% by Fertoz and 49% by Vast Resources. For full FertAg JV details and arrangements see ASX release dated 6 November 2014.

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Chairman

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Fertoz

Investor presentation

March 2015



Disclaimer

The technical information in this report that relates to Exploration Targets, Exploration Results, Mineral Resources or Ore Reserves is based on information compiled by Mr Jo Shearer, a Competent Person, who is a member of the Association of Professional Engineers and Geoscientists of British Columbia, a 'Recognised Professional Organisation' (RPO) included in a list that is posted on the ASX website from time to time. Mr Shearer is the Chief Operating Officer Canada for Fertoz Limited. Mr Shearer has sufficient experience that is relevant to the style of mineralisation and type of deposit under consideration and to the activity being undertaken to qualify as a Competent Person as defined in the 2012 Edition of the 'Australasian Code for Reporting of Exploration Results, Mineral Resources and Ore Reserves'. Mr Shearer consents to the inclusion in the report of the matters based on his information in the form and context in which it appears.

This presentation contains certain statements which constitute "forward-looking statements". Forward –looking statements are based on the estimates and opinions of Fertoz's management on the date the statements are made and Fertoz does not undertake any obligation to update forward-looking statements should conditions or management's estimates or opinions change, whether as a result of new information, future events or other factors, except as required by law.

All statements other than statements of historical fact herein are forward-looking statements and include, but are not limited to: (i) estimates and projections of future phosphate prices; (ii) estimates and projections of future phosphate production and demand; (iii) estimates and projections of reserves and resources; (iv) estimates and opinions regarding geological and mineralization interpretation; and (v) estimates of exploration investment and scope of exploration programs. When used in this presentation, the words "plans", "expects", "anticipates", "budgets", "forecasts", "strategy", "goals", "objectives", "could", "should", "may", "potential" and other similar expressions relating to matters that are not historical facts are forward-looking statements.

All forward-looking statements herein are based on Fertoz's or its advisors' current beliefs, as well as various assumptions and information currently available to them. These assumptions include but are not limited to: (i) continued growth in world phosphate; (ii) continued increase in personal incomes; (iii) continued increase in grain-intensive meat diets; (iv) continued decline in the agricultural land base; (v) the successful negotiation of native title access agreements for Fertoz's exploration licences. There can be no assurance that such statements will prove accurate, and actual results and future events could differ materially from those anticipated in such statements, in particular, the estimates do not include input cost increases or phosphate price variations that could occur in the future.

The forward-looking statements herein are subject to risks, uncertainties and other factors. The risk factors may be generally stated as the risk that the assumptions and estimates expressed herein do not occur, and include, but are not limited to: (i) phosphate and other commodity price volatility; (ii) political and operational risks; (iii) government regulation of mining activities; (iv) environmental risks; and (v) title disputes and claims. We caution potential investors not to place undue reliance on the forward-looking statements herein, as a number of important assumptions could cause the actual outcomes to differ materially from the beliefs, plans, expectations and estimates expressed herein.

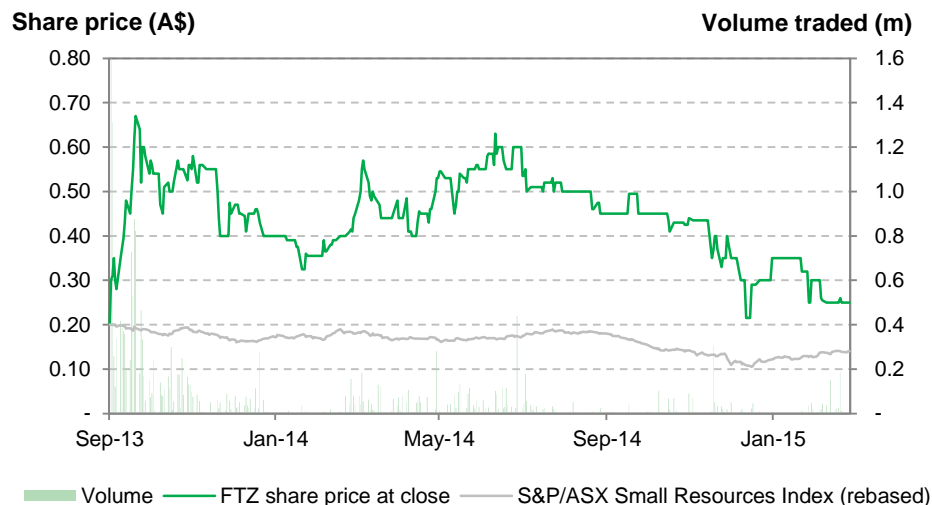
Fertoz overview

A progressive fertiliser business with quality operations and sound capital management

About Fertoz (ASX: FTZ)

- **Phosphate focused company** with North American phosphate mines and Australian fertiliser marketing and distribution
- Near term focus on bringing the **Wapiti East** and **Fernie** phosphate mines into production and progressing the **FertAg JV** marketing and distribution business in Australia
- Long term focus on **expanding phosphate rock production** in Canada and exploring Dry Ridge (USA)
- **Clean capital structure** with minimal debt outstanding, significant undrawn headroom, limited options on issue, high levels of insider ownership and supportive shareholders

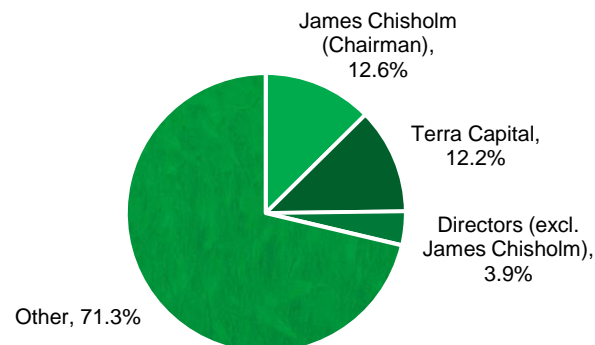
Share price performance



Financial information

Shares on issue	46.9m ¹
Share price (26-Feb-15)	A\$0.25
Market capitalisation	A\$11.7m
Cash (31-Dec-14)	A\$0.9m
Debt (31-Dec-14)	A\$0.2m
Enterprise value	A\$10.9m
Undrawn debt facilities ²	A\$2.05m

Major shareholders



Source: Company filings, IRESS

Notes:

1. Includes 3.5m escrowed ordinary shares, Fertoz also has 10.9m unlisted options on issue expiring 1 September 2017 to 27 November 2017 with exercise prices of A\$0.25 to A\$0.85
2. Includes A\$1.0m working capital facility announced 27 February 2015

Board & management

Highly experienced multidisciplinary and multijurisdictional Board and management



James Chisholm

Non-Executive Chairman

Engineering and Corporate Finance

- 30 years experience in the resources sector
- Co-founder of TheChairmen1 (company that started Guildford Coal (GUF.ASX))
- Current chairman Atrium Coal (ATU.ASX)



Dr. Les Szonyi

Managing Director

Chemical Engineering

- 30 years experience in the chemicals processing industry
- Graduate of the Australian Institute of Company Directors (AICD)
- Institution of Chemical Engineers member



Adrian Byass

Non-Executive Director

Geology

- 18 years experience in the mining and minerals industry
- Director of Ironbark Zinc (IBG.ASX), Corazon Mining (CZN.ASX) and Plymouth Minerals (PLH.ASX)



Julien McNally

Chief Financial Officer and Co-Sec

Corporate Finance and Accounting

- Executive with 15 years of resource industry experience
- Experience with public listed companies on the TSXV, AIM and ASX stock exchanges



Stephen Keith¹

Non-Executive Director

Engineering

- 18 years experience in mining, finance and investment banking
- Based in Toronto, Canada
- Director of Aura Minerals (ORA.TSX)



Jo Shearer

Chief Operating Officer (Canada)

Geology

- 35 years experience in geology and exploration
- Fellow of Geological Association of Canada, Geological Society of London and the Society of Economic Geologists
- Based in Vancouver, Canada

Notes:

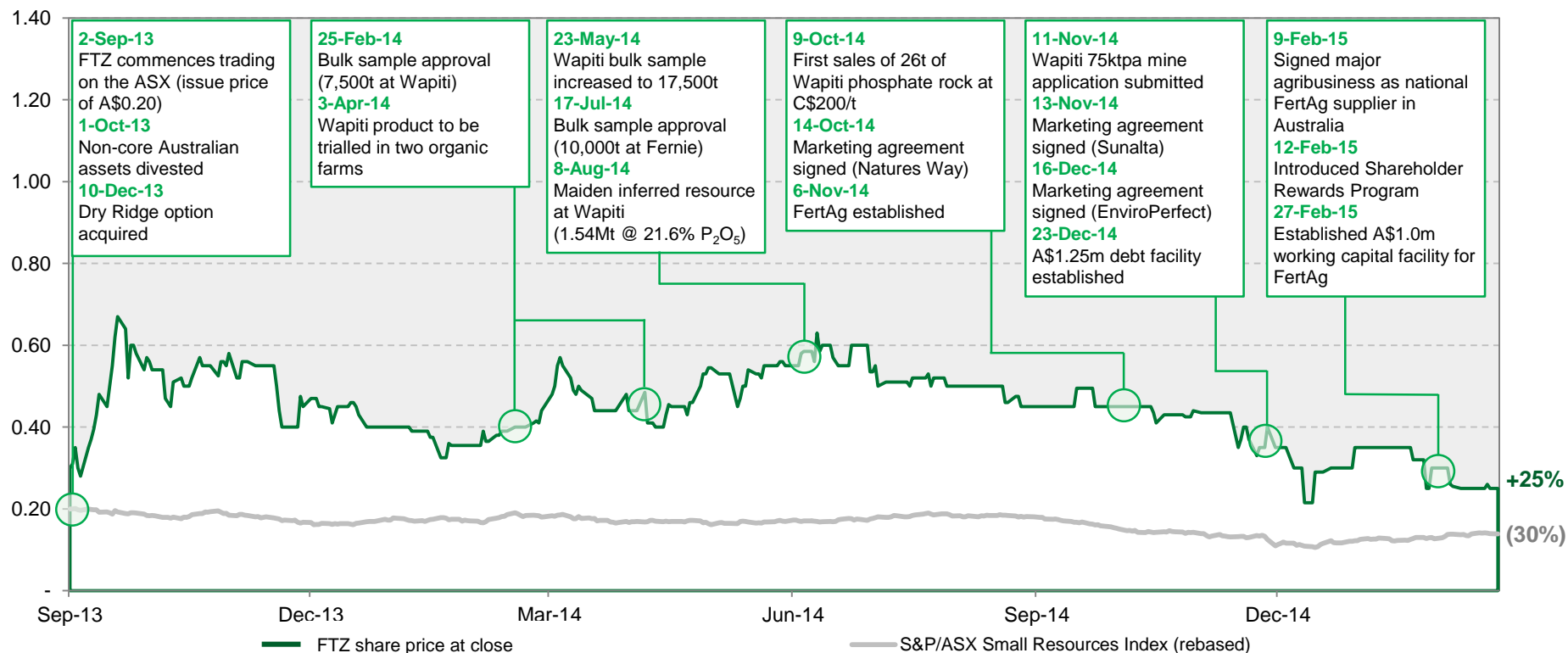
1. Alex Penha is an Alternate Non-Executive Director to Stephen Keith

Outstanding operational delivery

Sustained operational performance since IPO in September 2013

- Operational performance has driven a +25% share price return for IPO investors, compared to a decline in the S&P/ASX Small Resources Index over the same time period of -30%
- The Fertoz share price has been highly correlated with Bellamy's Organics, one of the most successful IPOs in 2014

Fertoz share price performance and operational delivery



Source: IRESS, company filings

Notes:

- S&P/ASX Small Resources Index has been rebased to 2 September 2013

Operational strategy

2015 will see Fertoz build the platform for commercial production in North America and an expanding, profitable marketing business in Australia

2014 (delivered)

Build out operational capability

North America

- ✓ Acquire high grade phosphate rock projects
- ✓ Gain permitting and commence bulk sample
- ✓ Achieve first sales from pilot mine (Wapiti)
- ✓ Establish sales platform with marketing and distribution agreements
- ✓ Submit small mine application to commercialise Wapiti

Australia

- ✓ Establish opportunistic JV to introduce cost effective substitutes for superphosphate (FertAg 0-8-0)

2015

Build platform for 2016+

North America

- Replicate Wapiti pilot mine success at Fernie (Marten)
- Expand sales platform to include conventional agriculture
- Submit small mine application to commercialise Fernie
- Commence discussions with local producers before committing exploration expenditure to Dry Ridge

Australia

- Import and distribution of FertAg 0-8-0 and Granular 0-7-0 through national supplier
- Utilise recently signed credit facility to accelerate sales growth

2016+

Execute commercialisation

Americas

- Progress Fernie and Wapiti to fully operational producing stage
- Aggressively target the booming North American organic farming and conventional agriculture industries
- Monetise Dry Ridge through partnering with major fertiliser producers in adjacent tenements or fund through Fernie/Wapiti cash flow
- Entry into South America

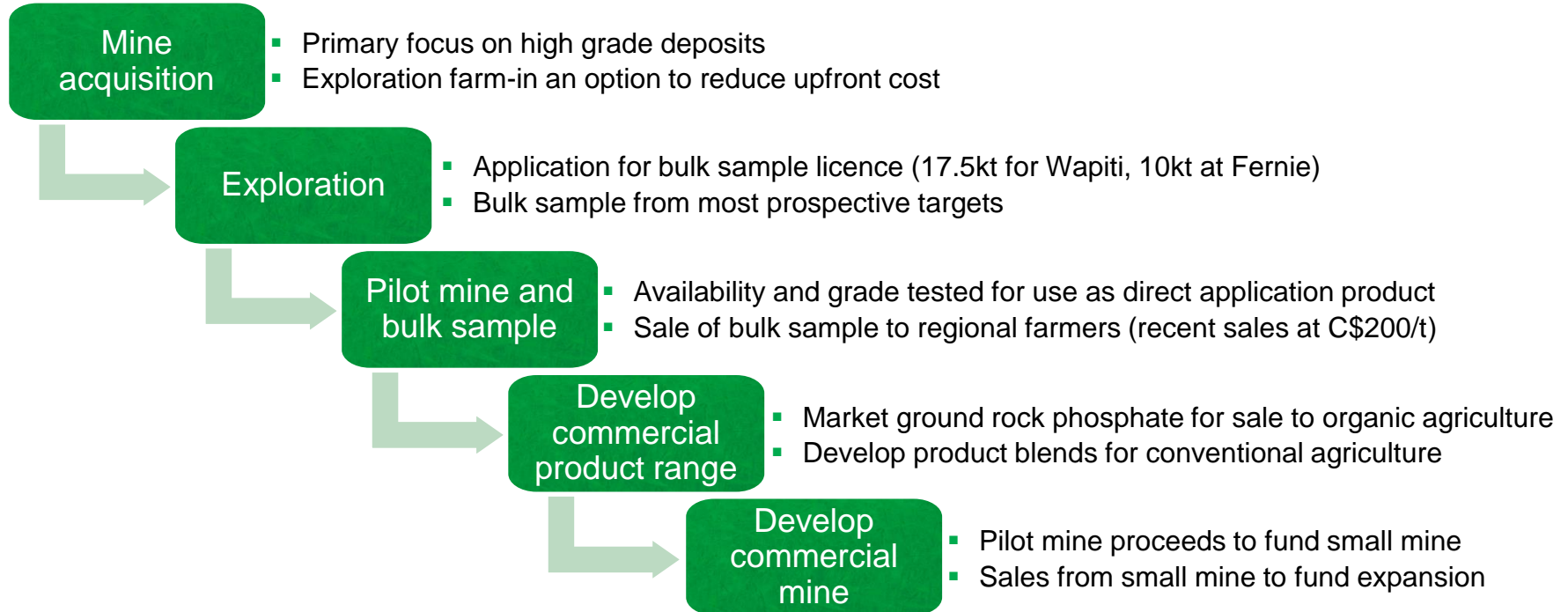
Australia and other

- Expand FertAg in Australia and South East Asia
- Pursue new fertiliser business opportunities

Funding strategy

Fertoz minimises funding risk by selecting high grade, low capex, self-funding assets

Innovative project funding model



Additional funding security in place

- **A\$1.25m debt facility agreement executed in December 2014, provided by Mr Chisholm (Chairman)**
 - Use for ongoing development of processing and marketing of phosphate rock products in Canada
 - Convertible into equity at market prices at the Board's discretion; 30 June 2016 maturity date; interest rate of 6.0% per annum
 - Mr Chisholm also provided A\$154k of funding through conversion of Fertoz options in February
- **A\$1.0m working capital facility established to grow the FertAg business, provided by Moneytech**

Core assets of Fertoz

Fertoz's core assets comprise two distinct businesses, both of which exploit our strong expertise in phosphate

North American upstream

Wapiti

- Pilot sales in 2014 at C\$200/t
- Small mine plan submitted for 75ktpa
- 20+ year mine life based on inferred resource

Fernie

- Fernie bulk samples targeted in 2015
- 10,000t bulk permit sample approved in 2014
- Following same development course as Wapiti

Dry Ridge

- Agreement based on 12Mt of resource @ 24% P_2O_5
- Ongoing development of phosphate mines to supply nearby processing plants (Agrium, Monsanto, Simplot) is the catalyst for Dry Ridge

Australian marketing

FertAg JV

- 50/50 JV established with Vast Resources in 2014
- Exclusive contract to import up to 50ktpa of premium phosphate product
- Two core products:
 - FertAg 0-8-0
 - FertAg Granular 0-7-0
- Purchased 200t of FertAg 0-8-0 product which arrived in February 2015
 - Further 600t ordered on strong initial customer demand
- FertAg 0-8-0 is a premium product
 - Sells at a premium to superphosphate, which currently prices between A\$360-430¹ per tonne
- Strategy to target 10% of the 700kt Australian phosphate market²

Notes:

1. Based on E.E. Muirs superphosphate pricing (ex-Brisbane), December 2014

2. Australian Bureau of Statistics Fertiliser Usage 2011-2012

North American operations

84% of Canadian farmland is in Western Canada, the location of Wapiti and Fernie

Phosphate projects

Wapiti – British Columbia, Canada

- Flagship project, includes Wapiti East and West

Fernie – British Columbia, Canada

- High grade exploration project, includes Crows Nest, Marten and Barnes Lake

Dry Ridge – Idaho, USA

- Greenfields exploration project

Processing

Eggers Soil Solutions

- Processor of Wapiti phosphate rock

Marketing and distribution agreements

Natures Way Farm

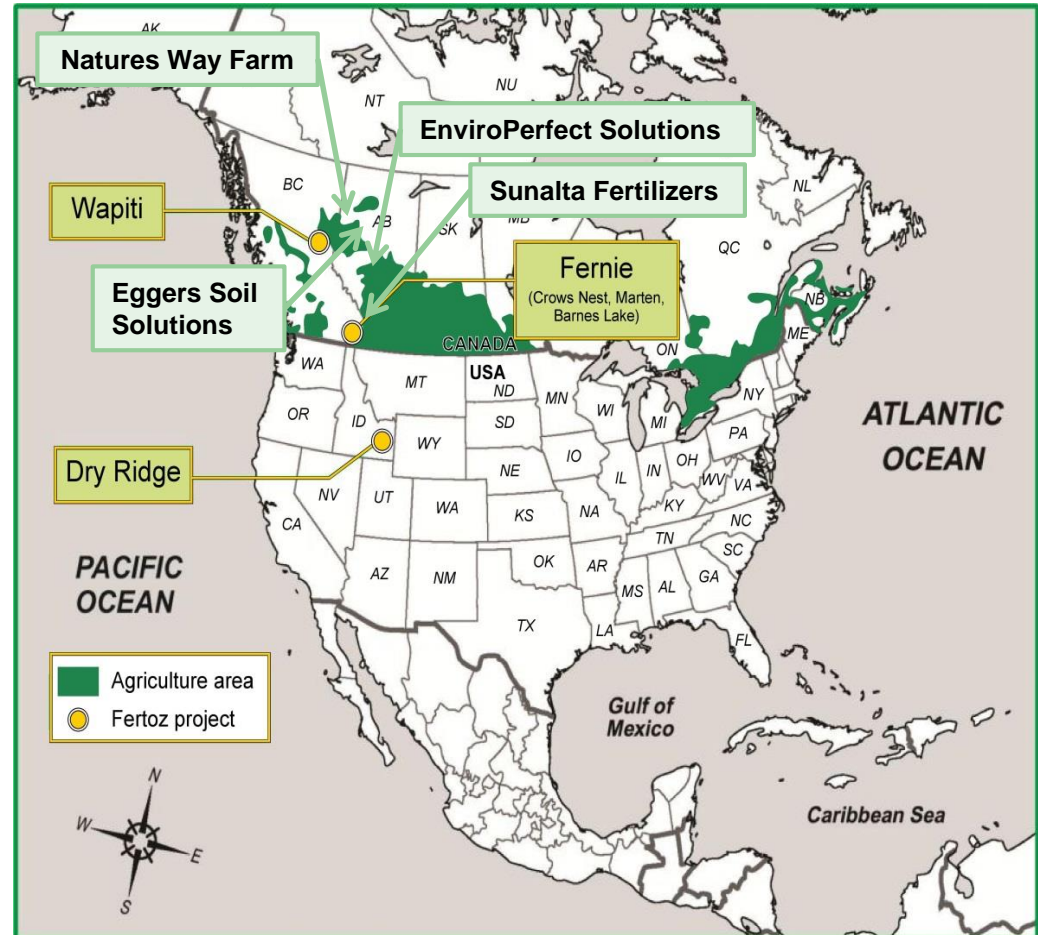
- Organic fertiliser company

Sunalta Fertilizers

- Fertiliser company focused on providing soil solutions to farms with acidic soils

EnviroPerfect Solutions

- Premier soils health company



Source: The Canadian Encyclopaedia – Agriculture and Food T&M Veeman 27/1/14

Processing and distribution

High quality and expanding processing, marketing and distribution partnerships

Processing

Eggers Soil Solutions

- Processor of Wapiti phosphate rock
- Located in Alberta, ideal for processing of Wapiti bulk sample for sale to farmers in western Canada

“Eggers enables Fertoz to become a producer and seller of a direct application phosphate fertiliser without the need for capital investment in a processing plant.”

– Les Szonyi, Managing Director

Truckload of phosphate rock delivered to a farm in Alberta



Marketing and distribution agreements

Natures Way Farm

- Organic fertiliser company selling compost, calcium carbonate and rock phosphate
- Mainly services the Peace River and Grand Prairie agricultural regions of north-western Alberta

Marketing and Distribution Agreement to sell Wapiti rock phosphate in western Canada

Sunalta Fertilizers

- Fertiliser company focused on providing soil solutions to farms with acidic soils
- Focuses on central Alberta region

Marketing and Distribution Agreement to sell rock phosphate from Wapiti and Fernie

EnviroPerfect Solutions

- Premier soils health company
- Based near Edmonton, Alberta

Marketing and Distribution Agreement to sell rock phosphate from Wapiti and Fernie

Wapiti Project

Wapiti is Fertoz's most advanced project and is awaiting small mine approval in 2015

- Flagship phosphate rock project
 - 100% owned
 - 18,070ha located near Tumbler Ridge, in British Columbia, Canada
- Only operating phosphate rock mine in Canada
- Significant resource defined at Wapiti East
 - Inferred resource 1.54Mt @ 21.6% P_2O_5
 - Implies 20+ year mine life assuming an indicative 75ktpa operation
 - Up to 10% phosphate availability suitable for direct fertiliser application
 - Low levels of heavy metal impurities
 - At surface resource along 12.5km strike
- Key milestones achieved to drive project to commercial production
 - Three marketing agents have been appointed to market phosphate rock product
 - Small mine application submitted
 - Easily accessible by sealed roads and has rail within 80km

Key project information

Location	British Columbia, Canada
Ownership	100%
Mineralisation	Sedimentary
JORC resource	1.54Mt inferred
In-situ grade	21.6% P_2O_5
Bulk sample permit	Achieved (17,500t)
Bulk sample sales	Achieved (C\$200/t)
Small mine permit	Anticipated 2H 2015
Small mine development	2H 2015

Bulk sample mining at Wapiti East



Funding model utilised for Wapiti

Wapiti is a key example of the application of the innovative FertoZ funding model

Wapiti milestones

Mine acquisition	<ul style="list-style-type: none">▪ Mar 2012: FertoZ acquired Wapiti East and West
Exploration	<ul style="list-style-type: none">▪ Aug-Oct 2013: Completed 2,098m drill programme in conjunction with trenching, road building and geological mapping at Wapiti East▪ Aug 2014: Maiden inferred resource announced of 1.54Mt @ 21.6% P₂O₅
Pilot mine and bulk sample	<ul style="list-style-type: none">▪ Nov 2013: 2t bulk sample at Wapiti confirmed high grade 24.3% P₂O₅ with low impurities▪ Feb 2014: Approval to bulk sample 7,500t at Wapiti East▪ May 2014: Approval to increase bulk sample to 17,500t at Wapiti East▪ Jun 2014: FertoZ buys out long-term Homegold Resources Wapiti royalty▪ Oct 2014: Wapiti rock marketing agent appointed▪ Oct 2014: 26t of 20% P₂O₅ ground phosphate rock sold at C\$200/t
Develop commercial product range and mine	<ul style="list-style-type: none">▪ Nov 2014: Small mine application submitted for 75,000tpa operation▪ Ongoing 2015: Develop both organic and conventional phosphate fertiliser products▪ Late 2015: Small mine application anticipated to be received

Fernie Project

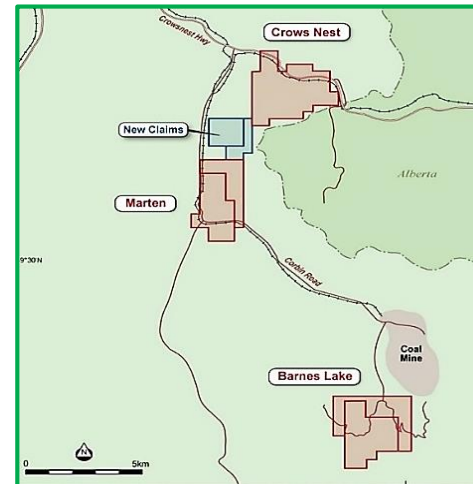
Successful bulk samples from Fernie in 2015 have the potential to accelerate its commercialisation

- Major phosphate rock project and key focus of 2015 FertoZ development work
- 100% owned high grade, exploration stage project
 - 3,904ha located near Sparwood, in British Columbia
 - Includes the Marten, Barnes Lake, Crows Nest projects, all located within 25km of each other
- Historic phosphate-laden province with exploration in 1926 and underground mine in 1929
 - Previous exploration has highlighted phosphate occurrences within 10m of the surface
 - Mining exposed a 0.7m phosphate horizon with an average grade of 25% P_2O_5 equivalent
- British Columbia Ministry of Energy and Mines approved a 10,000t bulk sample mining permit in July 2014
- Focus in 2015 includes completing bulk sample mining and achieve first sales from Fernie
 - Option exists to accelerate Fernie development depending on high grades and availability

Key project information

Location	British Columbia, Canada
Ownership	100%
Mineralisation	Sedimentary
JORC resource	Expected 2015
In-situ grade	25% P_2O_5 (based on historic mining)
Bulk sample permit	Achieved (10,000t)
Bulk sample sales	Anticipated mid-2015
Small mine permit	Anticipated 2H 2016

Tenement location



Dry Ridge

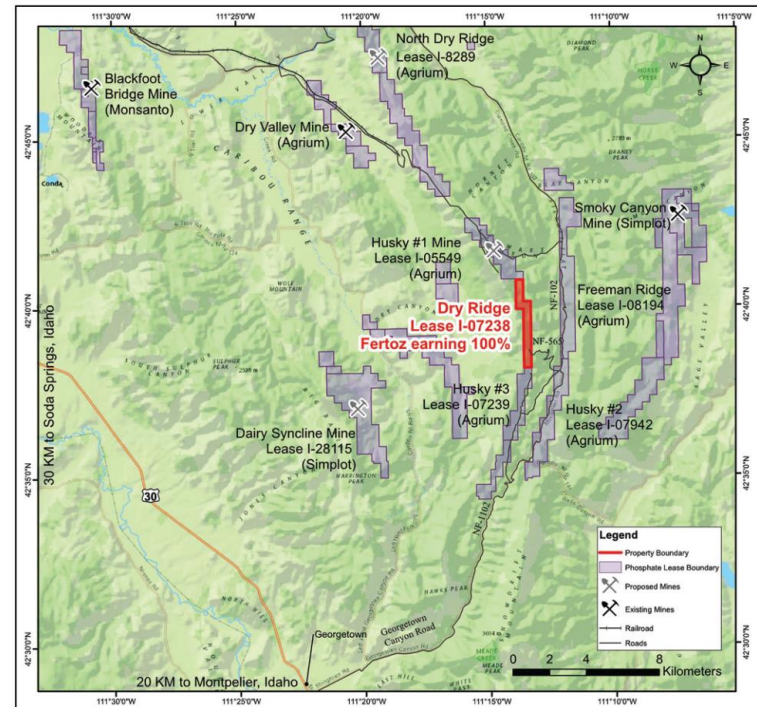
Drill campaigns around Dry Ridge in 2015 will be strong catalysts for development

- Option to acquire 100% ownership from Solvay USA and Sulfate Resources
 - 210ha of tenements, located in Idaho, USA
- Located close to 3 phosphate producers Monsanto, Agrium and Simplot, who all have operating mines within 30 – 140km from their processing plants in the region
 - Potential arrangements with 2 operating processing plants located within 35km, 1 within 140km
- Previous trenching, mapping and analysis identified relatively narrow and high grade phosphate zones grading up to 33% P_2O_5
- Purchase price was agreed with Solvay on basis there is 12mt at a minimum grade of 24% P_2O_5
 - Right to explore until 30 August 2016 and can acquire 80% by paying US\$600,000 to Solvay
 - Additional option to acquire the remaining 20% by 9 December 2016 by paying US\$200,000 to Sulfate
- Dry Ridge drill programme to commence in 2H 2015
 - 48 drill sites and 24 trenches along the full 4.8km lease area have been identified

Key project information

Location	Idaho, USA
Ownership	Option to acquire 100%
Mineralisation	Sedimentary
Exploration permit	Anticipated mid-2015

Tenement location



FertAg JV

FertAg has established a JV to import and distribute speciality fertilisers

- The FertAg JV is between Fertoz (51%) and Vast Resources Pty Ltd (49%)
- Formed to import FertAg 0-8-0, FertAg Granular 0-7-0 and other FertAg N-P-K products to Australia and New Zealand from Asia
 - Purchased 800t of FertAg 0-8-0 product to sell into the QLD, northern NSW and VIC markets
- Team contains product specialists, agronomists and agricultural scientists to provide technical support and development
 - Fertoz brings its deep commercial experience and expertise and funding model to the partnership
- Signed a National Supplier Agreement with a major agribusiness to sell FertAg products throughout Australia
- A\$1m working capital facility established with Moneytech allowing FertAg to become self-funded

FertAg 0-8-0 product



Fused Calcium Magnesium Phosphate (FertAg 0-8-0)



FertAg JV cont.

FertAg 0-8-0 is a superior, cost-effective alternative for superphosphate

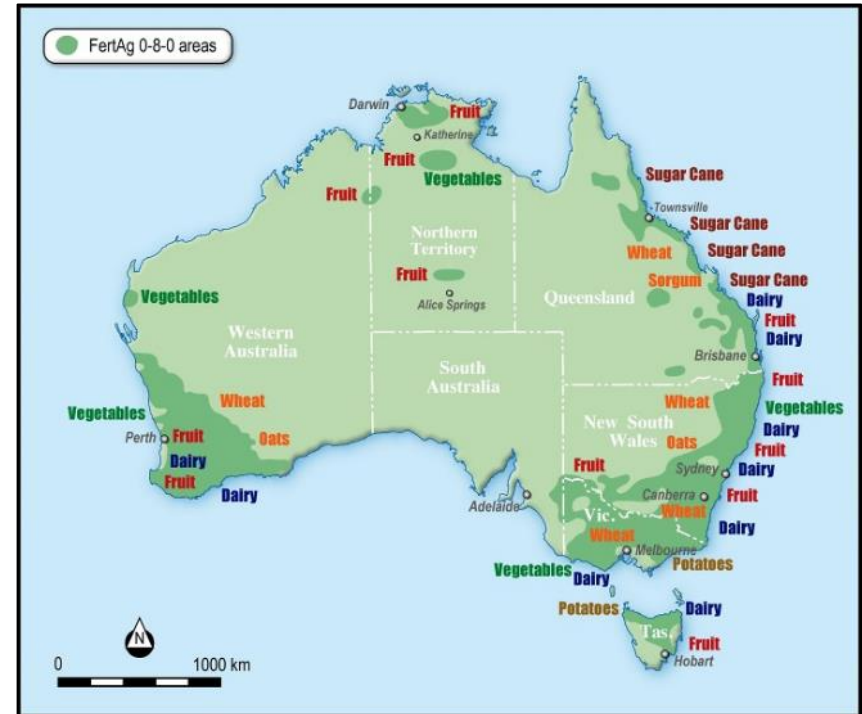
FertAg 0-8-0 product information

Attributes	<ul style="list-style-type: none">▪ Specialty phosphate product▪ Cost effective replacement for superphosphate and lime▪ Environmentally friendly and suitable for organic agriculture
Exclusive rights	<ul style="list-style-type: none">▪ Import of up to 50ktpa
Pricing	<ul style="list-style-type: none">▪ Margin to be determined in consultation with farmers and with reference to the superphosphate price

Benefits compared to superphosphate

- ✓ Not soluble in water – does not leach away in the rain
- ✓ Easy to handle wet or dry – does not form lumps
- ✓ Contains calcium and magnesium to correct soil acidity – no need to lime soil
- ✓ Trace minerals and silica enhance phosphate availability and soil fertility – less product required and greater effectiveness

FertAg conducive agricultural areas



FertAg Granular 0-7-0 is the granular form of FertAg 0-8-0, which has the advantages of being able to be spread through air seeders and by aircraft over large pastures

Initiatives to accelerate FertAg

Fertoz is proactively setting up growth initiatives to ramp up the FertAg business and fast-track cash flows

National Supplier Agreement

- National Supplier Agreement signed
- Major agribusiness engaged to sell products
- Provides access to more than 400 retail agricultural stores
- 800t of FertAg 0-8-0 to be available for sale in February and March 2015

Shareholder Rewards Program

- Fertoz shareholders to be rewarded for ongoing support
- A\$15/t refund on FertAg products for shareholders
- Minimum holding requirement of 5,000 shares

Working capital facility

- A\$1m working capital facility with Moneytech
- Facility insured by global insurance group rated A+ by Standard & Poors
- Allows FertAg to be self-funded without the need for further cash injection from Fertoz

Junior phosphate universe

Fertoz is one of very few phosphate mining companies that has a defined resource, a path to production, secured funding and has achieved some production

Company name	Ticker	Market cap	Geography	Defined resource	Path to production	Secured funding	In production
CI Resources	CII	A\$93.6m	Australia	✓	✓	✓	✓
DuSolo Fertilizers	DSF.TSX-V	C\$32.3m	Brazil	✓	✓	✓	✓
Fertoz	FTZ	A\$11.7m	Canada / USA / Australia	✓	✓	✓	✓
MBAC Fertilizer	MBC.TSX	C\$10.0m	Brazil	✓	✓	✓	✓
Arianne Phosphate	DAN.TSX-V	C\$76.3m	Canada	✓	✓		
Rum Jungle Resources	RUM	A\$21.2m	Australia	✓	✓		
Great Quest	GQ. TSX-V	C\$19.4m	Mali	✓	✓		
Minemakers	MAK	A\$16.3m	Australia	✓	✓		
Celamin Holdings	CNL	A\$8.9m	Tunisia	✓	✓		
GB Minerals	GBL.TSX-V	C\$7.6m	Guinea-Bissau	✓	✓		
Stonegate Agricom	ST.TSX	C\$4.9m	USA / Peru	✓	✓		
Minbos Resources	MNB	A\$3.6m	Angolo / DR Congo	✓	✓		
Phoscan Chemicals	FOS. TSX	C\$43.8m	Canada	✓			
Focus Ventures	FCV.TSX-V	C\$14.2m	Peru	✓			
Aguia Resources	AGR	A\$7.2m	Brazil	✓			
Legend International	LGD. NYSE	US\$5.7m	Australia	✓			

Source: IRESS, company filings

Notes:

1. Reflects market capitalisations as at 26 February 2015 and best estimates by Fertoz of the development stage of each company's marquee project(s)



A compelling investment case

Fertoz is a rapidly expanding fertiliser business with an innovative funding strategy

- **North American portfolio undervalued** at current market prices
- **Booming organic farming markets** and **shortfall of domestic production** provides North American phosphate rock miners with a strong competitive advantage
- **Innovative funding model** has accelerated Fertoz's transition from explorer to self-funded producer
- Fertoz has developed the **only operating phosphate mine in Canada** with Wapiti, and will continue bulk sample sales from Wapiti and Fernie in 2015
- FertAg JV successfully executed and expected to **generate near term cash flows**
- **Outperformed the S&P/ASX Small Resources Index** by 55% since IPO
- A Board and management team that **continues to deliver**

Appendices

- Overview of phosphate market
- Overview of organic fertiliser market



Global outlook for phosphate

The supportive outlook for fertilisers is driven by the decline in arable land and changing dietary requirements of developing countries that require additional fertiliser

Fertilisers are the solution to maximise land usage

- Global fertiliser demand is underpinned by the:
 - Increasing global population (and urbanisation)
 - Shortage of arable land for the necessary crops

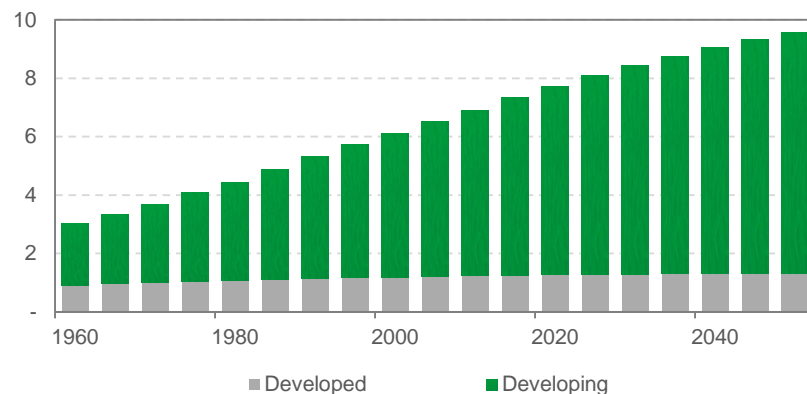
Significance of phosphorus

- Phosphorus is essential for all plant life, it is one of the 3 vital elements for development (N-P-K)
 - Phosphorus triggers the growth of plant roots
 - Also important in photosynthesis and ultimately improves crop quality
- Applications of phosphorus differ to the other two core fertilisers; nitrogen (core nutrient for plant development), potassium (increases efficiency of nitrogen and nutrients)

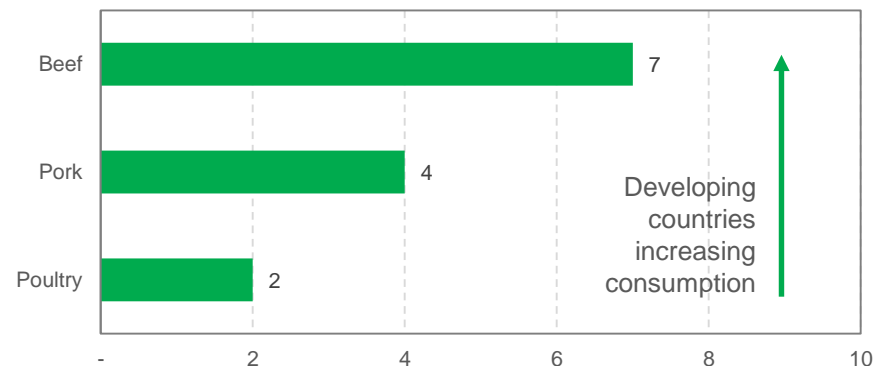
Changing dietary requirements will drive fertiliser demand

- Developing countries will require significant amounts of fertiliser as the dietary requirements will shift
 - Increased consumption of protein will mean that average fertiliser use per tonne of food will increase

Global population (billions)



Feed grain multipliers for meat production



Source: United Nations, WHO 03.20

Current market dynamics

The concentration of production and reserves provides strong supply-side support to phosphate prices

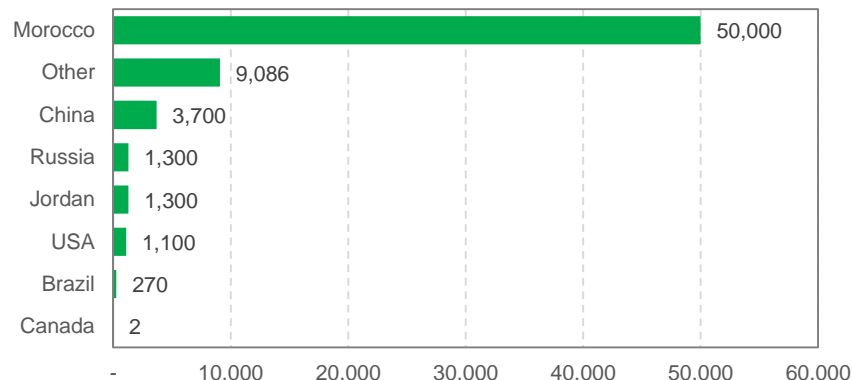
Supportive demand outlook

- ✓ North America and Canada are both significant net importers of phosphate rock
- ✓ North American demand for organic phosphates driven by organic consumption boom
- ✓ Practically mandatory application requirement for farmers (inelastic demand)
- ✓ Surging demand in Brazil as soils are potassium and phosphate deficient

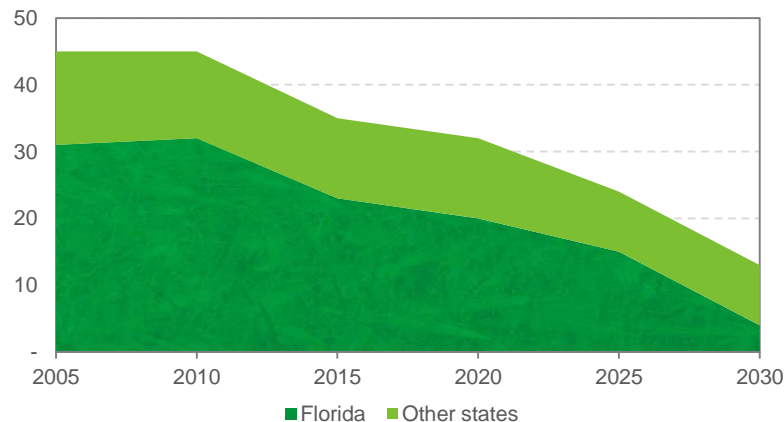
Restrictive, declining supply outlook

- ✓ Expected shortfall of domestically produced phosphate rock in North America
- ✓ Global phosphate rock reserves highly concentrated in Morocco and China
- ✓ Approximately 80% of phosphate rock exports are from Africa and the Middle East
- ✓ Instability of major producers (Morocco and Jordan) are risks to future supply

Phosphate rock reserves (Mt)



Current and projected US mine production capacity (Mt)



Source: USGS, IFA, Mosaic Co, Phoscan

Global organic market

The change in consumer tastes has driven a boom in organic product consumption

Global demand for organic foods is booming

- Total market size has surged to US\$63.8bn (2012) from US\$15.2bn (1999)
- USA is by far the largest organic foods market with a c. US\$29bn market size

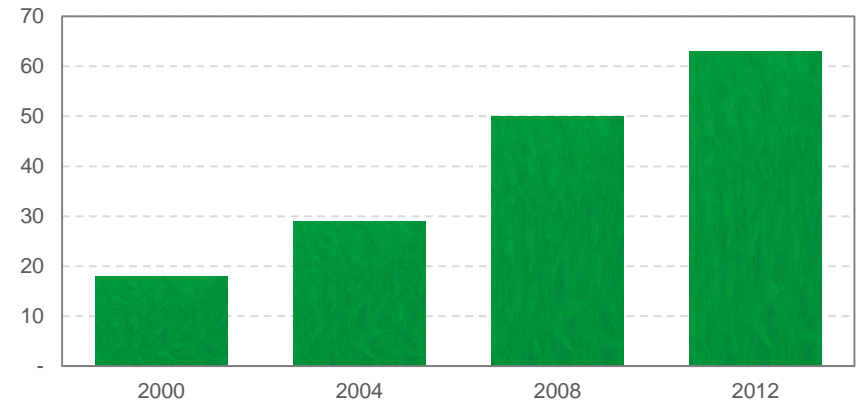
Organic farming has also grown significantly over the same period in response to consumer demands

- Total global organic farmland of 37.5m ha (2012), up from 11m ha (1999)
- 0.9% of total farmland is organic (2012)
- Oceania and Europe have the highest proportion of organic farmland, 2.9% and 2.3% of regional farmland respectively

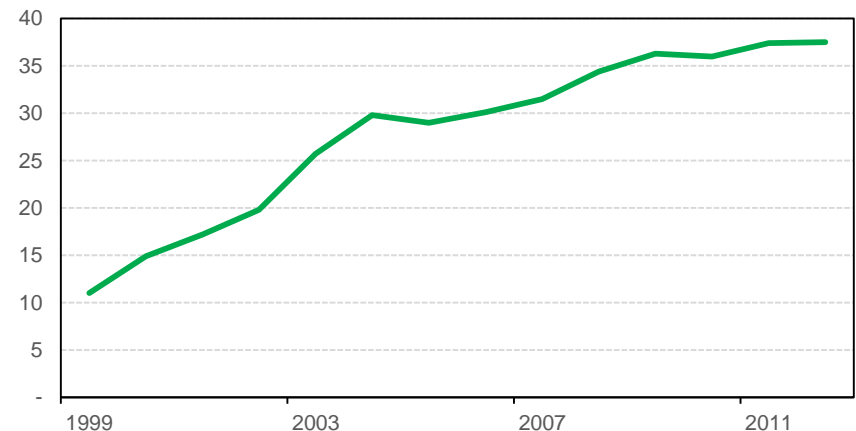
North American organic farming is still in the early stages of its growth

- Only 0.7% (3m ha) of total farmland in North America is considered organic (2012)
- North American organic farmland represents only 8% of the global organic agricultural land, despite the USA being the largest organic foods market, so high upside potential

Global market for organic food and drink (US\$bn)



Growth of organic agricultural land (M Ha)



Source: Organic Monitor, FiBL, IFOAM

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