

ACHACHA FRUIT GROUP, GIRU,
QUEENSLAND, AUSTRALIA

STANDOUT CERTIFIED ORGANIC FARM

"Where sustainability, business and
lifestyle intersect"

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ecoproperty
supporting sustainable living



THE STORY

Passing on the Baton

Opportunity to purchase the Achacha fruit operations and plantation , wholesale distribution channels and the significant upside potential from commercialisation of Achacha drink & by products.

The exclusive rights were granted in 2011 to commercialise the Achacha in Australia to 2036, with 18 years remaining.

Established farm comprising 16,000 Achacha trees , 3,000 African mahogany trees and 60 mature mango trees on 123 hectares located 43km south of Townsville. The property includes two large residences, conference room, laboratory, 780sqm packing shed, plant nursery, pump shed.

Excess water allocation 535ML (only 20% of allocation being utilised with excess available to be sold on water market)

The plantation is certified organic and biodynamic with well established and documented farming practices.

New capital and resources will unlock significant upside potential for future growth.



Established Business

Fruit growing, marketing, selling activities ready to take advantage of exclusive rights position to rise to next level.



Horticultural Asset

Mature plantation primed for full scale production and significant downstream potential.



Award Winning

3rd in Fruit Logistica Berlin's prestigious Innovation of the year Award; Fruit and honey finalists in the ABC's delicious magazine's produce awards ; and finalist in the recent Gault & Millau producer of the year awards.

THE FARM TODAY



Gault & Millau
L'expert gourmand



Sedex Member



KEY FEATURES



The plantation includes 16,000 Achacha trees, the largest Achacha plantation in the world.



On 123 hectares (304 acres) located 43km south of Townsville, strategically well located just 50 minutes from Townsville Airport. Water supply of 535ML (cost neutral as 20% being utilised, excess available to the market), in the Burdekin Irrigation Area.

Two large residences ideal for group or multi family ownership or on-site managers.

Picturesque home site to build your Eco home with plantation and mountain views.

Conference room, laboratory, 780sqm packing shed, plant nursery and a pump shed.



The Achacha fruit has flourished growing in a chemical free environment using regenerative agricultural principles and organic/biodynamic methods for the last six years. The plantation was certified with full organic certification in January 2019 with now well-established and documented farming practices.

The exclusive Plant Breeding Rights rights were granted in 2011 to commercialise the Achacha in Australia to 2036, thus providing exclusive rights to commercialise the fruit for 25 years in Australia.



Diverse range of employment opportunities with farm management, marketing, business development, human resource management, harvesting teams with the full time equivalent of at least 4 jobs and 30 part time and casual.



Work life balance available with harvest season and sales intensity balanced with the business development and marketing throughout the rest of the year, and holidays.

Achacha fruit and products is the main focus with further land available say for vegetables for additional diversity in the marketplace.



Significant health benefits in a world increasingly demanding clean, green and healthy. A fruit that is rich in antioxidants + low sugar and a known hunger suppressant. Achacha is known for its beneficial health properties and is found in weight loss supplements.

The Bruce Highway upgrade underway facilitating rapid (30 minutes), safe vehicular travel to Townsville - a major port with sugar exports, copper and zinc refineries, Australia's largest Army base, Air Force base, cattle centre, tourism, government offices, excellent educational facilities available, at all levels including university: James Cook University (JCU) and Central Queensland university (CQU), first class medical and dental specialists and hospitals



Combine rural life with the joys of the Whitsundays and Airlie Beach; Cairns, Port Douglas, Atherton Tablelands; the Great Barrier Reef, Magnetic Island.

Production Summary

Achacha is the overarching product of the plantation however there is a diverse variety of other products. Others include honey, mango, coconuts, dragonfruit, jackfruit, lemons, lychees, papaya, passionfruit, sousop and star apples. Potted plants, organic free range eggs, fruits drinks and frozen icy poles are available for the farm visitors. Jams, vinegar and other processed products from the fruit and vegetables also available.

The 5-6ha of excess land could be used for almost anything – pumpkins, hay, melons for example.

Nursery, Conference Centre, Plantation tours, Industrial site, Horse agistment



Workforce and Roles

The intense period is January to April with harvest and distribution of product. Three major roles of Plantation Manager, Marketing and Business Development and Foreman. The balance of the work is undertaken by WWOOFers, casual and part-time staff of over 30, and wholesale agents. May-December is for all maintenance, business development, soil health. A farm and business that allows for substantial holidays or off-farm work and income.



Permaculture

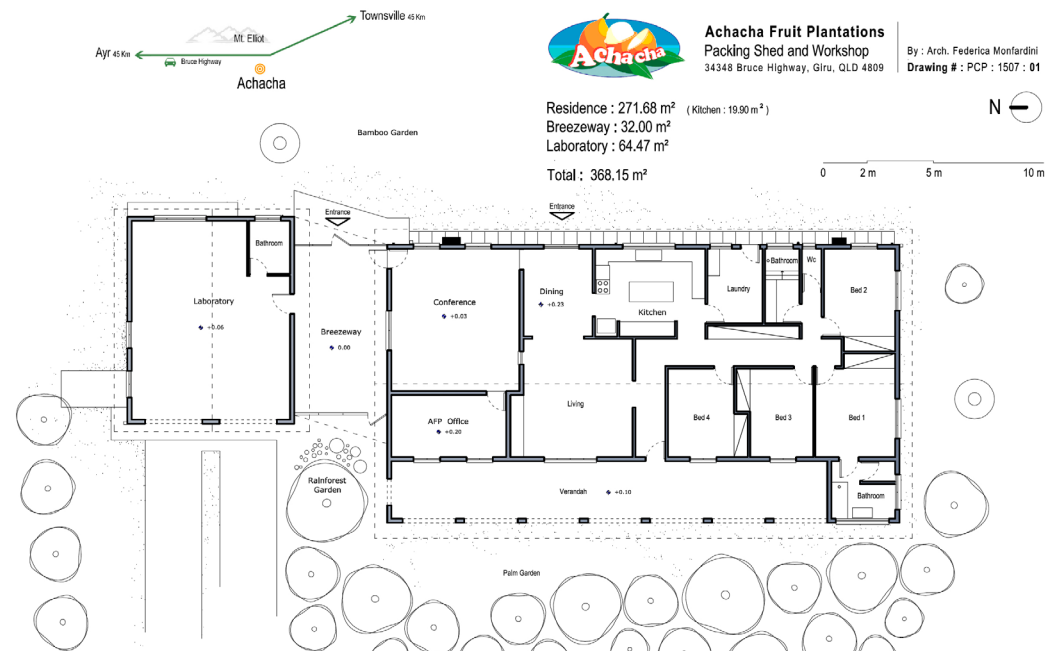


Organic/BioDynamics



Organic Certification

Infrastructure



KEY FEATURES



Land

304 acres | 123ha total area



Climate

Dry tropics of northern Australia, a distinct and predictable climatic seasonality



Zoning

Rural and commercial



Location

Easy access to the major regional city of Townsville.
Strategically well located to Townsville Airport

Combine rural life with the joys of the Whitsundays and Airlie Beach; Cairns, Port Douglas, Atherton Tablelands; the Great Barrier Reef, Magnetic Island



Community

Primary school at Giru, high schools and universities in Townsville

Major shopping and highest quality health and other services in Townville



Business

Largest Achacha plantation in the world

The exclusive Plant Breeding Rights

Conference room, laboratory, packing shed, plant nursery, pump shed.



Award winning products

Certified Organic products and processing



Workforce

Multiple roles with farm management, marketing, business development, human resource management, harvesting teams



Accommodation

Two large residences ideal for group or multi family ownership or on-site managers

Picturesque home site to build your Eco home with plantation and mountain views



Water

Water supply of 535ML in the Burdekin Irrigation Area.



Power

Mains power

55.44kw Solar electricity system (Installed Dec '20)
integrated with mains power

Certification & Membership Logos



Achacha



Freshcare

Annual certification by Freshcare is required for all sales through the principal wholesale markets in Australia. It is the Australian version of GlobalG.A.P.



Certified Organic

Achacha certification number: AQ610176



Organic Industries

Organic Industries, of which Achacha is a Foundation Member, aims to be the master organisation for the organic industry in Australia.



Biodynamic Agriculture Australia Ltd

Achacha is a member of this group and it is the leading Australian organisation that promotes biodynamic farming. Achacha uses its logo as a means to show that biodynamic methods are used in the plantation.



SEDEX

Sedex is one of the world's leading ethical trade service providers, working to improve working conditions in global supply chains. It provides practical tools, services and a community network to help companies improve their responsible and sustainable business practices, and source responsibly.

It lists all Achacha's details and lets possible customers check us out. Membership is an essential requirement for trading in the EU. Achacha joined at the behest of Marks and Spencer.

THE OPPORTUNITY

Achacha Food Group - Overview

The Achacha

- **Origin:** Known in its original habitat of the Amazon Basin, Bolivia as the achachairú (*Garcinia humilis* A-SE), the Achacha is a tropical fruit, ovoid in shape, similar in size to an egg.
- **Weight:** From 30-90gms, with an average of 45-50gms.
- **Appearance:** Bright orange with a firm skin which opens with a simple pierce-pop technique to reveal white edible pulp surrounding a soft seed; large samples may have multiple seeds.
- **Flavour:** It has a unique flavour which taste experts have described as 'sweet, tangy, refreshing, like a sorbet'. It is an excellent palate cleanser.
- **Composition:** It is rich in antioxidants, particularly Vitamin C, and other nutrients such as folate, riboflavin and potassium.
- **How it is used:**
 - Eaten fresh as a fruit
 - The peel is used to make a nutritious drink, used traditionally in Bolivia as a thirst quencher and hunger suppressant
 - Frozen, then peeled, it is like a natural sorbet
 - The flesh is used in cocktail drinks, savoury and fruit salads, sauces (especially with fish), jellies and marmalades.
- **Storage:** Display at room temperature, in a fruit bowl. It has a long shelf life of many weeks if kept at between 10°C and 25°C in a closed container. If open to a current of air the skin may dry out and wrinkle after several days, but the flesh will be fine. If preferred cold, place in refrigerator only for a few hours prior to consuming.



- **Distribution:** Limited to its native location, the area around Santa Cruz, Bolivia, where it is estimated there are about 6,000 mature trees, mostly cultivated in small holdings of 100 – 200 trees; and Palm Creek Plantation, North Queensland, with about 17,500 trees. Reports of one or two trees in private collections have been made, but there are no other known locations where the tree is found.

Palm Creek Plantation

- **Location:** On the Bruce Highway, midway between Townsville and Ayr, North Queensland, Australia. Palm Creek Plantation is part of and at the northern edge of the Burdekin Irrigation Scheme. The plantation is the first and currently the only large scale commercial Achacha operation in the world.
- **Area:** 120 hectares (300 acres), all of which are irrigated.
- **Cultivation:** As the species had not been grown in Australia or elsewhere, even Bolivia, on a large scale before, a significant amount of research and development was invested into finding suitable growing mediums, fertilisers, soils, pruning techniques, water regimes and so on.

Plant Breeder's Rights (PBR)

- **Agreement:** Achacha has an agreement with the Bolivian government agency responsible for tropical agriculture, which required it to take out the PBR for the species for Australia – no other organisation can commercialise the fruit, tree or products from it without the approval of Achacha until 2035.

Intellectual Property (IP)

- **Growing techniques:** As the first and only large scale commercial grower of the tree, Achacha has successfully pioneered the means to grow this fruit in an open plantation.
- **Commercialisation:** After significant research and trial and error, growing methods have been established. Achacha has also had to innovate with respect to marketing, packaging, usage and storage in order to commercialise a product which was essentially unknown to the international fruit industry until recently.
- **Nomination:** The fruit was nominated as a finalist in the Fruit Logistica Innovation Award held in Berlin in 2012, and was honoured to take home third place.



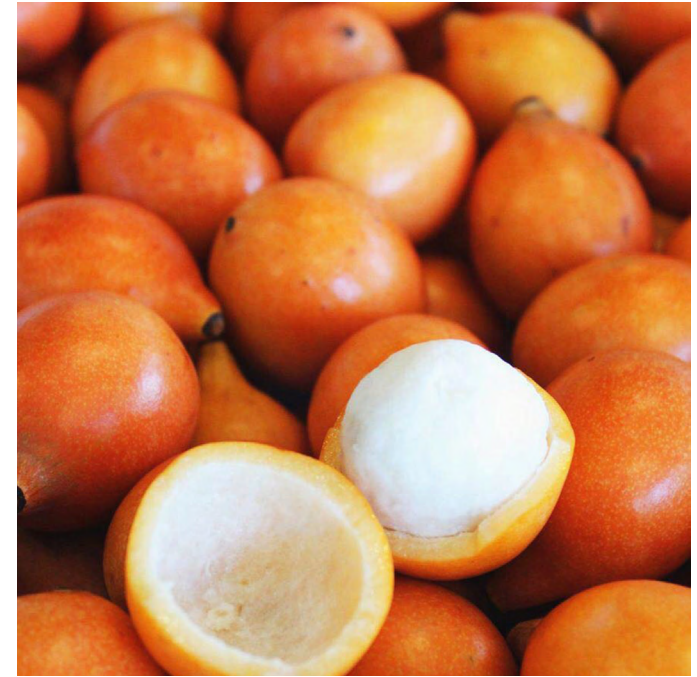
What could be...

- University of NSW (UNSW) determined the nutrient content of fruit from Bolivia in 2005; summarised in a report by Food & Nutrition Australia in 2007. In 2008 UNSW compared the nutrient content of the first Australian fruit with the Bolivian fruit. In 2012 and 2014 the University of Western Sydney carried out studies on processing the fruit and on the skin. In ongoing studies the University of Southern Queensland and the Royal Melbourne Institute of Technology are engaged in studying the fruit's potential in combatting obesity and skin cancer. All studies have produced or are producing very positive results. International studies on closely related fruits have also produced positive results, particularly with respect to anti-inflammatory issues. And anecdotal evidence from both Bolivia and Australia confirms the benefits determined by the academic studies, with an example of exceptional pain-killing capability of fruit blended with biological products. Full research documents available on request.
- Growth potential exists in downstream markets. Whilst downstream products have been successfully produced in small volumes and favourably received by chefs and the consumer market, new investment is required to develop the commercial machinery for separating skin, pulp and seed - unlocking a significant new revenue opportunity.



Capitalise on the Healthy Drink Market Phenomenon... and introduce a New Achacha Drink

- In Bolivia the Achacha drink has been used for centuries as a hunger suppressant.
- The Achacharu tree is part of the Garcinia family which is well known for its beneficial health properties and is found in weight loss supplements.
- Achacha is renowned for being rich in antioxidants and having a low sugar content, about one third that of lychees, which makes them suitable and very popular with diabetics.
- The fruit is also a good source of folate, potassium and vitamin C.
- Preliminary research has been carried out by the University of Western Sydney into the drink. the study (M. Wu and P. O'Doherty) showed not only is the pulp and skin very low in sugars but the skin is also rich in hydrocitrates, betacarotene, arginine and alanine and could aid weight loss by preventing fat building up in cells.

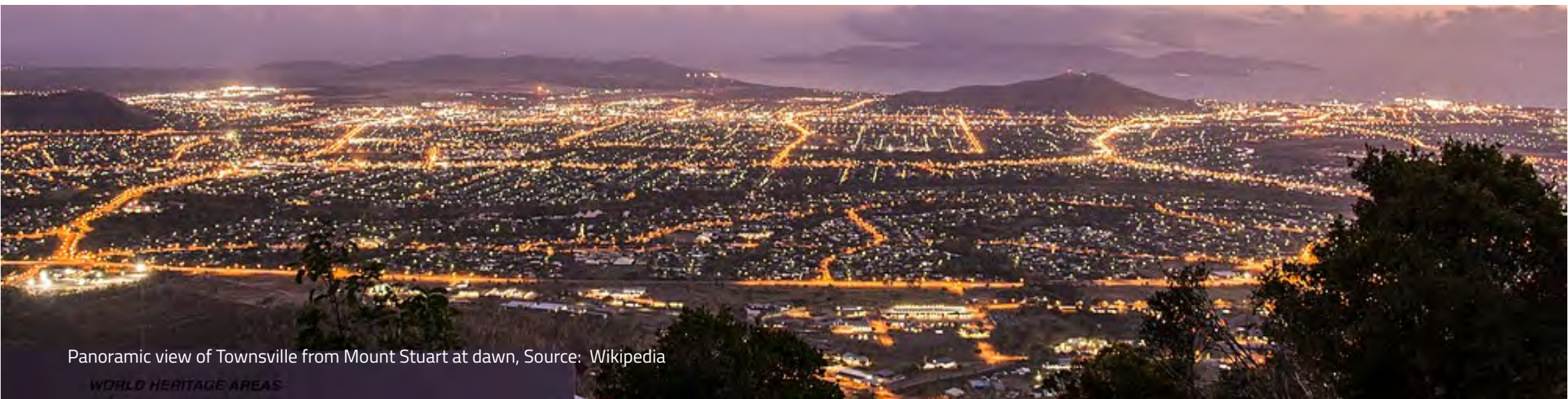


THE BIOREGION

- The Shire of Burdekin is a local government area located in North Queensland, Australia in the Dry Tropics region. The district is located between Townsville and Bowen in the delta of the Burdekin River. It covers an area of 5,044 square kilometres (1,947.5 sq mi), and has existed as a local government entity since 1888.
- Giru was named from the railway station in 1916 and derived from a species of sugarcane successfully experimented with and widely grown in the district.
- Townsville is the main regional centre only 45 minutes drive (shortly to be reduced with upgrading of highway) and there are many benefits for living and working in this part of Queensland.
- Townsville is a city on the north-eastern coast of Queensland, and is Australia's largest urban centre north of the Sunshine Coast, with a population of over 180,000, a substantial city for Australia outside its State capitals. Considered the unofficial capital of North Queensland by locals, Townsville hosts a significant number of governmental, community and major business administrative offices for the northern half of the state. It is in the dry tropics region of Queensland, adjacent to the central section of the Great Barrier Reef. The Port of Townsville is also being expanded to allow much larger cargo ships from Asia and the world's largest passenger ships to visit. It is an increasingly important port due to its proximity to Asia and major trading partners such as China.



Source: Wikipedia



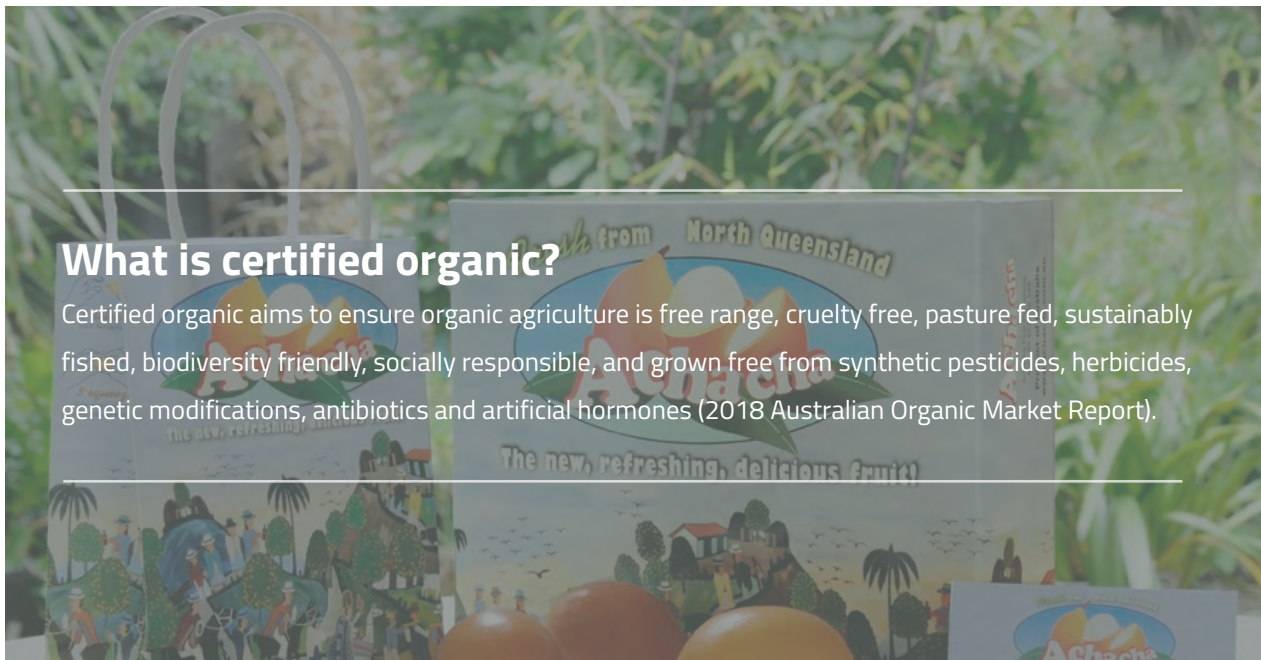
Panoramic view of Townsville from Mount Stuart at dawn, Source: Wikipedia

THE ORGANIC CONSUMER

Organic Agriculture, as defined by IFOAM (International Federation of Organic Agriculture Movements) is a production system that:

- Sustains the health of soils, ecosystems and people
- Relies on ecological processes, biodiversity and cycles adapted to local conditions, rather than the use of inputs with adverse effects

Organic farming practices increase biologically available soil organic matter and beneficial soil microbe and invertebrate activities, improve soil physical properties, reduce disease potential, and increase plant health (J.R. Reeve, *Advances in Agronomy*, 2016).



Worldwide trends (Western Countries)

- There are 178 countries with organic agriculture activities and about 2.7 million organic producers in the world, an increase of 300,000 from the previous year (2018 World of Organic Agriculture Worldbook)
- The global market for all organic products is estimated at US\$89.7 billion, a 10% increase on the previous year, and a five-fold increase since 1999. USA, Germany and France have the largest organic markets by value, together accounting for almost 70% of global sales by value (2018 Australian Organic Market Report).

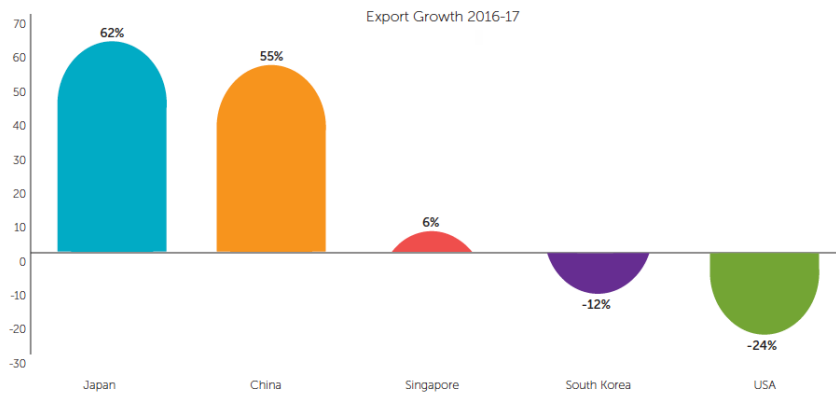
Asian and Trading partner trends

- China has emerged as a key market in the wake of highly publicized food scandals (2018 Australian Organic Market Report).
- According to Ecovia Intelligence, the global organic food and drink market is growing by about eight to ten percent per annum. In particular, growth in the Asian market is occurring at a slightly faster rate, at about 15 percent per annum and the largest market in Asia is in China (Asia Pacific Food Industry, 2019).
- The Chinese organic packaged food and beverage market is estimated to be valued at about US\$ 3 billion in 2017, an increase of about 20% on the previous year. It accounts for about 8% of the global market for organic packaged food and beverages. It is expected to grow slightly slower in 2018 at 16.6%. The historical CAGR (2011-16) was a very strong 30.3%, and projected CAGR (2016-21) is 15.7% (2018 Australian Organic Market Report).
- Beverages constitute a large share of the Japanese organic market.

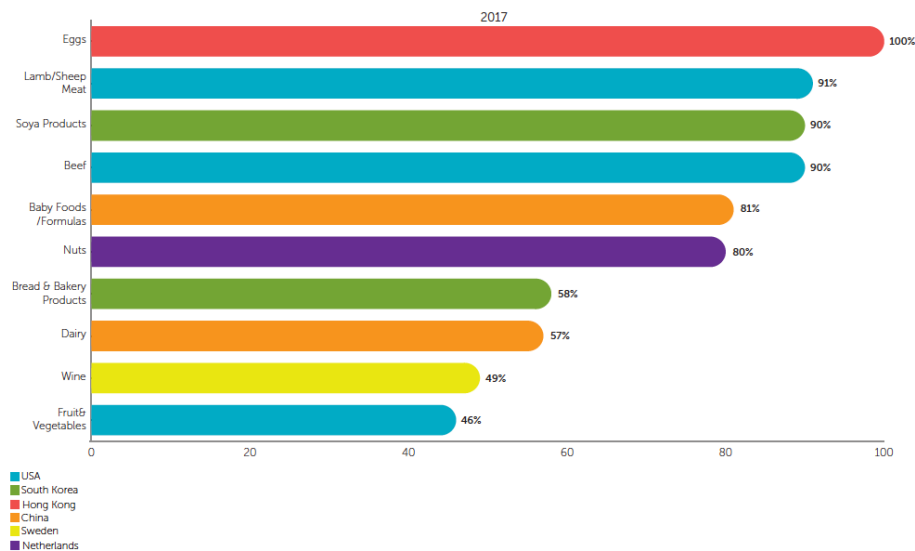


THE ORGANIC INDUSTRY

Worldwide trends (Western Countries)



Source: 2018 Australian Organic Market Report



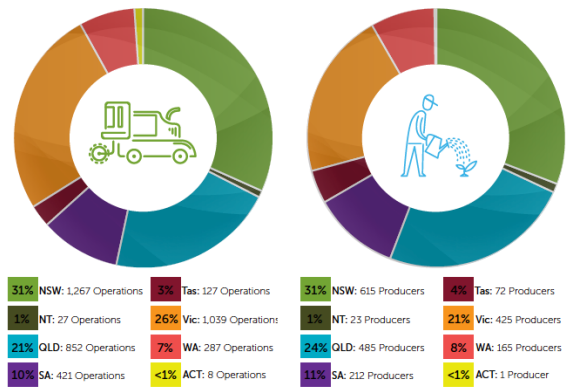
Source: 2018 Australian Organic Market Report

- Whilst the world is dealing with a pandemic currently, there are many undeniable facts and opportunities for Australia. Asian markets are rapidly expanding. What is fast becoming known as the Asian century has some important trends. For Australia even more so as we need to appreciate that by 2030 Indonesia will be the world's 5th largest economy. Many Australians do not yet fully appreciate that there are 274m Indonesians on our doorstep, with a rapidly growing middle class of around 50m already. Two-thirds of the world's middle class will live in Asia, half a billion of the world's middle and high income earners will live in China. All this by 2030.
- Over the last three years, the export scene for organic growth has grown in tonnage, albeit it has been affected by dry conditions in Eastern Australia from 2016 onwards.
- Australian organic products are exported to every region around the world with new markets opening up from Bulgaria to Tonga (2018 Australian Organic Market Report)
- Strong trade of Australian organic products to China, Japan, South Korea and Singapore, and North America.
- Americans have a strong demand for organic beef, lamb, fruit and vegetables (2018 Australian Organic Market Report).
- Domestic organic retail is increasing, however is subdued, which suggested that exported raw produce is a major contributor to overall growth.
- The major constraints to growth felt by post-farm gate operators (i.e. processors and value-added steps) were cost of production, lack of consumer awareness, small product volumes, cost of product handling, and complexity of handling information.

Trends in Australia

Key figures from the 2018 Australian Organic Market Report (2018) (next report available 1 June 2019):

- Australia has 34 million hectares of land under certified organic management. This is more than any other country in the world.
- There were just under 2,000 certified producers in 2017, down 3% on the previous year. This may be reflected by general trend of consolidation of small farmers into bigger units.
- Each state or territory has its particular specialties: Qld is the organic beef capital, SA the organic wine capital, NSW the organic capital overall, Victoria the dairy and processing capital, and WA for fibres and textiles.
- Proportion of producers in selected plant-based industries in 2017 where as follows: Fruit (43%), Vegetables (38%), Livestock Fodder (38%), Grain Crops (29%), Medicinal and Aromatic Plants (13%), Nuts (11%), Grapes for Wine (8%).
- The total value of the organic market in Australia is conservatively estimated at \$2billion. This represents an 88% increase of total estimated in 2012 (or a compound annual growth rate of 13%). Three quarters of this value are accounted for by fruit, vegetables, nuts, eggs and meat.



Source: 2018 Australian Organic Market Report





HEALTH AND WELL BEING TRENDS

- A fruit that is rich in antioxidant content + low sugar.
- The skin has nutritional content and can form the basis of a drink by infusing it with stevia or honey or coconut sugar, adding mint, fresh sliced or grated ginger, lemon slice or mineral water.
- According to recent studies of skin and flesh at the University of Western Sydney (M. Wu and P. O'Doherty) not only is the pulp and skin very low in sugars but the skin is rich in betacarotene hydroxycitrates, arginine and alanine (Trade and Investment Queensland, 2018) and could aid weight loss by preventing fat building up in cells.
- In Bolivia the Achacha drink has been used for centuries as a hunger suppressant
- The Achacharu tree is part of the Garcinia family which is well known for its beneficial health properties and is found in weight loss supplements.
- Achacha is renowned for their low sugar content - about one third that of lychees, which makes them suitable and very popular with diabetics.
- The fruit is also a good source of folate, potassium and vitamin C.

Where sustainability, world wide business opportunity and lifestyle intersect

ACHACHA, GIRU, QLD






A ecoproperty® guide



ecoproperty® guide

Land	
Built	
Community	
Energy	
Water	

MAJOR BENEFITS

-  The market opportunities both at the existing marketplace capacity and in the broader local and export markets
-  Considerable land already certified organic for either diversification or increased production
-  Establish state of the art EcoHome and domestic zone
-  Reputation of landholder and produce and brand in the market
-  Transition support

LAND



- The Achacha fruit has flourished growing in a chemical free environment using regenerative agricultural principles and organic/biodynamic methods for the last six years. The plantation was certified with full organic certification in January 2019 with now well-established and documented farming practices.
- Land (and water) to diversify further from fruit product range say in to vegetables
- Abundant Wildlife and BioDiversity wetlands

BUILT



- Two large residences ideal for group or multi family ownership or on-site managers, or guest accommodation
- Opportunity to further as ecoproperty® with retrofit of existing houses and/or additional world class eco homestead design to complement the rest of the farm and business

COMMUNITY



- Substantial business development with exclusive Plant Breeding Rights to commercialise the Achacha in Australia to 2036
- Sale can include all intellectual property, transition period for the organic certification status and full training and mentorship
- Award winning produce ready for next phase with excellent cost/benefits and increasing market demand
- A product with significant health benefits in a world increasingly demanding clean, green and healthy food.
- Sheds & Processing infrastructure, all plant and equipment
- Farm tours for education and advocacy, nursery and visitor's centre
- Achacha fruit and products is the main focus, a product range with further land for eg vegetables to diversify
- Highly desirable Australian lifestyle of easy access to bush and coast and major Australian tourist attractions
- Perfect family/group enterprise with range of skills and interests and Wholesale & Value-Adding Business
- Range of skills and knowledge in workforce requirements including work/life balance of nature of the business and annual cycles
- Strategically well located with easy access to Northern Queensland 'capital' of Townsville including, e.g. 50 minutes to airport
- Major regional centre with export port, world class universities, medical services and hospitals, schools with all diversity of cultural and economic activity

- To survive, we need to adapt to global change, climate change, pandemic threats. The imaginative, the entrepreneurial, the committed, will continue to pursue opportunities like Achacha in Australian agriculture.
- A 'new' product, of great interest to the Asian culture for its colour, flavour and availability in January/February, often called the Chinese New Year fruit.

ENERGY



- 55.44kw Solar electricity system integrated with mains power
- Mains Power

WATER



- Reliable and plentiful water supply of 535ML, cost neutral, in the Burdekin Irrigation Area.
- Excess water to support expansion and diversification.

Quality in Living

Two of best places to live demonstrated during Covid19 pandemic – Australia and NZ.

Large infrastructure projects underway requiring large numbers of skilled and unskilled workers.

World class financial systems

Highest quality world standard health system

Democracy

Stable institutions

AN ECOLOGICALLY-RICH DECISION

EcoRealEstate was established to protect and promote environmental property; to preserve and enhance our eco capital. EcoRealEstate is licensed to use the ecoproperty® system to identify and assess key values in a property.

An ecoproperty® guide to a property provides an assessment of its key features that contribute to sustainability in each of the 5 EcoProperty Categories. It also recognises all the values in the property based around the health and wellbeing of the property; the people involved in it; its production systems and the benefits to consumers.

A buyer can consider all the values in the property to assist in decision making to be the next owners of the property. The property owner, other organisations and public authorities, provided the information for this assessment and rating, floor plans and property plans.

Financials

Investor Presentation and Opportunity Statement available on application.

Financials, both current and forecasts, are available following discussions with our Special Agent.

Please see contact details below.

Resources and Further Information

- <https://youtu.be/UZiRmOZXWbo>
- <https://youtu.be/Gnou5IHOWA4>
- <https://youtu.be/TCMXbvCgB4w>
- The University of NSW (UNSW) determined the nutrient content of fruit from Bolivia in 2005; summarised in a report by Food & Nutrition Australia in 2007. In 2008 UNSW compared the nutrient content of the first Australian fruit with the Bolivian fruit. In 2012 and 2014 the University of Western Sydney carried out studies on processing the fruit and on the skin. And in ongoing studies the University of Southern Queensland and the Royal Melbourne Institute of Technology are engaged in studying the fruit's potential in combatting obesity and skin cancer. All studies producing very positive results. International studies on closely related fruits have also produced positive results, particularly with respect to anti-inflammatory issues. Anecdotal evidence from both Bolivia and Australia confirm the benefits determined by the academic studies, with an example of exceptional pain-killing capability of fruit blended with biological products. Full research details available on request.
- University of NSW (UNSW) 2005 Dr Jane Paton, Dr Jayashree Arcot, UNSW/Achacha
- Food & Nutrition Australia 2007 Sharon Natoli/Achacha, Analysis and Summary of UNSW results
- University of NSW (UNSW) 2008 Dr Jayashree Arcot, Dr Ka Ooi Gan, UNSW
- Wikipedia 2020
- International Federation of Organic Agriculture Movements (IFOAM)
- J.R. Reeve, Advances in Agronomy, 2016
- Australian Organic, (2018) Australian Organic Market Report 2018, <https://austorganic.com/publications/ao-market-report/>
- Eustacia Huen (2019), 'Top Health Food Trends to Go Mainstream in 2019', Forbes.
- Helga Willer and Julia Lernoud (eds), (2018) 'The World of Organic Agriculture - Statistics and Emerging Trends 2018' (Research Institute of Organic Agriculture (FiBL) and IFOAM - Organics International) <http://www.organic-world.net/yearbook/yearbook-2018.html>
- Mary Ellen Shoup, (2018) 'Mintel's top food trends for 2019: From healthy aging to convenient food hacks', Mintel.

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