

# EZZ

## FY22 Results Presentation

13 October 2022



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# EZZ

# AGENDA

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1	Executive summary	Mark Qin, Interim CEO, COO and co-founder	01 – 02
2	Company overview	Mark Qin, Interim CEO, COO and co-founder	03 – 07
3	Financial information	Anthony Guarna, CFO	08 – 12
4	Strategy and outlook	Anthony Guarna, CFO	13 – 14

# 1. EXECUTIVE SUMMARY

Mark Qin,  
Interim CEO, COO and co-founder, EZZ Life Science Holdings Limited

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1.1	Financial overview	01
1.2	Operational overview	02

# EZZ



## 1.1 FINANCIAL OVERVIEW

Revenue

**\$15.0M**

Down by 32.6% from FY21

EBITDA

**\$1.8M**

Down by 34.7% from FY21

NPAT

**\$1.3M**

Down by 35.4% from FY21

EPS

**3.1c**

Down by 48.3% from FY21

Gross Margin

**50.0%**

Down from 55.9% in FY21

Cash Conversion Ratio

**1.4**

Up from 0.1 in FY21

Debt to Equity Ratio

**0.0%**

Unchanged from FY21

Final dividend per share

**0.45c**

in October 2022

## 1.2 OPERATIONAL OVERVIEW

Research and Development

**7** new products  
under the EZZ brand

Channel Diversification

**4** new channels  
added to e-commerce strategies

Marketing ROI

**81.1%**  
Up from 53.2% in FY21

Average Sites Traffic Growth

**30.7%**/month  
from Oct 2021 to Sep 2022

Revenue from  
the Best-Selling Product

**17.0%**  
up from 15% in FY21

Revenue from  
the Best Performing Channel

**15.5%**  
down from 43.0% in FY21

Revenue from  
the Largest Customer

**11.5%**  
up from 7.0% in FY21

Market development

**5** new regions  
entered for EZZ brand distribution

## 2. COMPANY OVERVIEW

Mark Qin,  
Interim CEO, COO and co-founder, EZZ Life Science Holdings Limited




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# EZZ



# 2.1 WHO WE ARE




## Vision, Mission and Values

-  **Vision**  
Improve quality of life and human health
-  **Mission**  
Become one of the leading life science companies within Australia and New Zealand
-  **Values**  
Accelerate innovation to market

## Value Creating Strategies

- 1** Strengthen existing operations through performance excellence
- 2** Capture growth opportunities through entrepreneurial initiatives
- 3** Enable new verticals through value-accretive opportunities

## Delivering Return to Shareholders

-  Employ strong management teams to drive long-term earnings growth, and deploy best practice principles in operational execution.
-  Continuously improve working capital efficiency.
-  Ensure a highly disciplined approach in capital expenditure, and invest only in opportunities with a return exceeding the cost of capital.



## 2.2 WHAT WE DO

EZZ

We formulate, produce and market health and wellbeing products under the brand of EZZ, with a focus on products with significant demand from the market by consumers.

Top 3 Products by Revenue in FY22		
		
NMN 150,000 mcg	L-Lysine Growth Capsule	Daily Energy and Wellbeing

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EAORON

We are an exclusive wholesale distributor of EAORON branded skin care products in Australia and New Zealand to pharmacies, supermarkets and specialist retailers.

Top 3 Products by Revenue in FY22		
		
Hyaluronic Acid Collagen Hydrating Face Mask	Hyaluronic Acid Collagen Essence	Instant Brightening Face Mask

## 2.3 OUR HISTORY

Started operations as a wholesale distributor of the EAORON branded skincare products

Commenced development, production and marketing of the EZZ branded health supplements

Became an exclusive distributor of the EAORON branded products in Australia and New Zealand

Listed on the Australian Securities Exchange (ASX) via an over-subscribed initial public offer by issuing 12 million fully paid ordinary shares at 50 cents raising \$6 million

Continue to execute Five-Year Strategic Plan and create sustainable growth ...

2018

2019

2020

2021

2022

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## 2.4 WHY WE ARE DIFFERENT

### Demand Driven Research and Development + Strong Marketing Capabilities

Chemists

600+

Specialist Retailers

130+

Grocery Retailers

200+

Supermarkets

7,500+

E-commerce

750+

#1 among the best selling nutrition and food products in the last 30 days on Douyin



#1 among The best selling children's calcium, iron and zinc products in the last 30 days on Tmall Global



#1 among the highest rated children's calcium, iron and zinc products the last 180 days

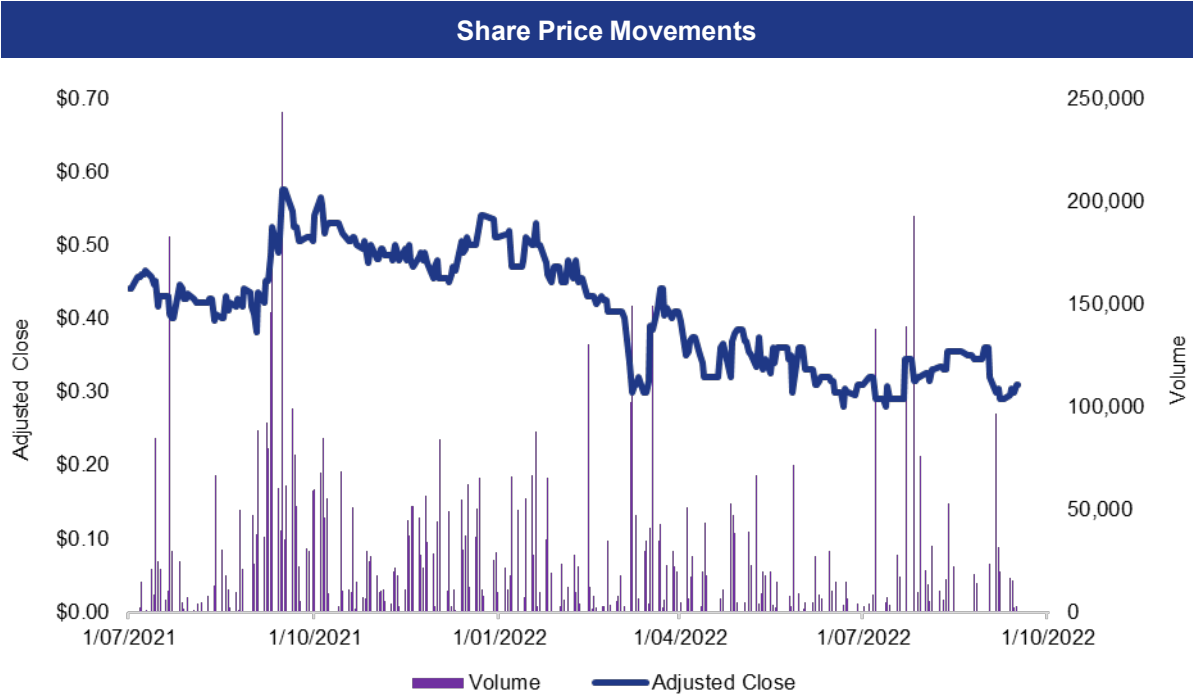


#1 among the most re-ordered children's calcium, iron and zinc products in 365 days



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# 2.5 SHARE INFORMATION



Share Information	
ASX code:	EZZ
Close on 11 October 2022	\$0.305
Shares on Issue:	42.8M
Market cap 11 October 2022:	\$13M
52-week price range:	\$0.27-\$0.55
Top Five Shareholders	

Macquarie Holdings Pty Ltd	39.8%
JNJ Mok Pty Ltd	26.5%
Yong Cao	4.1%
Haitao Zheng	1.1%
Jing Chen	1.1%

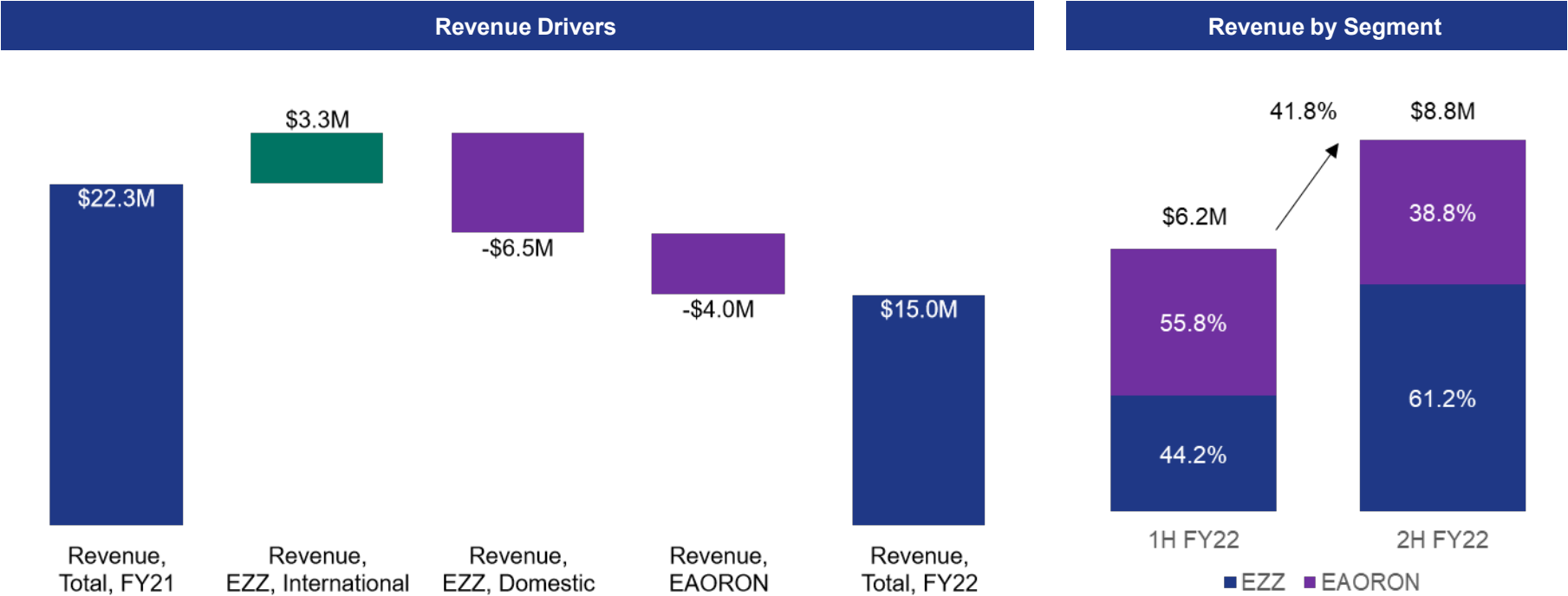
### 3. FINANCIAL OVERVIEW

Anthony Guarna,  
CFO, EZZ Life Science Holdings Limited

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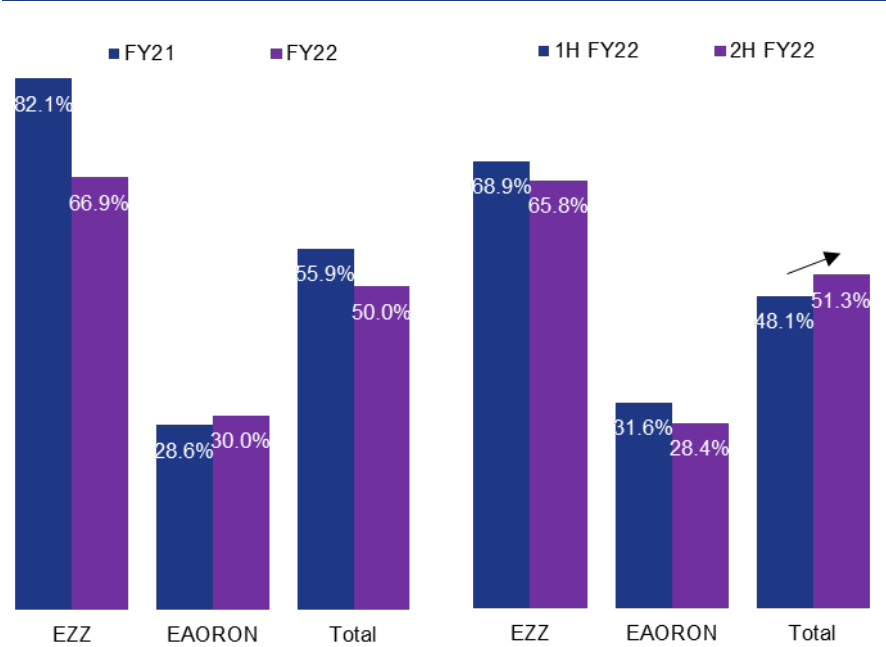


# 3.1 REVENUE

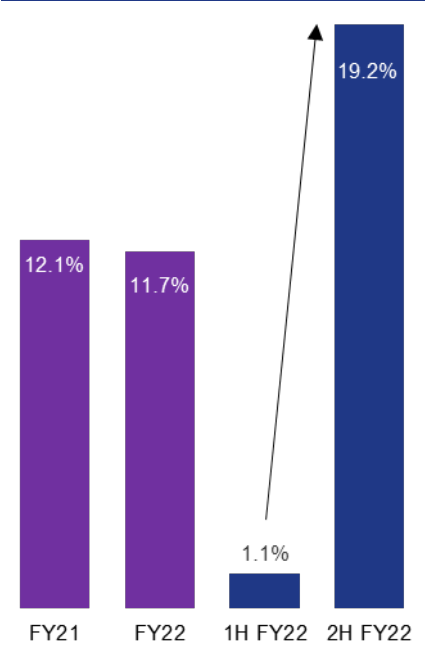


# 3.2 MARGINS

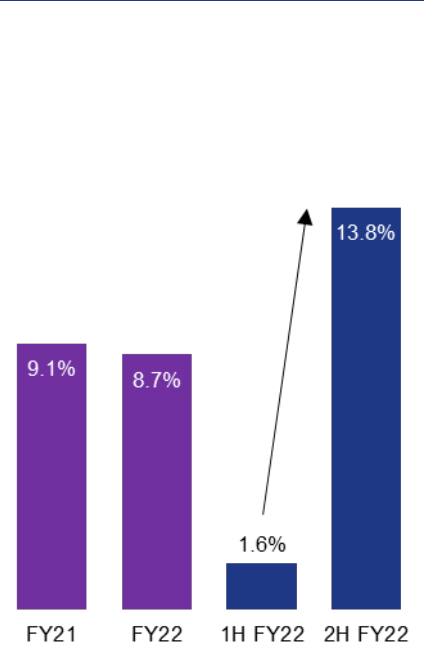
Gross Margin



EBITDA Margin



Net Margin



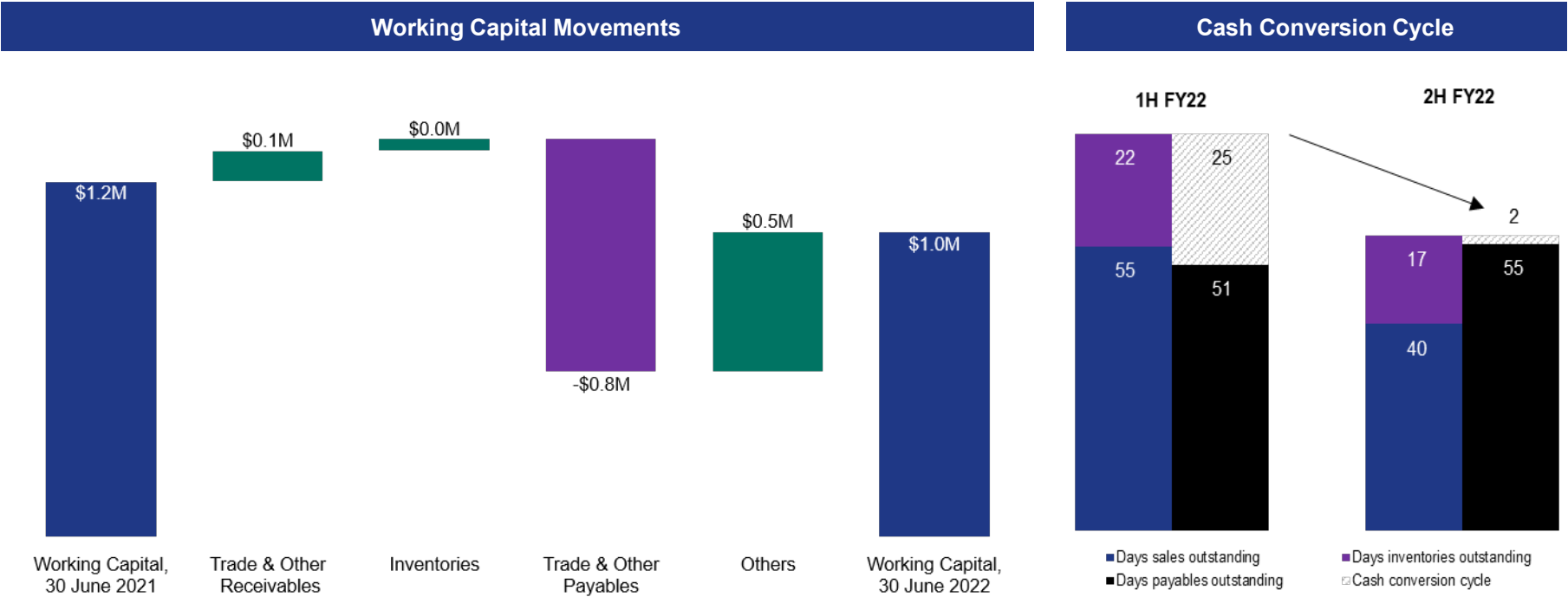
### 3.3 FINANCIAL POSITION



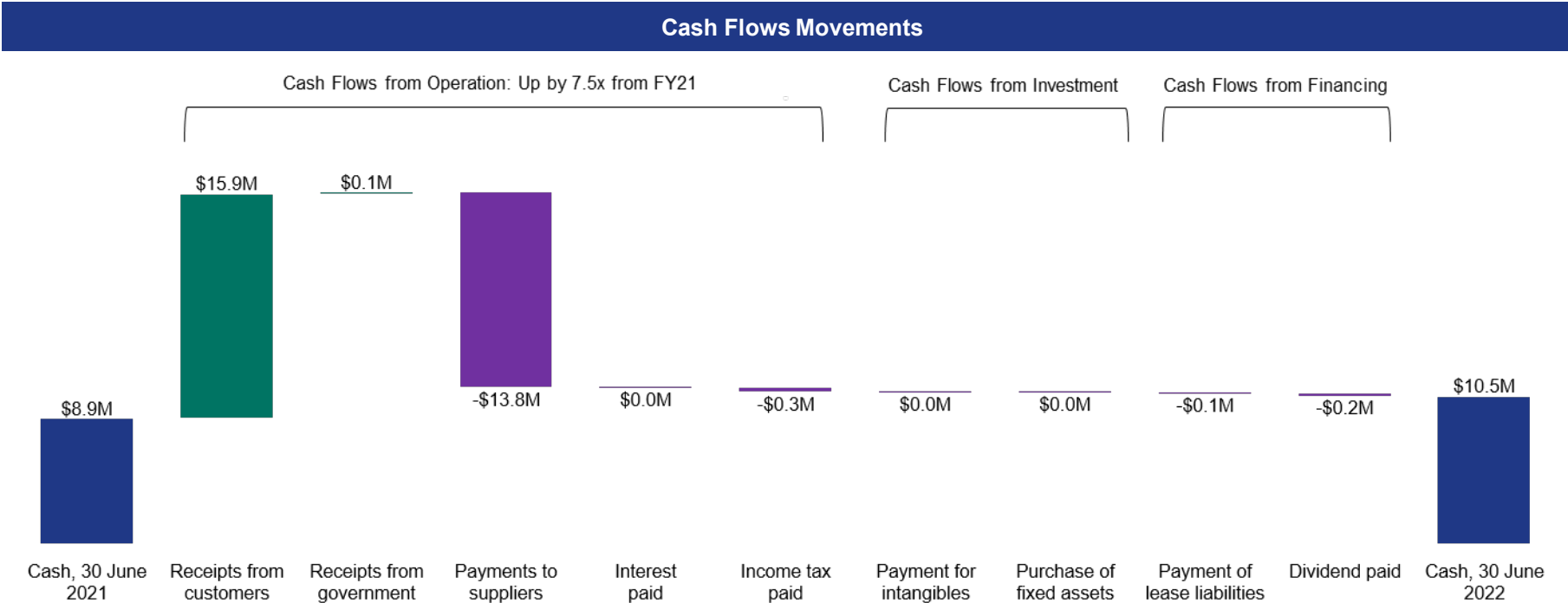
<sup>1</sup> Excluding lease liabilities



### 3.4 WORKING CAPITAL



# 3.5 CASH FLOWS



## 4. STRATEGY AND OUTLOOK

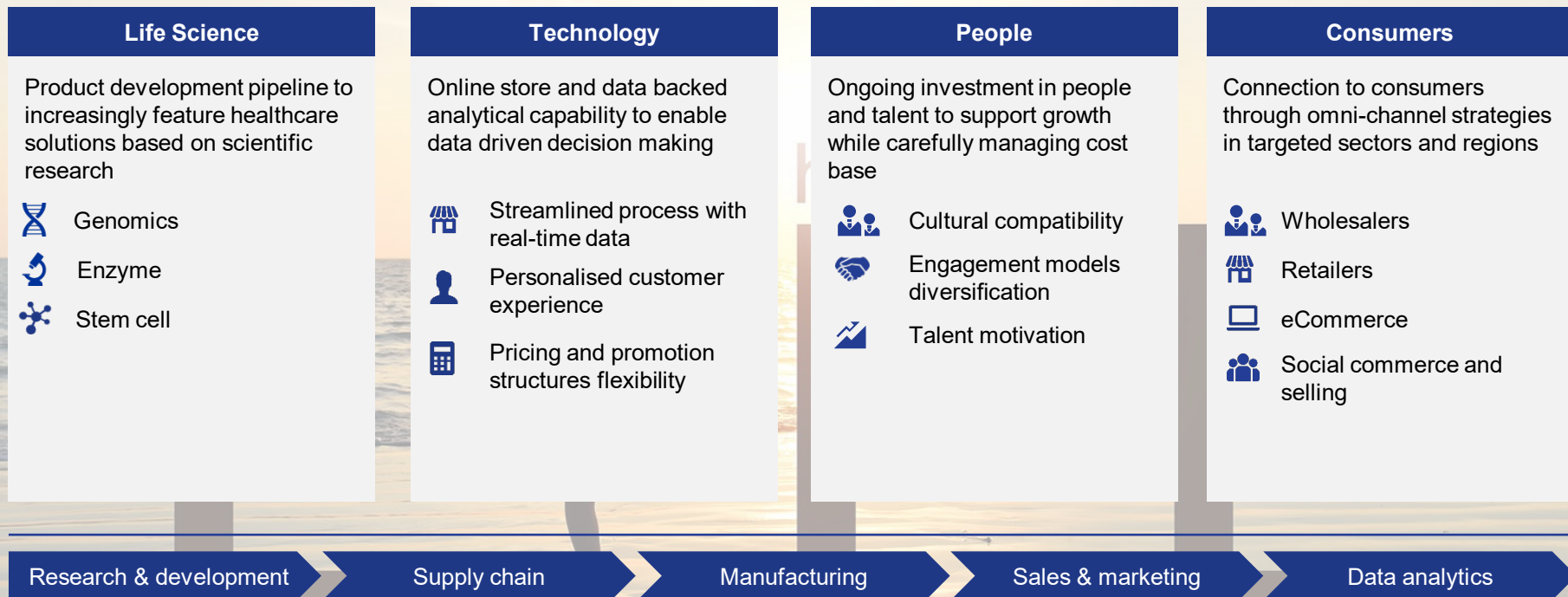
Mark Qin,  
Interim CEO, COO and co-founder, EZZ Life Science Holdings Limited

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## 4.1 STRATEGIC FOCUS



## 4.2 FY23 OUTLOOK

**10<sup>+</sup>**  
New  
products

Invest in research and development to accelerate innovation to the market with a focus on high margin and high demand products.

  
Domestic  
markets

Complement the bricks and mortar distribution points in Australia and New Zealand with digital strategies through EZZ and EAORON branded eCommerce sites to drive organic growth.

  
Digital  
strategy

Invest in digital oriented marketing activities for improved search engine optimisation results, increased traffic, better conversion rate, greater brand awareness.

  
Manufacturing  
facility

Execute the plan to have an in-house manufacturing practice (GMP) compliant manufacturing facility, with enhanced control over end-to-end supply chain, improved operational efficiency and reduced material and production costs.

**10<sup>+</sup>**  
EBITDA  
growth

# Q&A



# EZZ

# EZZ LIFE SCIENCE HOLDINGS LIMITED

## [ASX: EZZ]

# EZZ

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