



**Investor Presentation – FY2018**

**August 2018**

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# FY2018 HIGHLIGHTS



- **25%** growth in Sales Revenue to \$74.7 million
- **69%** growth in Underlying NPAT<sup>1</sup> to \$4.7 million
- **42%** growth in underlying EBITDA<sup>1</sup> to \$10.0 million
- **33%** increase in final dividend → to 2 cps fully franked
- **Acquisition** of South Pack Laboratories (SPL) completed and seamlessly integrated into the Group

<sup>1</sup> Excludes non-recurring transaction costs related predominantly to the acquisition of South Pack Laboratories of \$0.6 million (\$0.4 million after tax)

# FY2018 FINANCIAL PERFORMANCE

Measure	Underlying Result from continuing operations (\$'m) <sup>1</sup>	Growth
Sales	74.7	25%
EBITDA	10.0	42%
EBIT	7.0	63%
Net Profit Before Tax (NPBT)	6.0	83%
Net Profit After Tax (NPAT)	4.7	69%
Earnings Per Share (EPS)	7.5 cps	43%

<sup>1</sup> Excludes non-recurring transaction costs predominantly related to the acquisition of South Pack Laboratories of \$0.6 million (\$0.4 million after tax)

# OUTLOOK

- In the absence of any structural change to Probiotec's business or a significant deterioration in economic conditions, we expect to deliver a **material increase** in both **sales** and **earnings** for the 2019 financial year.
- The key growth drivers for FY19 are:
  - Full year impact of newly contracted work
  - Full year impact of the South Pack acquisition
  - New business opportunities in the contract manufacturing segment at various stages of progress expected to drive additional growth
  - Ongoing growth in the group's branded business, driven by new production introduction and increasing distribution
- As previously advised, the board has appointed Price Waterhouse Coopers (PwC) to evaluate the potential to unlock shareholder value and this process is ongoing. The board will consider appropriate capital management strategies for any surplus capital generated from these activities.

# FULL YEAR ACHIEVEMENTS



# CONTRACT MANUFACTURE

- Acquisition of South Pack Laboratories (“SPL”) in October 2017, full year impact in FY2019
- SPL performing **ahead of expectations** and significant new business opportunities and synergies with the wider Probiotec business
- Like-for-like growth (excluding SPL) of 13%
- Continued high levels of sales enquiries and leads, confident of ongoing growth into FY2019
- Several new contracts came on line during the year, will contribute more in FY2019
- Capacity exists to continue growth



# IMPROMY

- IMPROMY program developed in conjunction with CSIRO achieved strong growth in both sales and distribution levels
- 'Flexi' by Impromy gaining traction in the market following launch late in FY17
- Higher investment in the program during the year, including launch costs for 'Flexi'
- IMPROMY program looking to diversify into further health categories in coming years





# CELEBRITY SLIM

- Strong growth in sales for CELEBRITY SLIM
- Celebrity Slim awarded Canstar Blue award – Most satisfied customers for weight loss shakes
- Delivering growth in Woolworths, Coles and through our online portal

**celebrityslim**  
PROGRAM



**MOST SATISFIED CUSTOMERS**  
**WEIGHT LOSS SHAKES 2017**



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