



28 January 2021

Announcements
Australian Securities Exchange
20 Bridge Street
SYDNEY NSW 2000

2020 Annual General Meeting – Chairman's Address

A copy of the Chairman's address is attached, which will be presented at the Company's Annual General Meeting tomorrow in Sydney, 29 January 2021.

This announcement has been authorised for release by the board of directors of the Company.

For and on Behalf of The Board of Farmaforce Limited.

Aysha Hollingdale
Company Secretary
Tel: 02 8239 5400

CHAIRMAN'S SCRIPT
Annual General Meeting
FARMAFORCE Limited
Friday 29th January 2021 – 9:00am

(CHAIRMAN'S ADDRESS)

On behalf of the Board of Directors, I am pleased to present the operational and financial review for Farmaforce Limited (the **Company**) for the year ended 30 June 2020.

This year has seen the Company further expand and consolidate its position in the market and the results for this financial year have delighted the Board. Revenue growth over the last 12 months has been exceptional, with an increase of 19% to \$13,983,903 compared to FY19. This represents a cumulative revenue increase of 252% over a three-year period.

At the underlying EBITDA level, our operations improved by \$1,117,217 for the year. This represents an increase of 67% when compared to last year. This was despite significant investment that continued from 2HY FY19 into 1HY FY20 in building additional teams with the objective of increasing the revenue of the Company when these teams are being utilised at full capacity. This allowed the Company to be in a position to enter into more contracts with new and existing customers in 2HY FY20. The impact of this investment started to flow through in 2HY FY20, allowing the Company to achieve a gross margin of 25.6% for 2HY FY20. This exceeded the forecasted gross margin announced to the market for 2HY FY20 of 21.6%. This represents a significant milestone for the Company, particularly during a time of negative sentiment associated with the global COVID-19 pandemic. We expect continued revenue growth as the full impact of this investment is realised in FY21.

In closing, when we look deeper into the numbers, we can see in the underlying results that our business is performing well and growing. I congratulate my fellow Directors and management on achieving these firm results despite the challenges of the COVID-19 pandemic. I would like to reiterate that our leadership team is committed to continuing to build the Farmaforce business and to striving to add value to our clients, shareholders and employees. I also extend a sincere thank you to our shareholders for their patience and support as we continue to execute our strategies to grow the company and move towards profitability.

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