# **WattleHealth**<sup>®</sup>



ANNUAL REPORT

Building Australia's leading organic dairy product supplier

### ABOUT US

# At Wattle Health our ultimate aim is to make the sustainable goodness of Australian health and wellness products affordable and widely available to families around the globe.

### CONTENTS

Global trends Our business model Corio Bay Dairy Group Blend and Pack Uganic Chairman's Report

### Directors' report

1

2

4

6

7

8

Auditor's independence declaration Statement of profit or loss and other comprehensive income Statement of financial position Statement of changes in equity Statement of cash flows Notes to the financial statements Directors' declaration

26

27

56

57

61

64

- Independent auditor's report
- Shareholder information
- Corporate Directory

10

22

23

24

25

WattleHealth®

# The rise of organic dairy products



\*new GIR (Global Info Research) study

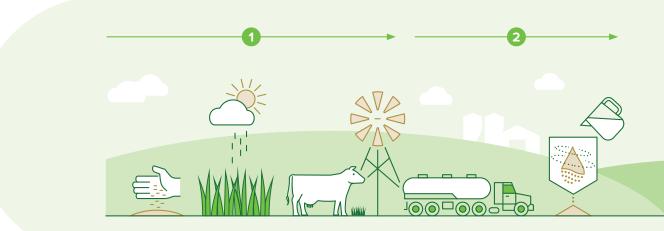
1

### Building a business model to become Australia's leading organic dairy product supplier

Meeting consumers' desire for organic purity means taking total responsibility for the quality of the products Wattle Health offers. To achieve this Wattle Health has created Australia's first vertically integrated, Australian certified organic milk product supply chain. Beginning with raw milk sourced wholly from Organic Dairy Farmers of Australia (ODFA) certified farms, this milk is then transformed with our dedicated spray drying and packaging facilities to feed into a tightly controlled distribution network. Our traceability system tracks our products through this network all the way to the end consumer.

### From cows to cup

Our vertically integrated organic milk supply chain



# 1 Sustainable certified organic source

### Joint Venture

- Supply agreement with ODFA.
- WHA secures Australia's leading source of organically certified milk from grass-fed cows.
- High quality milk from sustainable farm practices.

True Organic

### 2 Transforming certified organic milk into powder

### **Equity Ownership**

- Australia's only dedicated certified organic nutritional milk spray dryer.
- Ensures absolute confidence in organic purity of provenance and freshness of powdered ingredients.



Our aim is to grow this supply chain as fast as possible to meet the rapidly growing demand for nutritionally packed, certified Australian organic milk and milk powder-based products.





### 3 Quality assured manufacturing processes

### **Equity Ownership**

- Blend and Pack is our quality assured and certified production facility.
- Guaranteed safety and authentic origin of packaged ingredients that can be tracked throughout the production process.



### 4 Marketing sustainable consumer products

### **Brand Owner**

- Clarity of promise and consistency across range.
- Sole responsibility for consumer satisfaction and support.
- Consumer has access to scarce, nutritional high-quality products.

### WattleHealth®

3

"We are well advanced in assembling a team of nutritional and formulation specialists, backed by experienced operational staff, to produce the highest quality products"

Tony McKenna Chief Executive Officer, Corio Bay Dairy Group (CBDG)

### State-of-the-Art, Dedicated Spray Dryer Facility will come onstream in 2020



# CORIO BAY

### **Honestly Good Nutrition**

In April 2018 Wattle Health Australia Limited became partners in the Corio Bay Dairy Group (CBDG) venture with two complementary groups, the Organic Dairy Farmers of Australia (ODFA) (fifty percent) and Niche Dairy (five percent), owned by Andrew Grant. Like Wattle Health they bring their own strengths to CBDG as embedded industry participants. ODFA is Australia's largest supplier of certified organic fresh milk and Andrew Grant, one of the founders of Blend and Pack, brings extensive dairy industry engineering and manufacturing experience.

CBDG will become a value-adding component of Wattle Health's vertical integration strategy. The spray dryer will provide options to improve production planning, efficiency and also has the capacity to allow scale-up as market demand increases for our range of organic products.

Though Wattle Health has first rights to CBDG products, it is likely that the Facility will provide a new source of revenue as CBDG has already received numerous enquiries for domestic and international brands looking to secure potential off takes of Australian produced and certified organic nutritional powder and ingredients.

After some planning and logistical delays, construction of the facility is progressing and is now expected to commence production and trials in the second quarter of 2020, moving into full production in time for the spring season.

Initially the CBDG facility has been designed to process up to 60 million litres of milk annually and will have the ability to double processing capacity to 120 million litres with the addition of a new spray drying tower. We plan to construct this once initial production is underway and supplies of certified organic milk can be reliably increased.

The CDBG facility is expected to exclusively produce from certified organic milk once the organic milk supply matches the capacity of the plant. In March the joint venture took a step forward with the appointment of industry veteran Dr Tony McKenna as CEO of CBDG. Tony brings three decades experience of working in the dairy industry in Australia, New Zealand and Asia.

"I am excited to be part of Corio Bay Dairy Group. The construction of our nutritional dairy plant is creating an ideal value-adding conduit between our key shareholders Organic Dairy Farmers of Australia, Niche Dairy and Wattle Health."

"Many dairy leaders and commentators have noted that the industry needs to focus on products, processes and markets that drive better returns for Australian milk. Our new facility achieves this and will allow us to draw on one of the largest pools of organic milk in Australia to manufacture products that are in high demand in target markets throughout Asia."

**Tony McKenna** Chief Executive Officer Corio Bay Dairy Group





### Australia's premier OEM Nutritional Blending and Canning facility

- Wattle Health holds 5% equity in Blend and Pack and aims to grow and strengthen its relationship in the company over the coming year.
- Capacity of 14,000 metric tonnes per annum (15 million cans), Blend and Pack can service the needs of customer's all over the world.
- One of the fastest canning lines in Australia.
- 4 Blenders with the ability to handle 20kg to 650kg bags.
- Fully temperature and humidity controlled clean room.
- Traceability and full IT reporting systems – laser printing and block chain technology to offer customers full traceability to every can by date, time and identification.

# uganic

# True Australian Organic Goodness

We combine the very best Australian certified organic milk with an essential combination of vitamins, minerals and probiotics to support your child in their first stages of life.

From start to finish, from cow to bottle, the Uganic infant formula range has goodness flowing the whole way through. And because it does, so does your baby, toddler or child.

all we want



7

# Chairman's Report



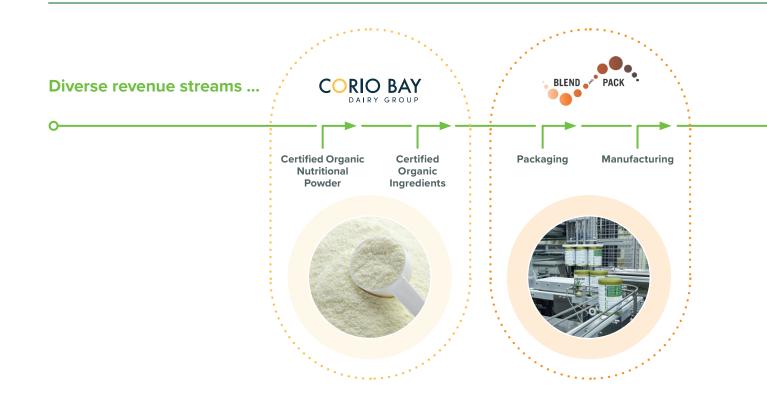
### My Fellow Wattle Health Australia Limited (WHA) Shareholders.

The past 12 months have seen a challenging environment for WHA, both at the micro and macro level. I want to set out to you the strategy and actions the management and board have taken to respond and set WHA for a strong, sustainable and valuable future. I acknowledge and am keenly aware that the headline revenue and profit figures in the last year show a negative trend, and that has been reflected in the share price. Be assured your board and management are taking long term steps to invest in, diversify and improve our operations and market presence. Through this I believe a new, better positioned WHA is emerging and will deliver substantial value for Wattle Health's owners in the long term.

We have a clear goal ... to be a vertically integrated leader in the sourcing, production, packaging and marketing of certified, organic nutritional milk products. At the moment truly organic and truly certifiable organic milk products make up less than one percent of Australian production. There is strong and increasing global demand for organic milk products, and we believe certified organic milk products will attract premium pricing over the long term. Efficiently producing and marketing these certified organic milk products to meet this demand is our overriding focus.

During the year we took substantial steps to develop a fully integrated cow-to-consumer certified organic milk products process.

 We have secured high quality and increasing supplies of certified organic milk through our agreement with the Organic Dairy Farmers of Australia (ODFA), one of Australia's largest producer of certified organic milk. This pool of high



value organic certified milk, already Australia's largest, will increase over the years as more farmers complete the comprehensive threeyear process of converting to exclusively organic production.

- With ODFA and Niche Dairy we formed the Corio Bay Dairy Company (CBDG) to construct Australia's first dedicated organic nutritional spray drier facility. Construction of the Corio Bay facility is now progressing well with a schedule to be ready for production in the second half of 2020. WHA has first right over all certified organic powder from CBDG to be used across its nutritional dairy range, which will be processed at Blend and Pack.
- We continue working closely with Blend & Pack, Australia's largest independent blending and packing facility of dairy based products in Australia.
   Blend & Pack is one of a small

number of Australian CNCA registered production sites for the processing of dried dairy products.

 This quarter (Q3 2019) we are launching a new infant formula brand, Uganic, in the Australian and Asian markets. The milk products sector, particularly infant milk formula, is competitive so we are building what we believe will be a premium brand. Our goal is to make Uganic into the leading organic milk formula brand in Australia and a global leader.

These initiatives and investments combine in a long-term strategic approach to deliver a stronger, more diverse and more profitable WHA. We will have a wholly controlled integrated supply chain ... increasing supplies and a stateof-the-art production facility to produce premium quality certified organic milk products, Australia's leading independent blending and canning facility, and are taking to consumers around the world strong brands and an exciting product range.

I would like to thank our hardworking staff and our associate companies for their dedication and support.

I look forward to continuing to build Wattle Health Australia Limited in the coming years.

**Lazarus Karasavvidis** Executive Chairman Wattle Health Australia Limited



9

# **Directors' report**

The directors present their report, together with the financial statements, on the consolidated entity (referred to hereafter as the 'consolidated entity') consisting of Wattle Health Australia Limited (referred to hereafter as the 'Company' or 'parent entity') and the entities it controlled at the end of, or during, the year ended 30 June 2019.

### Directors

The following persons were directors of Wattle Health Australia Limited during the whole of the financial year and up to the date of this report, unless otherwise stated:

Lazarus Karasavvidis (Executive Chairman and Chief Executive Officer) Eric Jiang (Non-Executive Director) Peter Biantes (Non-Executive Director) Georgia Sotiropoulos (Executive Director) (appointed 12 July 2018) Zheng (Kobe) Li (Non-Executive Director) (appointed 16 January 2019)

### **Principal activities**

During the financial year the principal continuing activities of the consolidated entity consisted of:

- Constructing Australia's first dedicated organic nutritional spray dryer.
- Finalising of the proposed acquisition of CNCA accredited manufacturing facility, Blend and Pack.
- Becoming Australia' premier organic nutritional supplier.

### Dividends

There were no dividends paid, recommended or declared during the current or previous financial year.

### **Review of operations**

The loss for the consolidated entity after providing for income tax and non-controlling interest amounted to \$9,911,000 (30 June 2018: \$19,833,000).

### Financial performance and position

### Financial Performance

Sales revenue for the period was \$795,000 (30 June 2018: \$1,441,000), with the decrease being as a result of the discontinuation of the conventional nutritional dairy product range, to be replaced by the Company's organic product offering, which will be due in market in the first quarter of financial year 2020. Administrative, marketing and employment-related expenses increased, mainly in connection with the preparation and construction of the consolidated entity's organic spray drying plant, which commenced construction during the year.

### Financial Position

The net assets of the entity decreased by \$10,101,000 to \$51,438,000 as at 30 June 2019 (2018: increase of \$54,559,000), mainly reflecting the consolidated entity's operating loss for the year. The entity's current assets less current liabilities decreased by \$26,324,000 to \$29,029,000 (2018: increase of \$48,409,000). This decrease was due mainly to the expenditure of funds raised during the previous financial year on construction of the consolidated entity's organic dairy spray plant, cash payments for non-current assets, and operating costs.

### **Building Australia's Best Organic Milk Products Range**

The year has seen substantial progress in our goal to completely integrate and own the production and marketing process to produce Wattle Health's range of high quality certified organic nutritional dairy range.

### Sourcing the best Organic Milk

Certified organic milk from Australian farms remains a scarce resource. We are extremely well positioned to secure high quality supplies from the farm with our exclusive supply agreement with Australia's largest producer of certifiable organic milk, the Organic Dairy Farmers of Australia (ODFA).

ODFA farms across Victoria, NSW and Tasmania are certified organic. Each farm complies with a strict set of organic standards, in addition to ODFA's sustainability guidelines. These standards do not allow use of synthetic or artificially produced pesticides, herbicides, fertilisers or genetically modified transgenic organisms (GMOs). Cows enjoy roaming and feeding on pasture that is completely GMO free.

Our agreement with ODFA is set to provide increasing supplies of organic milk in the coming years as more farmers complete the comprehensive three-year process to become certified fully organic milk producers.

### A State of the Art, Dedicated Spray Dryer Facility will come onstream in 2020

Significant progress is being made in constructing a dedicated-to-organic spray drying facility at Corio Bay near Geelong. After some planning and logistics delays, construction of the facility is progressing and is now expected to commence production and trials in the second quarter of 2020, moving into full production in time for the spring season.

Our partners in the Corio Bay Dairy Group (CBDG) are ODFA (50%) and Niche Dairy (5%) owned by Andrew Grant, one of the founders of Blend and Pack. Our partners bring significant strengths to CBDG. ODFA is one of the Australia's largest supplier of certified organic fresh milk. Andrew Grant brings engineering and manufacturing experience in the dairy industry to support CBDG.

Wattle Health has first right over all certified organic powder from CBDG to be used across its nutritional dairy range.

Initially the CBDG facility will be processing up to 60 million litres of milk annually with capabilities to increase processing for 120 million litres per annum.

# Majority Ownership of Independent Manufacturing Facility Blend and Pack – Synergistic, Scalable and will Diversify Revenues

We are moving to complete the acquisition of a majority stake in Victorian based manufacturing and packing facility Blend and Pack. This is Australia's largest independent plant (by volume) with very high standards of production and traceability. Importantly, the Blend and Pack facility has an excellent record of renewing its Certification and Accreditation of the Peoples Republic of China (CNCA) for the manufacture of infant formula, allowing products from Blend and Pack to be marketed and sold in the world's largest nutritional dairy market, the People's Republic of China.

With a long history of profitability, Blend and Pack manufacture for leading nutritional products and brands which are sold both domestically and internationally. We intend to maintain the existing structure, management and operations of Blend and Pack.

During the year Wattle Health signed a debt facility term sheet to fund the acquisition of Blend and Pack from Gramercy Funds Management LLC (Gramercy) for US\$85 million (subject to final due diligence). The proposed acquisition of Blend and Pack and the conditions of the proposed debt facility were approved by shareholders at an EGM on 31 July 2019.

### **Management changes**

Kobe Li was appointed Company Secretary replacing George Karafotias who remains Chief Financial Officer. Kobe joined the Board as non-executive director in January 2019.

Tony McKenna was appointed CEO of Corio Bay Dairy Group in March 2019.

### Significant changes in the state of affairs

On 12 July 2018, the Company appointed Georgia Sotiropoulos as an executive director to the board of the Company.

On 16 January 2019, the Company appointed Kobe Li as a non-executive director to the board of the Company. With this appointment the majority of the Board comprises independent directors, strengthening the corporate governance of the company.

# Directors' report continued

On 11 February 2019 and 9 May 2019 the Company made announcements regarding its agreement to acquire a controlling interest in leading nutritional manufacturer Blend and Pack Pty Ltd (Blend and Pack). The agreement provided for the Company's acquisition of 75% of the issued shares in Blend and Pack, taking the Company's total ownership in Blend and Pack to 80%. The acquisition was subject to various conditions, including approval by the Company's shareholders. Shareholder approval for this acquisition was obtained on 31 July 2019 (refer "Matters subsequent to the end of the financial year" below). As the date of this report, the Company is negotiating for the acquisition of a further 13.5% of the issued shares which, if completed, would take the Company's ownership of Blend and Pack to 93.5%.

This transaction would complete the Company's most important vertical integration strategy which is essential for the long term success of the business. This transaction is planned to be financed via a proposed debt facility.

On 7 March 2019 international dairy leader, Dr. Tony McKenna, was appointed to the position of Chief Executive Officer (CEO) of Corio Bay Dairy Group (CBDG). CBDG has been established by the Company, Organic Dairy Farms Australia Ltd and Niche Dairy Pty Ltd. The Company controls the subsidiary CBDG.

On 9 May 2019 the Company announced it has signed a US\$75 million debt facility term sheet with Gramercy Funds Management LLC (together with its managed vehicles and funds, Gramercy), a dedicated emerging markets investment manager based in Greenwich, Connecticut in the USA. The facility is planned to be used to finance the proposed acquisition by the Company of 75% of the issued capital in Blend and Pack Pty Ltd.

The finalisation of this debt facility (Gramercy facility) would be subject to due diligence by Gramercy and completion of final documentation.

The Company also announced that, following the completion of the proposed Gramercy facility, an existing \$20 million loan facility, established during the 2018 financial year and provided by Prospere Advisor Limited (Prospere facility), would be terminated. As at the date of this report the Prospere facility remains in place, pending the finalisation of the Gramercy facility.

After the end of the financial year, the amount of the proposed Gramercy facility was increased to \$85 million (refer "Matters subsequent to the end of the financial year" below).

There were no other significant changes in the state of affairs of the consolidated entity during the financial year.

### Matters subsequent to the end of the financial year

On 2 July 2019, the Company announced that it had signed a revised debt facility term sheet to increase proposed net cash funding up to US\$85 million with Gramercy Funds Management LLC (Gramercy), and that it was negotiating to increase its shareholding interest in Blend and Pack Pty Ltd to 93.5%.

On 17 July 2019, the Company announced that it had initiated legal action in India against India-based Vasudevan and Sons Exim Private Limited (VSEP) following VSEP's failure to provide a bank guarantee in connection with an agreement for it to purchase baby food products from the Company. The legal action was initiated by the Company to protect its commercial interest and with a view to recover losses.

On 31 July 2019, the Company's shareholders approved the Company's acquisition of 75% of the shares of Blend and Pack Pty Ltd, subject to the completion of contractual conditions.

No other matter or circumstance has arisen since 30 June 2019 that has significantly affected, or may significantly affect the consolidated entity's operations, the results of those operations, or the consolidated entity's state of affairs in future financial years.

### Likely developments and expected results of operations

The Company will continue to pursue opportunities for sales of its newly manufactured organic nutritional dairy products in domestic and overseas markets, particularly China.

A member company of the consolidated entity, Corio Bay Dairy Group Pty Ltd (CBDG), purchased land to construct Australia's first dedicated organic nutritional milk spray dryer. CBDG will complete the construction in the second half of financial year 2020, with commissioning and first product available ahead of Spring 2020. The Company will have the first right to all products produced by CBDG for use in the Company nutritional dairy range. Further CBDG will provide organic ingredients and products to the other customers both domestically and internationally as demand for organic products continues to grow.

The Company will pursue to finalise the proposed acquisition of the Australia's largest (by volume) and CNCA accredited manufacturing facility. Blend and Pack (B&P). The finalisation of this transaction will diversify the revenue stream of the Company and result in the Company being one of the first vertically integrated organic nutritional dairy companies in Australia.

### Environmental regulation

The consolidated entity is not subject to any significant environmental regulation under Australian Commonwealth or State law.

Information on directors	
Name:	Lazarus Karasavvidis
Title:	Co-founder, Executive Chairman and Chief Executive Officer
Experience and expertise:	Lazarus Karasavvidis has over 15 years business experience in Australia and Asia. Lazarus co-founded the business Skillup Australia which was a successful Australian training and recruitment organisation for a ten plus year tenure in a high level management position. This business was involved in Lean Manufacturing & Six Sigma workplace improvement training programs across a number of industries including Food, Health, Logistics, Business Services and Manufacturing. Lazarus has also co- founded a consulting services business in Laos, which has two divisions concentrating on unexploded ordnance and Biomass. Since 2011, Lazarus has co-founded Wattle Health focusing on regulatory compliance within Australia and China, developing the Company's product range and increasing brand awareness.
Other current directorships:	Nil Nil
Former directorships (last 3 years): Special responsibilities:	None
Interests in shares:	34,014,734 fully paid ordinary shares held jointly with Mr Martin Glenister through jointly controlled related entities.
	4,000,000 shares held pursuant to the Company's employee loan share plan.
Name:	Eric Jiang
Title:	Non-Executive Director
Qualifications:	Bachelor of Commerce (Honours) & Bachelor of Arts
Experience and expertise:	With over 15 years' experience, Eric Jiang is an adviser to companies involved in trade between Australia and China. Eric brings a distinctive understanding of the cultural, economic and strategic context in which Australian businesses engage with China.
Other current directorships:	None
Former directorships (last 3 years):	Connexion Media Limited (ASX:CXZ) (resigned 5 May 2017), Perpetual Resources Limited (ASX:PEC) (resigned 7 June 2018), Wingara AG Limited (ASX:WNR) (resigned 8 June 2018)
Special responsibilities:	Chair of Remuneration and Nomination Committee, member of Audit and Risk Committee
Interests in shares:	1,882,371 fully paid ordinary shares.
	1,000,000 shares held pursuant to the Company's employee loan share plan.

# Directors' report continued

Name:	Peter Biantes
Title:	Non-Executive Director
Qualifications:	Bachelor of Business; CPA
Experience and expertise:	Peter Biantes has over 40 years' experience. He was also a former owner, director,
	finance director and company secretary of Lemnos Foods Pty Ltd. Lemnos Foods Pty
	Ltd started as a small business and developed into a major dairy goods supplier.
Other current directorships:	Nil
Former directorships (last 3 years):	Nil
Special responsibilities:	Chair of Audit and Risk Committee, member of Remuneration and Nomination
-p	Committee
Interests in shares:	50,000 fully paid ordinary shares.
	1,000,000 shares held pursuant to the Company's employee loan share plan.
	1,000,000 shales held pursuant to the company's employee loan shale plan.
Name:	Georgia Sotiropoulos (appointed 12 July 2018)
Title:	Executive Director
Experience and expertise:	Ms Sotiropoulos has over 10 years of extensive senior retail executive leadership
	experience to WHA. Most recently, Ms Sotiropoulos held the role of Group General
	Manager with the Speciality Fashion Group and prior to this worked with the
	Woolworths group (ASX:WOW) for over 20 years in various senior roles including
	General Manager Hardgoods for the Big W chain.
Other current directorships:	None
Former directorships (last 3 years):	None
Interests in shares:	79,827 fully paid ordinary shares.
Name:	Zheng (Kobe) Li
Title:	Non-Executive Director
Qualifications:	AGIA
Experience and expertise:	Prior to his appointment as director, Mr Li spent the previous 8 years with the Australian
Experience and expentise.	
	Securities Exchange (ASX) Listing Compliance team, as a Senior Advisor overseeing
	a portfolio of listed entities ensuring compliance with the ASX listing rules. During his
	tenure at the ASX he worked on many Initial Public Offerings (IPO's) and numerous
	complex corporate transactions. Kobe is a member of the Governance Institute of
	Australia.
Other current directorships:	None
Former directorships (last 3 years):	None
Special responsibilities:	Member of Audit and Risk Committee, Member of Remuneration and Nomination
	Committee
Interests in shares:	Nil

'Other current directorships' quoted above are current directorships for listed entities only and excludes directorships of all other types of entities, unless otherwise stated.

'Former directorships (last 3 years)' quoted above are directorships held in the last 3 years for listed entities only and excludes directorships of all other types of entities, unless otherwise stated.

### **Company secretary**

Kobe Li (appointed as Company secretary 11 April 2019)

Mr Li's qualifications and experience are set out above.

George Karafotias resigned as Company secretary on 11 April 2019.

### **Meetings of directors**

The number of meetings of the Company's Board of Directors ('the Board') and of each Board committee held during the year ended 30 June 2019, and the number of meetings attended by each director were:

	Full Bo	bard	Audit and Risk	Committee	Remunerat	
	Attended	Held	Attended	Held	Attended	Held
Lazarus Karasavvidis	7	7	1	1	-	-
Peter Biantes	7	7	1	1	-	-
Eric Jiang	5	7	1	1	-	-
Georgia Sotiropoulos*	6	6	-	-	-	-
Kobe Li**	2	2	-	-	-	-

Held: represents the number of meetings held during the time the director held office or was a member of the relevant committee.

- \* Appointed director 12 July 2018
- \*\* Appointed director 16 January 2019

### **Remuneration report (audited)**

The remuneration report details the key management personnel remuneration arrangements for the consolidated entity, in accordance with the requirements of the Corporations Act 2001 and its Regulations.

Key management personnel are those persons having authority and responsibility for planning, directing and controlling the activities of the entity, directly or indirectly, including all directors.

The remuneration report is set out under the following main headings:

- Principles used to determine the nature and amount of remuneration
- Details of remuneration
- Service agreements
- Share-based compensation
- Additional information
- Additional disclosures relating to key management personnel

### Principles used to determine the nature and amount of remuneration

The objective of the consolidated entity's executive reward framework is to ensure reward for performance is competitive and appropriate for the results delivered. The framework aligns executive reward with the achievement of strategic objectives and the creation of value for shareholders, and it is considered to conform to the market best practice for the delivery of reward. The Board of Directors ('the Board') ensures that executive reward satisfies the following key criteria for good reward governance practices:

- competitiveness and reasonableness
- acceptability to shareholders
- performance linkage / alignment of executive compensation
- transparency

The Board is responsible for determining and reviewing remuneration arrangements for its directors and executives. The performance of the consolidated entity depends on the quality of its directors and executives. The remuneration philosophy is to attract, motivate and retain high performance and high quality personnel.

The reward framework is designed to align executive reward to shareholders' interests. The Board have considered that it should seek to enhance shareholders' interests by:

- having economic profit as a core component of plan design
- focusing on sustained growth in shareholder wealth, consisting of dividends and growth in share price, and delivering
  constant or increasing return on assets as well as focusing the executive on key non-financial drivers of value
- attracting and retaining high calibre executives

# Directors' report continued

Additionally, the reward framework should seek to enhance executives' interests by:

- rewarding capability and experience
- reflecting competitive reward for contribution to growth in shareholder wealth
- providing a clear structure for earning rewards

In accordance with best practice corporate governance, the structure of non-executive director and executive director remuneration is separate.

### Non-executive directors' remuneration

Fees and payments to non-executive directors reflect the demands and responsibilities of their role. Non-executive directors' fees and payments are reviewed annually by the Board. The Board may, from time to time, receive advice from independent remuneration consultants to ensure non-executive directors' fees and payments are appropriate and in line with the market.

Non-Executive Directors may be issued with equity instruments as LTIs (long term incentives) in a manner that aligns this element of remuneration with the creation of shareholder wealth, as Directors are able to influence the generation of shareholder wealth. During the year the Non-Executive Directors were issued Loan Funded Shares (LFS) under the Company's Loan Share Plan, pursuant to which the LFS are financed by a limited recourse loan, secured over the LFS, made by the Company to the Shareholder. This acts as an incentive to the Non-Executive Directors, as, if the Company's share price fails exceed the loan repayment amount by the end of the loan term, the Non-Executive Directors would be unlikely to repay the loan and the LFS would be cancelled. Therefore, the Non-Executive Directors are motivated to maximise the share price during the loan term, thereby aligning their interests and objectives with those of other shareholders. Details of Loan Funded Shares issued to Non-Executive Directors during the previous year are contained in Note 32 Share based payments.

### Executive remuneration

The consolidated entity aims to reward executives based on their position and responsibility, with a level and mix of remuneration which has both fixed and variable components.

The executive remuneration and reward framework has the following components:

- base pay and non-monetary benefits
- share-based payments

The combination of these comprises the executive's total remuneration.

Fixed remuneration, consisting of base salary, superannuation and non-monetary benefits, are reviewed annually by the Board based on individual and business unit performance, the overall performance of the consolidated entity and comparable market remunerations.

Executives may receive their fixed remuneration in the form of cash or other fringe benefits (for example motor vehicle benefits) where it does not create any additional costs to the consolidated entity and provides additional value to the executive.

The long-term incentives ('LTI') include long service leave and share-based payments. During the previous year executives, and other employees, were issued Loan Funded Shares (LFS) under the Company's Loan Share Plan, pursuant to which the LFS are financed by a limited recourse loan, secured over the LFS, made by the Company to the Shareholder. This acts as an incentive to the recipients of LFS, as, if the Company's share price fails exceed the loan repayment amount by the end of the loan term, the recipients of LFS would be unlikely to repay the loan and the LFS would be cancelled. Therefore, the recipients of LFS are motivated to maximise the share price during the loan term, thereby aligning their interests and objectives with those of other shareholders. Details of Loan Funded Shares issued during the previous year are contained in Note 32 Share based payments.

### Consolidated entity performance and link to remuneration

The Board is of the opinion that improved results can be attributed in part to the adoption of performance based compensation and is satisfied that such an improvement can be expected to increase shareholder wealth if generated and maintained over the coming years.

The consolidated entity did not use a remuneration consultant during the year.

Voting and comments made at the Company's 29 November 2018 Annual General Meeting ('AGM') At the 29 November 2018 AGM, 96.82% of the votes received supported the adoption of the remuneration report for the year ended 30 June 2018. The Company did not receive any specific feedback at the AGM regarding its remuneration practices.

### Details of remuneration

Amounts of remuneration

Details of the remuneration of key management personnel of the consolidated entity are set out in the following tables.

The key management personnel of the consolidated entity consisted of the following directors of Wattle Health Australia Limited:

- Lazarus Karasavvidis (Executive Chairman and Chief Executive Officer)
- Peter Biantes (Non-Executive Director)
- Eric Jiang (Non-Executive Director)
- Georgia Sotiropoulos (Executive Director) (appointed 12 July 2018)
- Zheng (Kobe) Li (Non-Executive Director) (appointed 16 January 2019)

And the following persons:

- Martin Glenister (Head of Sales)
- George Karafotias (Chief Financial Officer)

	Short-terr	n benefits	Post- employment benefits		Share-based payments	
2019	Cash salary and fees \$	Expense allowance \$	Super- annuation \$	Long service leave \$	Equity- settled \$	Total \$
<i>Non-Executive Directors:</i> Peter Biantes Eric Jiang Kobe Li*	51,758 52,000 21,944		- 4,940 -	- -	- - -	51,758 56,940 21,944
<i>Executive Directors:</i> Lazarus Karasavvidis Georgia Sotiropoulos**	586,604 395,726	20,000	19,616 -	3,164	-	629,384 395,726
Other Key Management Personnel: Martin Glenister George Karafotias	324,724 <u>313,935</u> <u>1,746,691</u>	20,000	19,616 28,500 72,672	1,933 1,944 7,041	- 	366,273 344,379 1,866,404

\* Appointed 16 January 2019. Kobe Li was appointed at the Company Secretary on 11th April 2019.

\*\* Appointed 12 July 2018

# Directors' report continued

	Short-tern	n benefits	Post- employment benefits		Share-based payments	
2018	Cash salary and fees \$	Expense allowance \$	Super- annuation \$	Long service leave \$	Equity- settled \$	Total \$
<i>Non-Executive Directors:</i> Peter Biantes Eric Jiang	52,000 52,000	-	- 4,940	-	961,000 961,000	1,013,000 1,017,940
Executive Directors: Lazarus Karasavvidis	605,422	20,000	19,616	9,692	3,844,000	4,498,730
<i>Other Key Management Personnel:</i> Martin Glenister George Karafotias	371,011 298,901	20,000	19,616 26,125	5,923 3,405	1,623,000 1,082,000	2,039,550 1,410,431
	1,379,334	40,000	70,297	19,020	8,471,000	9,979,651

Service agreements Remuneration and other terms of employment for key management personnel are formalised in service agreements. Details of these agreements are as follows:

Name: Title: Term of agreement: Details:	Lazarus Karasavvidis Executive Chairman and Chief Executive Officer No fixed term Annual remuneration of \$602,250. No specific notice period nor specific termination payment provided for.
Name: Title: Term of agreement: Details:	Martin Glenister Head of Sales No fixed term Annual remuneration of \$383,250. No specific notice period nor specific termination payment provided for.
Name: Title: Term of agreement: Details:	George Karafotias Chief Financial Officer No fixed term. Annual remuneration of \$300,000 plus statutory superannuation. No specific notice period nor specific termination payment provided for.
Name: Title: Term of agreement: Details:	Peter Biantes Non-Executive Director No fixed term Annual remuneration of \$52,000
Name: Title: Term of agreement: Details:	Eric Jiang Non-Executive Director No fixed term Annual remuneration of \$52,000
Name: Title: Term of agreement: Details:	Georgia Sotiropoulos Executive director No fixed term Annual remuneration of \$60,000. In addition, fees are charged to the Company for consultancy work at a rate of \$1,500 per day.

 Name:
 Kobe Li

 Title:
 Non-Executive Director and Company Secretary

 Term of agreement:
 No fixed term

 Details:
 Annual remuneration of \$40,000 (excluding GST) for director fees and annual remuneration of \$50,000 (excluding GST) for company secretarial service fees.

Key management personnel have no entitlement to termination payments in the event of removal for misconduct.

### Share-based compensation

#### Issue of shares

There were no shares issued to directors and other key management personnel as part of compensation during the year ended 30 June 2019.

### Options

There were no options over ordinary shares issued to directors and other key management personnel as part of compensation that were outstanding as at 30 June 2019.

There were no options over ordinary shares granted to or vested by directors and other key management personnel as part of compensation during the year ended 30 June 2019.

### Additional information

The earnings of the consolidated entity for the five years to 30 June 2019 are summarised below:

	2019	2018	2017	2016	2015
	\$'000	\$'000	\$'000	\$'000	\$'000
Revenue	1,095	1,524	928	10	2
Net loss	(10,341)	(19,839)	(4,151)	(536)	(316)

The factors that are considered to affect total shareholders return ('TSR') are summarised below:

	2019	2018
Share price at financial year end (\$)	0.50	1.17

### Additional disclosures relating to key management personnel

### Shareholding

The number of shares in the Company held during the financial year by each director and other members of key management personnel of the consolidated entity, including their personally related parties, is set out below:

	Balance at the start of the year	Received as part of remuneration	Additions	Disposals/ Other	Balance at the end of the year
Ordinary shares					
Lazarus Karasavvidis & Martin Glenister (1)	34,014,734	-	-	-	34,014,734
Lazarus Karasavvidis	4,000,000	-	-	-	4,000,000
Peter Biantes	1,050,000	-	-	-	1,050,000
Eric Jiang	2,882,371	-	-	-	2,882,371
Georgia Sotiropoulos (2)	-	-	-	79,827	79,827
Martin Glenister	3,000,000	-	-	-	3,000,000
George Karafotias	2,653,354	-	-	(39,900)	2,613,454
	47,600,459		-	39,927	47,640,386

# Directors' report continued

- (1) Shares held by KMP-related entities that are jointly controlled by Mr Karasavvidis and Mr Glenister
- (2) Commenced as member of Key Management Personnel effective 12 July 2018. "Other" represents shares held as at that date.

This concludes the remuneration report, which has been audited.

#### Shares under option

Unissued ordinary shares of Wattle Health Australia Limited under option at the date of this report are as follows:

Grant date	Expiry date	price	under option
18 June 2018	18 June 2020	\$1.60	4,687,500

Evereiee

Number

No person entitled to exercise the options had or has any right by virtue of the option to participate in any share issue of the Company or of any other body corporate.

Options are held by Prospere Advisor Limited.

### Shares issued on the exercise of options

There were no ordinary shares of Wattle Health Australia Limited issued on the exercise of options during the year ended 30 June 2019 and up to the date of this report.

### Indemnity and insurance of officers

The Company has indemnified the directors and executives of the Company for costs incurred, in their capacity as a director or executive, for which they may be held personally liable, except where there is a lack of good faith.

During the financial year, the Company paid a premium in respect of a contract to insure the directors and executives of the Company against a liability to the extent permitted by the Corporations Act 2001. The contract of insurance prohibits disclosure of the nature of the liability and the amount of the premium.

### Indemnity and insurance of auditor

The Company has not, during or since the end of the financial year, indemnified or agreed to indemnify the auditor of the Company or any related entity against a liability incurred by the auditor.

During the financial year, the Company has not paid a premium in respect of a contract to insure the auditor of the Company or any related entity.

### Proceedings on behalf of the Company

No person has applied to the Court under section 237 of the Corporations Act 2001 for leave to bring proceedings on behalf of the Company, or to intervene in any proceedings to which the Company is a party for the purpose of taking responsibility on behalf of the Company for all or part of those proceedings.

### **Non-audit services**

Details of the amounts paid or payable to the auditor for non-audit services provided during the financial year by the auditor are outlined in note 23 to the financial statements.

The directors are satisfied that the provision of non-audit services during the financial year, by the auditor (or by another person or firm on the auditor's behalf), is compatible with the general standard of independence for auditors imposed by the Corporations Act 2001.

The directors are of the opinion that the services as disclosed in note 23 to the financial statements do not compromise the external auditor's independence requirements of the Corporations Act 2001 for the following reasons:

- all non-audit services have been reviewed and approved to ensure that they do not impact the integrity and objectivity of the auditor; and
- none of the services undermine the general principles relating to auditor independence as set out in APES 110 Code
  of Ethics for Professional Accountants issued by the Accounting Professional and Ethical Standards Board, including
  reviewing or auditing the auditor's own work, acting in a management or decision-making capacity for the Company,
  acting as advocate for the Company or jointly sharing economic risks and rewards.

### Rounding of amounts

The Company is of a kind referred to in Corporations Instrument 2016/191, issued by the Australian Securities and Investments Commission, relating to 'rounding-off'. Amounts in this report have been rounded off in accordance with that Corporations Instrument to the nearest thousand dollars, or in certain cases, the nearest dollar.

### Auditor's independence declaration

A copy of the auditor's independence declaration as required under section 307C of the Corporations Act 2001 is set out immediately after this directors' report.

This report is made in accordance with a resolution of directors, pursuant to section 298(2)(a) of the Corporations Act 2001.

On behalf of the directors

Lazarus Karasavvidis Executive Chairman

20 September 2019 Melbourne

# Auditor's independence declaration

**William Buck** AUDITOR'S INDEPENDENCE DECLARATION UNDER SECTION 307C OF THE CORPORATIONS ACT 2001 TO THE DIRECTORS OF WATTLE HEALTH AUSTRALIA LIMITED I declare that, to the best of my knowledge and belief during the year ended 30 June 2019 there have been: - no contraventions of the auditor independence requirements as set out in the Corporations Act 2001 in relation to the audit; and - no contraventions of any applicable code of professional conduct in relation to the audit. William Buck William Buck Audit (Vic) Pty Ltd ABN 59 116 151 136 Alm F-A. A. Finnis Director Melbourne 20th September 2019 ACCOUNTANTS & ADVISORS Level 20, 181 William Street Melbourne VIC 3000 Telephone: +61 3 9824 8555 williambuck.com

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# Statement of profit or loss and other comprehensive income

	Note	Consolid 2019 \$'000	lated 2018 \$'000
Revenue	5	887	1,524
Interest revenue calculated using the effective interest method		208	51
Expenses Raw materials and consumables used Administrative and corporate expenses Share based payments expense Employee benefits expense Selling, marketing and distribution expenses Write off of inventory Occupancy costs Amortisation expense Finance costs	-	(518) (2,995) (240) (3,378) (2,366) (1,550) (264) (100) (25)	(718) (1,790) (12,149) (2,509) (3,751) (201) (248) (8) (40)
Loss before income tax expense		(10,341)	(19,839)
Income tax expense	7		
Loss after income tax expense for the year		(10,341)	(19,839)
Other comprehensive income for the year, net of tax	_		<u> </u>
Total comprehensive loss for the year	=	(10,341)	(19,839)
Loss for the year is attributable to: Non-controlling interest Owners of Wattle Health Australia Limited	-	(430) (9,911) (10,341)	(6) (19,833) (19,839)
Total comprehensive loss for the year is attributable to: Non-controlling interest Owners of Wattle Health Australia Limited	-	(430) (9,911) (10,341)	(6) (19,833) (19,839)
		Cents	Cents
Basic loss per share Diluted loss per share	31 31	(5.10) (5.10)	(13.32) (13.32)

The above statement of profit or loss and other comprehensive income should be read in conjunction with the accompanying notes

# **Statement of financial position**

	Note	Consolic 2019 \$'000	lated 2018 \$'000
Assets			
Current assets Cash and cash equivalents Trade and other receivables Finished goods inventory Investments Prepayments and other Total current assets	8 9 10 _	18,317 2,039 612 9,765 3,517 34,250	55,843 311 860 - 538 57,552
Non-current assets Other financial assets Property, plant and equipment Intangibles Other Total non-current assets Total assets	11 12 13 14 _	6,148 12,389 897 4,695 24,129 58,379	5,139 769 904 - 6,812 64,364
	_	50,379	04,304
Liabilities			
<b>Current liabilities</b> Trade and other payables Borrowings Employee benefit provisions Total current liabilities	15 16	4,687 375 <u>159</u> 5,221	1,674 375 150 2,199
<b>Non-current liabilities</b> Borrowings Employee benefit provisions Total non-current liabilities	17	1,686 	600 26 626
Total liabilities	_	6,941	2,825
Net assets	=	51,438	61,539
<b>Equity</b> Issued capital Reserves Accumulated losses Equity attributable to the owners of Wattle Health Australia Limited Non-controlling interest	18 19 –	74,900 12,233 (35,489) 51,644 (206)	74,900 11,993 (25,578) 61,315 224
Total equity	=	51,438	61,539

The above statement of financial position should be read in conjunction with the accompanying notes

# Statement of changes in equity

Consolidated	lssued capital \$'000	Share-based payment reserve \$'000	Accumulated losses attributable to owners of the Parent entity \$'000	Non- controlling interest \$'000	Total equity \$'000
Balance at 1 July 2017	12,667	58	(5,745)	-	6,980
Loss after income tax expense for the year Other comprehensive income for the year, net of tax	-	-	(19,833)	(6)	(19,839)
Total comprehensive loss for the year	-	-	(19,833)	(6)	(19,839)
Transactions with owners in their capacity as owners: Contributions of equity, net of transaction costs (note 18) Share-based payments (note 32) Exercise of options Non-controlling interest equity contribution	62,019 - 214 -	- 12,149 (214) 	- - -	230	62,019 12,149 
Balance at 30 June 2018	74,900	11,993	(25,578)	224	61,539

Consolidated	lssued capital \$'000	Share-based payment reserve \$'000	Accumulated losses attributable to owners of the Parent entity \$'000	Non- controlling interest \$'000	Total equity \$'000
Balance at 1 July 2018	74,900	11,993	(25,578)	224	61,539
Loss after income tax expense for the year Other comprehensive income for the year, net of tax	-	-	(9,911)	(430)	(10,341)
Total comprehensive loss for the year	-		(9,911)	(430)	(10,341)
Share based payments	-	240			240
Balance at 30 June 2019	74,900	12,233	(35,489)	(206)	51,438

The above statement of changes in equity should be read in conjunction with the accompanying notes

# **Statement of cash flows**

		Consolidated	
	Note	2019 \$'000	2018 \$'000
Cash flows from operating activities			
Receipts from customers (inclusive of GST)		742	1,580
Payments to suppliers and employees (inclusive of GST)		(13,538)	(7,650)
Interest received		147	51
Interest and other finance costs paid	-	(25)	(40)
Net cash used in operating activities	30 _	(12,674)	(6,059)
Cash flows from investing activities			
Payments for investments		(1,008)	(5,064)
Payments for business acquisition		-	(592)
Payments for security deposits - long term		-	(20)
Payments for land		(2,100)	-
Payments for plant construction		(7,594)	(770)
Payments for project establishment costs		(445)	-
Payments for term deposits - current		(9,705)	-
Payments for long term stock supply	-	(4,000)	-
Net cash used in investing activities	=	(24,852)	(6,446)
Cash flows from financing activities			
Proceeds from issue of shares		-	61,620
Proceeds from borrowings		200	975
Payments for long term borrowing costs	-	(200)	-
Net cash from financing activities	-		62,595
Net increase/(decrease) in cash and cash equivalents		(37,526)	50,090
Cash and cash equivalents at the beginning of the financial year	-	55,843	5,753
Cash and cash equivalents at the end of the financial year	_	18,317	55,843

The above statement of cash flows should be read in conjunction with the accompanying notes

### Notes to the financial statements

### Note 1. General information

The financial statements cover Wattle Health Australia Limited as a consolidated entity consisting of Wattle Health Australia Limited and the entities it controlled at the end of, or during, the year. The financial statements are presented in Australian dollars, which is Wattle Health Australia Limited's functional and presentation currency.

Wattle Health Australia Limited is a listed public company limited by shares, incorporated and domiciled in Australia. Its registered office and principal place of business are:

### **Registered office**

Principal place of business

17/71 Victoria Crescent Abbotsford VIC 3067

17/71 Victoria Crescent Abbotsford VIC 3067

A description of the nature of the consolidated entity's operations and its principal activities are included in the directors' report, which is not part of the financial statements.

The financial statements were authorised for issue, in accordance with a resolution of directors, on 20 September 2019. The directors have the power to amend and reissue the financial statements.

### Note 2. Significant accounting policies

The principal accounting policies adopted in the preparation of the financial statements are set out below. These policies have been consistently applied to all the years presented, unless otherwise stated.

### New or amended Accounting Standards and Interpretations adopted

The consolidated entity has adopted all of the new or amended Accounting Standards and Interpretations issued by the Australian Accounting Standards Board ('AASB') that are mandatory for the current reporting period. This did not have a material impact on the financial statements.

Any new or amended Accounting Standards or Interpretations that are not yet mandatory have not been early adopted.

The adoption of these Accounting Standards and Interpretations did not have any significant impact on the financial performance or position of the consolidated entity.

The following Accounting Standards and Interpretations are most relevant to the consolidated entity:

### AASB 9 Financial Instruments

The consolidated entity has adopted AASB 9 from 1 July 2018. The standard introduced new classification and measurement models for financial assets. A financial asset shall be measured at amortised cost if it is held within a business model whose objective is to hold assets in order to collect contractual cash flows which arise on specified dates and that are solely principal and interest. A debt investment shall be measured at fair value through other comprehensive income if it is held within a business model whose objective is to both hold assets in order to collect contractual cash flows which arise on specified dates that are solely principal and interest as well as selling the asset on the basis of its fair value. All other financial assets are classified and measured at fair value through profit or loss unless the entity makes an irrevocable election on initial recognition to present gains and losses on equity instruments (that are not held-for-trading or contingent consideration recognised in a business combination) in other comprehensive income ('OCI'). Despite these requirements, a financial asset may be irrevocably designated as measured at fair value through profit or loss to reduce the effect of, or eliminate, an accounting mismatch. For financial liabilities designated at fair value through profit or loss, the standard requires the portion of the change in fair value that relates to the entity's own credit risk to be presented in OCI (unless it would create an accounting mismatch). New simpler hedge accounting requirements are intended to more closely align the accounting treatment with the risk management activities of the entity. New impairment requirements use an 'expected credit loss' ('ECL') model to recognise an allowance. Impairment is measured using a 12-month ECL method unless the credit risk on a financial instrument has increased significantly since initial recognition in which case the lifetime ECL method is adopted. For receivables, a simplified approach to measuring expected credit losses using a lifetime expected loss allowance is available.

In applying AASB 9, the consolidated entity has elected to use the modified retrospective approach, with any adjustment required being recognised on 1 July 2018 in retained earnings.

On applying this standard, there were no material adjustments required or impacting on the financial statements.

# Notes to the financial statements continued

### Note 2. Significant accounting policies (continued)

### AASB 15 Revenue from Contracts with Customers

The consolidated entity has adopted AASB 15 from 1 July 2018. The standard provides a single comprehensive model for revenue recognition. The core principle of the standard is that an entity shall recognise revenue to depict the transfer of promised goods or services to customers at an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. The standard introduced a new contract-based revenue recognition model with a measurement approach that is based on an allocation of the transaction price. Credit risk is presented separately as an expense rather than adjusted against revenue. Contracts with customers are presented in an entity's statement of financial position as a contract liability, a contract asset, or a receivable, depending on the relationship between the entity's performance and the customer's payment. Customer acquisition costs and costs to fulfil a contract can, subject to certain criteria, be capitalised as an asset and amortised over the contract period.

In applying AASB 15, the consolidated entity has elected to use the modified retrospective approach, with any adjustment required being recognised on 1 July 2018 in retained earnings.

On applying this standard, there were no material adjustments required or impact on the financial statements.

### **Basis of preparation**

These general purpose financial statements have been prepared in accordance with Australian Accounting Standards and Interpretations issued by the Australian Accounting Standards Board ('AASB') and the Corporations Act 2001, as appropriate for for-profit oriented entities. These financial statements also comply with International Financial Reporting Standards as issued by the International Accounting Standards Board ('IASB').

### Historical cost convention

The financial statements have been prepared under the historical cost convention, unless otherwise noted.

### Critical accounting estimates

The preparation of the financial statements requires the use of certain critical accounting estimates. It also requires management to exercise its judgement in the process of applying the consolidated entity's accounting policies. The areas involving a higher degree of judgement or complexity, or areas where assumptions and estimates are significant to the financial statements, are disclosed in note 3.

### Parent entity information

In accordance with the Corporations Act 2001, these financial statements present the results of the consolidated entity only. Supplementary information about the parent entity is disclosed in note 27.

#### Principles of consolidation

The consolidated financial statements incorporate the assets and liabilities of all subsidiaries of Wattle Health Australia Limited ('Company' or 'parent entity') as at 30 June 2019 and the results of all subsidiaries for the year then ended. Wattle Health Australia Limited and its subsidiaries together are referred to in these financial statements as the 'consolidated entity'.

Subsidiaries are all those entities over which the consolidated entity has control. The consolidated entity controls an entity when the consolidated entity is exposed to, or has rights to, variable returns from its involvement with the entity and has the ability to affect those returns through its power to direct the activities of the entity. Subsidiaries are fully consolidated from the date on which control is transferred to the consolidated entity. They are de-consolidated from the date that control ceases.

Intercompany transactions, balances and unrealised gains on transactions between entities in the consolidated entity are eliminated. Unrealised losses are also eliminated unless the transaction provides evidence of the impairment of the asset transferred. Accounting policies of subsidiaries have been changed where necessary to ensure consistency with the policies adopted by the consolidated entity.

The acquisition of subsidiaries is accounted for using the acquisition method of accounting. A change in ownership interest, without the loss of control, is accounted for as an equity transaction, where the difference between the consideration transferred and the book value of the share of the non-controlling interest acquired is recognised directly in equity attributable to the parent.

### Note 2. Significant accounting policies (continued)

Non-controlling interest in the results and equity of subsidiaries are shown separately in the statement of profit or loss and other comprehensive income, statement of financial position and statement of changes in equity of the consolidated entity. Losses incurred by the consolidated entity are attributed to the non-controlling interest in full, even if that results in a deficit balance.

### **Revenue recognition**

The consolidated entity recognises revenue as follows:

### Revenue from contracts with customers

The consolidated entity predominantly derives revenue from the sale of goods to commercial customers on normal credit terms and to retail customers via on-line sales. Contracts with customers have one performance obligation, that being the delivery of the product, at which point revenue from the sale of goods is recognised. Sales contracts do not contain provisions for sales returns, rebates, discounts or any ongoing service and the total transaction price does not contain any variable consideration in relation to such items.

### Interest

Interest revenue is recognised as interest accrues using the effective interest method. This is a method of calculating the amortised cost of a financial asset and allocating the interest income over the relevant period using the effective interest rate, which is the rate that exactly discounts estimated future cash receipts through the expected life of the financial asset to the net carrying amount of the financial asset.

### Other revenue

Other revenue is recognised when it is received or when the right to receive payment is established.

### Income tax

The income tax expense or benefit for the period is the tax payable on that period's taxable income based on the applicable income tax rate for each jurisdiction, adjusted by the changes in deferred tax assets and liabilities attributable to temporary differences, unused tax losses and the adjustment recognised for prior periods, where applicable.

Deferred tax assets and liabilities are recognised for temporary differences at the tax rates expected to be applied when the assets are recovered or liabilities are settled, based on those tax rates that are enacted or substantively enacted, except for:

- When the deferred income tax asset or liability arises from the initial recognition of goodwill or an asset or liability in a
  transaction that is not a business combination and that, at the time of the transaction, affects neither the accounting nor
  taxable profits; or
- When the taxable temporary difference is associated with interests in subsidiaries, associates or joint ventures, and the timing of the reversal can be controlled and it is probable that the temporary difference will not reverse in the foreseeable future.

### Cash and cash equivalents

Cash and cash equivalents includes cash on hand, deposits held at call with financial institutions, other short-term, highly liquid investments with original maturities of three months or less that are readily convertible to known amounts of cash and which are subject to an insignificant risk of changes in value.

### Trade and other receivables

Trade receivables are initially recognised at fair value and subsequently measured at amortised cost using the effective interest method, less any allowance for expected credit losses. Trade receivables are generally due for settlement within 30 days.

The consolidated entity has applied the simplified approach to measuring expected credit losses, which uses a lifetime expected loss allowance. To measure the expected credit losses, trade receivables have been grouped based on days overdue.

Other receivables are recognised at amortised cost, less any allowance for expected credit losses.

### Inventories

Stock on hand is stated at the lower of cost and net realisable value. Cost comprises of purchase and delivery costs, net of rebates and discounts received or receivable.

## Notes to the financial statements continued

### Note 2. Significant accounting policies (continued)

Net realisable value is the estimated selling price in the ordinary course of business less the estimated costs of completion and the estimated costs necessary to make the sale.

### Investments and other financial assets

Investments and other financial assets are initially measured at fair value. Transaction costs are included as part of the initial measurement, except for financial assets at fair value through profit or loss. Such assets are subsequently measured at either amortised cost or fair value depending on their classification. Classification is determined based on both the business model within which such assets are held and the contractual cash flow characteristics of the financial asset unless, an accounting mismatch is being avoided.

Financial assets are derecognised when the rights to receive cash flows have expired or have been transferred and the consolidated entity has transferred substantially all the risks and rewards of ownership. When there is no reasonable expectation of recovering part or all of a financial asset, it's carrying value is written off.

### **Financial assets**

Unless otherwise noted, financial assets are measured at amortised cost if held within a business model whose objective is to hold assets in order to collect contractual cash flows which arise on specified dates and that are solely principal and interest. Debt investments are measured at fair value through other comprehensive income if held within a business model whose objective is to both hold assets in order to collect contractual cash flows which arise on specified dates that are solely principal and interest as well as selling the asset on the basis of its fair value.

All other financial assets, including investments in other companies are classified and measured at fair value through profit or loss unless the consolidated entity makes an irrevocable election on initial recognition to present gains and losses on equity instruments (that are not held-for-trading or contingent consideration recognised in a business combination) in other comprehensive income ('OCI').

Financial assets are derecognised when the rights to receive cash flows from the financial assets have expired or have been transferred and the consolidated entity has transferred substantially all the risks and rewards of ownership.

### Investment in Blend and Pack Pty Ltd

On 28 September 2017 the consolidated entity completed an acquisition of 5% of the issued capital of Australian infant formula and nutritional products manufacturer, Blend and Pack Pty Ltd (B&P) for a total consideration of \$5,118,742, paid in cash.

The directors have evaluated the investment and have concluded that the consolidated entity does not have a significant influence over the managerial decision-making or operational performance of B&P, and accordingly, this investment is accounted for at fair value, with changes in fair value of the investment taken to the profit or loss. The directors consider this investment to meet the criteria of a Level 3 hierarchy investment.

As at 30 June 2019, based upon all available information from B&P, the directors have assessed that the original purchase price at 28 September 2017 for the 5% stake is still the most appropriate and reliable valuation of this investment. Refer to Note 3 and Note 11 for additional information regarding this investment.

### Investment in The Remarkable Milk Company Pty Ltd

On 1 April 2019 the consolidated entity completed an acquisition of 5% of the issued capital of Australian organic and conventional dairy and nutritional products manufacturer and exporter. The Remarkable Milk Company Pty Ltd (RMC) for a total consideration of \$1,000,000, paid in cash.

The directors have evaluated the investment and have concluded that the consolidated entity does not have a significant influence over the managerial decision-making or operational performance of RMC and, accordingly, this investment is accounted for at fair value, with changes in fair value of the investment taken to the profit or loss. The directors consider this investment to meet the criteria of a Level 3 hierarchy investment.

As at 30 June 2019, based upon all available information from RMC the directors have assessed that the original purchase price at 1 April 2019 for the 5% stake is still the most appropriate and reliable valuation of this investment, given that the original purchase price was carried out relatively recently at arm's length, and that there is no ready market for this investment. Refer to Note 11 for additional information regarding this investment.

### Note 2. Significant accounting policies (continued)

### Impairment of financial assets

Allowances for impairment are recognised using an 'expected credit loss' ('ECL') model. In assessing ECL the consolidated entity considers both quantitative and qualitative information, including historical experience and forward-looking information. Forward-looking information considered includes the future prospects of the industries in which the consolidated entity's debtors operate, as well as consideration of various external sources of actual and forecast economic information that relate to the consolidated entity's operations. Impairment is measured using a 12-month ECL method unless the credit risk on a financial instrument has increased significantly since initial recognition in which case the lifetime ECL method is adopted. For trade receivables, a simplified approach to measuring expected credit losses using a lifetime expected loss allowance is used.

### Investments

Investments includes non-derivative financial assets with fixed or determinable payments and fixed maturities where the consolidated entity has the positive intention and ability to hold the financial asset to maturity. This category excludes financial assets that are held for an undefined period. Investments are carried at amortised cost using the effective interest rate method adjusted for any principal repayments. Gains and losses are recognised in profit or loss when the asset is derecognised or impaired.

### Impairment of financial assets

The consolidated entity recognises a loss allowance for expected credit losses on financial assets which are either measured at amortised cost or fair value through other comprehensive income. The measurement of the loss allowance depends upon the consolidated entity's assessment at the end of each reporting period as to whether the financial instrument's credit risk has increased significantly since initial recognition, based on reasonable and supportable information that is available, without undue cost or effort to obtain.

Where there has not been a significant increase in exposure to credit risk since initial recognition, a 12-month expected credit loss allowance is estimated. This represents a portion of the asset's lifetime expected credit losses that is attributable to a default event that is possible within the next 12 months. Where a financial asset has become credit impaired or where it is determined that credit risk has increased significantly, the loss allowance is based on the asset's lifetime expected credit losses. The amount of expected credit loss recognised is measured on the basis of the probability weighted present value of anticipated cash shortfalls over the life of the instrument discounted at the original effective interest rate.

For financial assets measured at fair value through other comprehensive income, the loss allowance is recognised within other comprehensive income. In all other cases, the loss allowance is recognised in profit or loss.

### Property, plant and equipment

Land and buildings are to be shown at fair value, based on periodic, at least every 3 years, valuations by external independent valuers, less subsequent depreciation and impairment for buildings. The valuations are undertaken more frequently if there is a material change in the fair value relative to the carrying amount. Any accumulated depreciation at the date of revaluation is eliminated against the gross carrying amount of the asset and the net amount is restated to the revalued amount of the asset. Increases in the carrying amounts arising on revaluation of land and buildings are credited in other comprehensive income through to the revaluation surplus reserve in equity. Any revaluation decrements are initially taken in other comprehensive income through to the revaluation surplus reserve to the extent of any previous revaluation surplus of the same asset. Thereafter the decrements are taken to profit or loss.

Property, plant and equipment is stated at historical cost less accumulated depreciation and impairment. Historical cost includes expenditure that is directly attributable to the acquisition of the items.

Depreciation is calculated on a straight-line basis to write off the net cost of each item of property, plant and equipment over their expected useful lives as follows:

Buildings	25-40 years
Leasehold improvements	3-10 years
Plant and equipment	3-7 years
Plant and equipment under lease	2-5 years

The residual values, useful lives and depreciation methods are reviewed, and adjusted if appropriate, at each reporting date.

# Notes to the financial statements continued

### Note 2. Significant accounting policies (continued)

Leasehold improvements and property, plant and equipment under lease are depreciated over the unexpired period of the lease or the estimated useful life of the assets, whichever is shorter.

An item of property, plant or equipment is derecognised upon disposal or when there is no future economic benefit to the consolidated entity. Gains and losses between the carrying amount and the disposal proceeds are taken to profit or loss. Any revaluation surplus reserve relating to the item disposed of is transferred directly to retained profits.

### Intangible assets

### Goodwill

Goodwill arises on the acquisition of a business. Goodwill is not amortised. Instead, goodwill is tested annually for impairment, or more frequently if events or changes in circumstances indicate that it might be impaired, and is carried at cost less accumulated impairment losses. Impairment losses on goodwill are taken to profit or loss and are not subsequently reversed.

### Patents and trademarks

Significant costs associated with patents and trademarks are deferred and amortised on a straight-line basis over the period of their expected benefit, being their finite life of 10 years.

### **Borrowing costs**

Costs in relation to borrowings are capitalised as an asset and amortised on a straight-line basis over the period of the finance arrangement.

### Impairment of non-financial assets

Goodwill and other intangible assets that have an indefinite useful life are not subject to amortisation and are tested annually for impairment, or more frequently if events or changes in circumstances indicate that they might be impaired. Other non-financial assets are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment loss is recognised for the amount by which the asset's carrying amount exceeds its recoverable amount.

### Trade and other payables

These amounts represent liabilities for goods and services provided to the consolidated entity prior to the end of the financial year and which are unpaid. Due to their short-term nature they are measured at amortised cost and are not discounted. The amounts are unsecured and are usually paid within 30 days of recognition.

### Borrowings

Loans and borrowings are initially recognised at the fair value of the consideration received, net of transaction costs. They are subsequently measured at amortised cost using the effective interest method.

Where there is an unconditional right to defer settlement of the liability for at least 12 months after the reporting date, the loans or borrowings are classified as non-current.

### **Employee benefits**

### Short-term employee benefits

Liabilities for wages and salaries, including non-monetary benefits, annual leave and long service leave expected to be settled wholly within 12 months of the reporting date are measured at the amounts expected to be paid when the liabilities are settled.

### Other long-term employee benefits

The liability for annual leave and long service leave not expected to be wholly settled within 12 months of the reporting date are measured at the present value of expected future payments to be made in respect of services provided by employees up to the reporting date using the projected unit credit method. Consideration is given to expected future wage and salary levels, experience of employee departures and periods of service. Expected future payments are discounted using market yields at the reporting date on corporate bonds with terms to maturity and currency that match, as closely as possible, the estimated future cash outflows.

### Note 2. Significant accounting policies (continued)

Share-based payments

Equity-settled share-based compensation benefits are provided to employees.

Equity-settled transactions are awards of shares, or options over shares, that are provided to employees in exchange for the rendering of services. Cash-settled transactions are awards of cash for the exchange of services, where the amount of cash is determined by reference to the share price.

The cost of equity-settled transactions are measured at fair value on grant date. Fair value is independently determined using either the Binomial or Black-Scholes option pricing model that takes into account the exercise price, the term of the option, the impact of dilution, the share price at grant date and expected price volatility of the underlying share, the expected dividend yield and the risk free interest rate for the term of the option, together with non-vesting conditions that do not determine whether the consolidated entity receives the services that entitle the employees to receive payment. No account is taken of any other vesting conditions.

The cost of equity-settled transactions are recognised as an expense with a corresponding increase in equity over the vesting period. The cumulative charge to profit or loss is calculated based on the grant date fair value of the award, the best estimate of the number of awards that are likely to vest and the expired portion of the vesting period. The amount recognised in profit or loss for the period is the cumulative amount calculated at each reporting date less amounts already recognised in previous periods.

If equity-settled awards are modified, as a minimum an expense is recognised as if the modification has not been made. An additional expense is recognised, over the remaining vesting period, for any modification that increases the total fair value of the share-based compensation benefit as at the date of modification.

If the non-vesting condition is within the control of the consolidated entity or employee, the failure to satisfy the condition is treated as a cancellation. If the condition is not within the control of the consolidated entity or employee and is not satisfied during the vesting period, any remaining expense for the award is recognised over the remaining vesting period, unless the award is forfeited.

If equity-settled awards are cancelled, it is treated as if it has vested on the date of cancellation, and any remaining expense is recognised immediately. If a new replacement award is substituted for the cancelled award, the cancelled and new award is treated as if they were a modification.

### Issued capital

Ordinary shares are classified as equity.

Incremental costs directly attributable to the issue of new shares or options are shown in equity as a deduction, net of tax, from the proceeds.

### **Business combinations**

The acquisition method of accounting is used to account for business combinations regardless of whether equity instruments or other assets are acquired.

The consideration transferred is the sum of the acquisition-date fair values of the assets transferred, equity instruments issued or liabilities incurred by the acquirer to former owners of the acquiree and the amount of any non-controlling interest in the acquiree. For each business combination, the non-controlling interest in the acquiree is measured at either fair value or at the proportionate share of the acquiree's identifiable net assets. All acquisition costs are expensed as incurred to profit or loss.

On the acquisition of a business, the consolidated entity assesses the financial assets acquired and liabilities assumed for appropriate classification and designation in accordance with the contractual terms, economic conditions, the consolidated entity's operating or accounting policies and other pertinent conditions in existence at the acquisition-date.

Where the business combination is achieved in stages, the consolidated entity remeasures its previously held equity interest in the acquiree at the acquisition-date fair value and the difference between the fair value and the previous carrying amount is recognised in profit or loss.

# Notes to the financial statements continued

### Note 2. Significant accounting policies (continued)

Contingent consideration to be transferred by the acquirer is recognised at the acquisition-date fair value. Subsequent changes in the fair value of the contingent consideration classified as an asset or liability is recognised in profit or loss. Contingent consideration classified as equity is not remeasured and its subsequent settlement is accounted for within equity.

The difference between the acquisition-date fair value of assets acquired, liabilities assumed and any non-controlling interest in the acquiree and the fair value of the consideration transferred and the fair value of any pre-existing investment in the acquiree is recognised as goodwill. If the consideration transferred and the pre-existing fair value is less than the fair value of the identifiable net assets acquired, being a bargain purchase to the acquirer, the difference is recognised as a gain directly in profit or loss by the acquirer on the acquisition-date, but only after a reassessment of the identification and measurement of the net assets acquired, the non-controlling interest in the acquiree, if any, the consideration transferred and the acquirer's previously held equity interest in the acquirer.

Business combinations are initially accounted for on a provisional basis. The acquirer retrospectively adjusts the provisional amounts recognised and also recognises additional assets or liabilities during the measurement period, based on new information obtained about the facts and circumstances that existed at the acquisition-date. The measurement period ends on either the earlier of (i) 12 months from the date of the acquisition or (ii) when the acquirer receives all the information possible to determine fair value.

### Earnings per share

### Basic earnings per share

Basic earnings per share is calculated by dividing the profit attributable to the owners of Wattle Health Australia Limited, excluding any costs of servicing equity other than ordinary shares, by the weighted average number of ordinary shares outstanding during the financial year, adjusted for bonus elements in ordinary shares issued during the financial year.

### Diluted earnings per share

Diluted earnings per share adjusts the figures used in the determination of basic earnings per share to take into account the after income tax effect of interest and other financing costs associated with dilutive potential ordinary shares and the weighted average number of shares assumed to have been issued for no consideration in relation to dilutive potential ordinary shares.

### Goods and Services Tax ('GST') and other similar taxes

Revenues, expenses and assets are recognised net of the amount of associated GST, unless the GST incurred is not recoverable from the tax authority. In this case it is recognised as part of the cost of the acquisition of the asset or as part of the expense.

Receivables and payables are stated inclusive of the amount of GST receivable or payable. The net amount of GST receivable from, or payable to, the tax authority is included in other receivables or other payables in the statement of financial position.

Cash flows are presented on a gross basis. The GST components of cash flows arising from investing or financing activities which are recoverable from, or payable to the tax authority, are presented as operating cash flows.

Commitments and contingencies are disclosed net of the amount of GST recoverable from, or payable to, the tax authority.

### Rounding of amounts

The Company is of a kind referred to in Corporations Instrument 2016/191, issued by the Australian Securities and Investments Commission, relating to 'rounding-off'. Amounts in this report have been rounded off in accordance with that Corporations Instrument to the nearest thousand dollars, or in certain cases, the nearest dollar.

### New Accounting Standards and Interpretations not yet mandatory or early adopted

Australian Accounting Standards and Interpretations that have recently been issued or amended but are not yet mandatory, have not been early adopted by the consolidated entity for the annual reporting period ended 30 June 2019. The consolidated entity's assessment of the impact of these new or amended Accounting Standards and Interpretations, most relevant to the consolidated entity, are set out below.

#### Note 2. Significant accounting policies (continued)

#### AASB 16 Leases

This standard is applicable to annual reporting periods beginning on or after 1 January 2019. The standard replaces AASB 117 'Leases' and for lessees will eliminate the classifications of operating leases and finance leases. Subject to exceptions, a 'right-of-use' asset will be capitalised in the statement of financial position, measured at the present value of the unavoidable future lease payments to be made over the lease term. The exceptions relate to short-term leases of 12 months or less and leases of low-value assets (such as personal computers and small office furniture) where an accounting policy choice exists whereby either a 'right-of-use' asset is recognised or lease payments are expensed to profit or loss as incurred. A liability corresponding to the capitalised lease will also be recognised, adjusted for lease prepayments, lease incentives received, initial direct costs incurred and an estimate of any future restoration, removal or dismantling costs. Straight-line operating lease expense recognition will be replaced with a depreciation charge for the leased asset (included in operating costs) and an interest expense on the recognised lease liability (included in finance costs). In the earlier periods of the lease, the expenses associated with the lease under AASB 16 will be higher when compared to lease expenses under AASB 117. However EBITDA (Earnings Before Interest, Tax, Depreciation and Amortisation) results will be improved as the operating expense is replaced by interest expense and depreciation in profit or loss under AASB 16. For classification within the statement of cash flows, the lease payments will be separated into both a principal (financing activities) and interest (either operating or financing activities) component. For lessor accounting, the standard does not substantially change how a lessor accounts for leases.

The consolidated entity will adopt this standard from 1 July 2019. The directors expect that AASB 16 will be adopted by the consolidated entity by applying the modified retrospective method, measuring the right-of-use asset at an amount equal to the lease liability. Accordingly, the adoption of AASB 16 will result in lease assets and liabilities being recognised on balance sheet and a change in how related expenses are incurred. It is expected that:

- total property leases of approximately \$175,000 will be recognised on the balance sheet as right-of-use assets and lease liabilities;
- during the year commencing 1 July 2019, annual rental payments of approximately \$85,000 will be reclassified from occupancy costs to interest expense (approximately \$8,000) and liability payments (approximately \$77,000); and
- during the year commencing 1 July 2019, right-of-use asset depreciation expense of approximately \$81,000 will be recorded.

#### AASB Interpretation 23 - Uncertainty over Income Tax Treatments

This standard is applicable to annual reporting periods beginning on or after 1 January 2019. This Interpretation clarifies how to apply the recognition and measurement requirements in AASB 112 'Income taxes' when there is uncertainty over income tax treatments. In such a circumstance, an entity shall recognise and measure its current or deferred tax asset or liability applying the requirements in AASB 112 based on taxable profit (tax loss), tax bases, unused tax losses, unused tax credits and tax rates determined applying this Interpretation.

The consolidated entity will adopt Interpretation 23 from 1 July 2019. The directors expect that the consolidated entity will apply the interpretation retrospectively with the cumulative effect of initially applying the Interpretation recognised at the date of initial application and, if required, recognising the cumulative effect of initially applying the Interpretation as an adjustment to the opening balance of retained earnings. The adoption of the interpretation from 1 July 2019 will not have a material impact on the consolidated entity.

#### Note 3. Critical accounting judgements, estimates and assumptions

The preparation of the financial statements requires management to make judgements, estimates and assumptions that affect the reported amounts in the financial statements. Management continually evaluates its judgements and estimates in relation to assets, liabilities, contingent liabilities, revenue and expenses. Management bases its judgements, estimates and assumptions on historical experience and on other various factors, including expectations of future events, management believes to be reasonable under the circumstances. The resulting accounting judgements and estimates will seldom equal the related actual results. The judgements, estimates and assumptions that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities (refer to the respective notes) within the next financial year are discussed below.

#### Note 3. Critical accounting judgements, estimates and assumptions (continued)

#### Share-based payment transactions

The consolidated entity measures the cost of equity-settled transactions with employees by reference to the fair value of the equity instruments at the date at which they are granted. The fair value is determined by using either the Binomial or Black-Scholes model taking into account the exercise price, the term of the option, the impact of dilution, the share price at grant date and expected price volatility of the underlying share, the expected dividend yield and the risk free interest rate for the term of the option, as well as the terms and conditions upon which the instruments were granted. For valuations of relevant transactions during the financial year ended 30 June 2018, volatility was based upon volatilities of comparable listed entities. This was because the Company did not yet have a sufficient history of market prices for its own shares to use as the basis for calculation of an applicable volatility. The accounting estimates and assumptions relating to equity-settled share-based payments would have no impact on the carrying amounts of assets and liabilities within the next annual reporting period but may impact profit or loss and equity.

#### Impairment of financial assets

The consolidated entity assesses impairment of financial assets, including its investment in Blend and Pack Pty Ltd, at each reporting date by evaluating conditions specific to the consolidated entity and to the particular asset that may lead to impairment. If an impairment trigger exists, the recoverable amount of the asset is determined. This involves fair value less costs of disposal or, if applicable, value-in-use calculations, which incorporate a number of key estimates and assumptions.

#### Impairment of property, plant and equipment

The consolidated entity assesses impairment of property, plant and equipment at each reporting date by evaluating conditions specific to the consolidated entity and to the particular asset that may lead to impairment. If an impairment trigger exists, the recoverable amount of the asset is determined. This involves fair value less costs of disposal or value-in-use calculations, which incorporate a number of key estimates and assumptions.

#### Assessment of Fair Valuation of the Blend and Pack Investment

On 28 September 2017 the consolidated entity completed an acquisition of 5% of the issued capital of Australian infant formula and nutritional products manufacturer, Blend and Pack Pty Ltd (B&P) for a total consideration of \$5,118,742, paid in cash.

The directors have evaluated the investment and have concluded that the consolidated entity does not have a significant influence over the managerial decision-making or operational performance of B&P and, accordingly, this investment is accounted for at fair value, with changes in fair value of the investment taken to the profit or loss. The directors consider this investment to meet the criteria of a Level 3 hierarchy investment.

As at 30 June 2019, based upon all available information from B&P, the directors have assessed that the original purchase price at 28 September 2017 for the 5% stake is still the most appropriate and reliable valuation of this investment, given that the original purchase price was carried out relatively recently at arm's length, and that there is no ready market for this investment. The directors note that, as at the date of this report, the Company has in place an agreement to acquire at least 75% of the issued capital of B&P and is negotiating to acquire a further 13.5% of the issued shares of B&P. The agreed purchase price for the additional 88.5% of B&L is consistent with the value of the Company's existing investment, therefore the Board has concluded that there has been no material change in the fair value of the existing investment as at reporting date.

As the consolidated entity holds only 5% of the issued capital of B&P, the directors have concluded that the consolidated entity does not have a controlling interest in B&P.

#### Note 3. Critical accounting judgements, estimates and assumptions (continued)

#### Assessment of Fair Valuation of the Remarkable Milk Company Investment

On 1 April 2019 the consolidated entity completed an acquisition of 5% of the issued capital of Australian organic and conventional dairy and nutritional products manufacturer and exporter, The Remarkable Milk Company Pty Ltd (RMC) for a total consideration of \$1,000,000, paid in cash.

The directors have evaluated the investment and have concluded that the consolidated entity does not have a significant influence over the managerial decision-making or operational performance of RMC and, accordingly, this investment is accounted for at fair value, with changes in fair value of the investment taken to the profit or loss. The directors consider this investment to meet the criteria of a Level 3 hierarchy investment.

As at 30 June 2019, based upon all available information from RMC the directors have assessed that the original purchase price at 1 April 2019 for the 5% stake is still the most appropriate and reliable valuation of this investment, given that the original purchase price was carried out relatively recently at arm's length, and that there is no ready market for this investment.

As the consolidated entity holds only 5% of the issued capital of RMC the directors have concluded that the consolidated entity does not have a controlling interest in RMC.

#### Recovery of deferred tax assets

Deferred tax assets are recognised for deductible temporary differences and/or tax losses only if the consolidated entity considers it is probable that future taxable amounts will be available to utilise those temporary differences and losses. No deferred tax assets were recognised as at 30 June 2019.

#### Control of entities where less than half of voting rights held

Management have determined that the consolidated entity controls the subsidiary Corio Bay Dairy Group Pty Ltd (CBDG), even though it holds less than half of the voting rights of this entity. This is because the consolidated entity has the ability to exercise effective control over CBDG as it has a casting vote on the Board of directors until such time as both of the following conditions are met:

- CBDG commences production by way of its organic nutritional milk spray dryer; and

- the balance of loans advanced to CBDG by the Company is reduced to \$30 million or less.

As these conditions have not been met as at 30 June 2019 the consolidated entity controls CBDG.

The acquisition was not accounted for as a business combination as, at the time the consolidated acquired its investment, CBDG was newly-incorporated and was not yet carrying on any business activities.

#### Note 4. Operating segments

#### Identification of reportable operating segments

During the year ended 30 June 2019 the consolidated entity operated in one business and geographical segment, being a provider of high quality Australian made health and wellness products throughout Australia.

#### Major customers

During the year ended 30 June 2019 approximately 13% (2018: 51%) of the consolidated entity's external revenue was derived from sales to one customer and approximately 12% (2018: 18%) of the consolidated entity's external revenue was derived from sales to another customer.

#### Note 5. Revenue

	Consolidated 2019 2018 \$'000 \$'000	
Revenue from contracts with customers Goods transferred at a point in time	795	1,441
Other revenue Other revenue	92	83
Revenue	887	1,524
Note 6. Expenses		
	Consolio 2019 \$'000	dated 2018 \$'000
Loss before income tax includes the following specific expenses:		
Amortisation Patents and trademarks Borrowing costs Other	9 89 2	8 - -
Total amortisation	100	8
Employee benefits expense excluding superannuation Employee benefits expense excluding superannuation	3,026	2,274
Note 7. Income tax benefit		
	Consolio 2019 \$'000	dated 2018 \$'000

	\$'000	\$'000
<i>Tax losses not recognised</i> Unused tax losses for which no deferred tax asset has been recognised	22,212	11,997
Potential tax benefit @ 27.5%	6,108	3,299

The above potential tax benefit for tax losses has not been recognised in the statement of financial position. These tax losses can only be utilised in the future if the continuity of ownership test is passed, or failing that, the same business test is passed.

#### Note 8. Current assets - trade and other receivables

	Consolio	Consolidated	
	2019 \$'000	2018 \$'000	
Trade receivables Other receivables BAS receivable	428 824 787	175 - 136	
	2,039	311	

The balance of Other receivables includes an amount of \$800,000 payable to the Company by Niche Dairy Pty Ltd (Niche). This receivable arises as the Company agreed to advance \$800,000 of Ioan funds to Corio Bay Dairy Group Pty Ltd (CBDG) on behalf of Niche, on the condition that Niche reimburse the Company for this amount. As CBDG, and the consolidated entity, have accounted for these Ioan funds on the basis that they have effectively been advanced by Niche, this \$800,000 is included in the \$1,686,000 Ioan payable in Note 17 of the annual report.

#### Note 9. Current assets - investments

	Consolid	Consolidated	
	2019 \$'000	2018 \$'000	
Term deposits	9,765	-	

Term deposits are deposits with banks made to secure bank guarantees or letters of credit in favour of third parties. These are expected to remain in place for at least 90 days, but no more than 12 months, from reporting date.

#### Note 10. Current assets - Prepayments and other

	Consolio	Consolidated	
	2019 \$'000	2018 \$'000	
Prepayments	3,369	474	
Other current assets	148	64	
	3,517	538	

Prepayments comprise amounts for prepaid marketing fees and deposits for future raw materials purchases. These amounts can vary significantly between different financial year ends, depending upon the timing of relevant purchase contracts and delivery/usage of the respective goods and services.

Prepayments at 30 June 2019 include advance payments of \$3,354,000 (30 June 2018: Nil) made by the consolidated entity to Blend & Pack Pty Ltd for supply of raw materials.

#### Note 11. Non-current assets - other financial assets

	Consolidated	
	2019 \$'000	2018 \$'000
Investment - Blend and Pack Investment - Remarkable Milk Company Long-term bank deposits	5,127 1,000 21	5,119 - 20
	6,148	5,139

The consolidated entity acquired 5% of the issued shares of Blend and Pack Pty Ltd (Blend & Pack) in September 2017. Blend and Pack is one of the largest manufacturers of nutritional dairy products in Australia and a holder of a Certification and Accreditation Administration of People's Republic of China (CNCA licence). The Consolidated Entity's investment in Blend & Pack is recorded at fair value.

Under the terms of the acquisition agreement for the Company's acquisition of the Blend & Pack shares (Acquisition Terms), Blend & Pack nominated the Company as Blend & Pack's first brand to obtain China Inspection Quarantine accreditation with the China Food and Drug Administration (CFDA), enabling the Company to sell infant formula in China in traditional retail (bricks and mortar) stores, as well as modern retail markets (online), as from 1 January 2018.

The Board has assessed the carrying value of its investment in Blend and Pack. This included a review by the Board of an independent valuation, which was performed on the business of Blend & Pack and the value of the Company's access to Blend and Pack's CNCA licence and nomination of the Company's infant formula with the CFDA, pursuant to the Acquisition Terms. On the basis of its review of this valuation, the Board concluded that the Company's investment in Blend & Pack is not impaired as at 30 June 2019.

Since the Blend and Pack acquisition, the CFDA's role has been subsumed into the China State Drug Administration (SDA) which is supervised by the China State Market Regulatory Administration (SMRA).

On 1 April 2019 the consolidated entity acquired 5% of the issued shares of The Remarkable Milk Company Pty Ltd (RMC) for a total consideration of \$1,000,000, paid in cash. RMC is an Australian seller and developer of brands providing organic and conventional dairy and nutritional products to the Asia Pacific retail markets. It has exclusive supply agreements with a number of parties, including the Company and Organic Dairy Farmers Australia Pty Ltd.

The directors have evaluated the investments in Blend and Pack and RMC and have concluded that the consolidated entity does not have a significant influence over the managerial decision-making or operational performance of either entity and, accordingly, each of these investments is accounted for at fair value, with changes in fair value of the investment taken to the profit or loss. The directors consider that each of these investments meet the criteria of a Level 3 hierarchy investment, in accordance with AASB 13 *Fair Value Measurement*, as both investments are shares in unlisted specialist proprietary limited companies, for which there is no active market nor readily observable valuation inputs. Accordingly, the directors have determined that it is reasonable to assess these assets' fair values based on the most recent, or expected future, arms'-length transactions in these shares. Based on these criteria, the directors have determined that the assets' carrying values are not materially different to their fair values at reporting date.

#### Note 12. Non-current assets - property, plant and equipment

	Consolidated	
	2019 \$'000	2018 \$'000
Land - at cost	2,100	-
Office equipment - at cost	9	
Property, plant & equipment under construction	10,280	769
	12,389	769

Consolidated	Land at cost \$'000	Property, plant & equipment under construction \$'000	Office equipment \$'000	Total \$'000
Balance at 1 July 2017 Additions	-	769	-	- 769
Balance at 30 June 2018 Additions	2,100	769 9,511	- 9	769 11,620
Balance at 30 June 2019	2,100	10,280	9	12,389

#### Land at cost

Land at cost comprises land, acquired by the consolidated entity during the year ended 30 June 2019, upon which its organic nutritional milk spray drying plant is currently being constructed. Given that the land was acquired during the current financial year, the directors do not believe that there has been a material movement in its value since the acquisition date and, therefore, it is reasonable to use cost as carrying value at reporting date.

#### Property, plant & equipment under construction

Property, plant and equipment under construction comprise the accumulated costs of land acquisition, preparation and construction work on the consolidated entity's organic nutritional milk spray drying plant, being constructed for Corio Bay Dairy Group Pty Ltd.

#### Note 13. Non-current assets - intangibles

	Consolio	Consolidated	
	2019 \$'000	2018 \$'000	
Goodwill - at cost	875	875	
Patents and trademarks - at cost Less: Accumulated amortisation	67 (45) 22	67 (38) 29	
	897	904	

#### Note 13. Non-current assets - intangibles (continued)

#### Goodwill

During the previous financial year, the consolidated entity acquired the Little Innoscents business.

The goodwill of \$875,000 represents the expected benefits expected to accrue to the consolidated entity from the Little Innoscents acquisition.

For the purpose of ongoing annual impairment testing goodwill is allocated to the Little Innoscents cash-generating unit (CGU), which is the unit expected to benefit from the synergies of the business combination from which the goodwill arises.

#### Methodology

An impairment loss expense in the profit or loss is recognised when the carrying amount of an asset exceeds its recoverable amount. The consolidated entity determined the recoverable amounts of the Little Innoscents CGU using a value in use approach.

The recoverable amounts of the CGU has been determined by valuation models that estimated the future cash flows relying on historical performance and growth, discounted to their present value using a discount rate that reflects current market assessments of the time value of money and the risks specific to the CGU.

The discounted cash flow model used in the assessment of value in use is sensitive to a number of key assumptions, including revenue growth rates, discount rates, operating costs and foreign exchange rates. These assumptions can change over short periods of time and can have a significant impact on the carrying value of the assets.

#### Impairment testing for CGUs containing goodwill

Goodwill arose in the business combinations for the acquisition of Little Innoscents. It represented the excess of the cost of the acquisition over the fair value of the consolidated entity's share of the identifiable net assets acquired and contingent liabilities assumed at the date of acquisition. Goodwill is allocated to the consolidated entity's cash generating units (CGUs) identified according to the consolidated entity's operating segments for impairment testing purposes.

In assessing whether an impairment adjustment is required for the carrying value of an asset, its carrying value is compared with its recoverable amount. The recoverable amount is the higher of the asset's fair value less costs to sell and value-in-use.

#### Value in use and key assumptions

The consolidated entity estimates the value-in-use of the Little Innoscents CGU using discounted cash flows. For the 2019 reporting period, the recoverable amount of the CGUs was determined based on value-in-use calculations which require the use of assumptions. The calculations use cash flow projections based on financial budgets approved by management covering a one-year period. Cash flows beyond the one-year period are extrapolated using the estimated growth rates and assumptions used in the value in use calculations are stated below:

- Discount rate 12.98%
- Management has made numerous assumptions about the budgeted revenue to be achieved in 2020, and this has
  resulted in a three-fold budgetted revenue increase compared to the actual revenues in 2019, this contemplates
  successful launch of new products from existing assets which would increase the company's revenues and cash flows.
- Growth projections revenue increase at average rates of approximately 7% per annum, based on past and expected trends
- Expenses increase at average rates of 7% per annum, based on past based on past and expected trends
- Long term growth rate used to extrapolate cash flow projections beyond forecast period 2% per annum

Apart from the considerations described in determining the value-in-use of the cash-generating units described above, management is not currently aware of any other probable changes that would necessitate changes in its key estimates.

#### Note 14. Non-current assets - other

	Consolida	Consolidated	
	2019 \$'000	2018 \$'000	
Prepayments	4,200	-	
Borrowing costs Less: Accumulated amortisation - borrowing costs	584 (89) 495	-	
	4,695	_	

Prepayments includes payments of \$4,000,000, made by the consolidated entity during the year ended 30 June 2019, in order to secure cost reductions in the future supply of milk to the consolidated entity's future organic nutritional milk spray drying operation. As this operation is expected to commence more than 12 months after the end of the reporting period, this item is recognised as a non-current asset at the end of the reporting period.

Borrowing costs relate to capitalised borrowing costs incurred in relation to loan facilities established to fund the consolidated entity's plant construction. These costs are being amortised over the expected three year life of the loan facility.

#### Note 15. Current liabilities - trade and other payables

	Consolio	Consolidated	
	2019 \$'000	2018 \$'000	
Trade Payables Accruals	3,854 314	933 356	
Other payables	519	385	
	4,687	1,674	

Refer to note 21 for further information on financial instruments.

#### Note 16. Current liabilities - borrowings

	Consoli	Consolidated	
	2019 \$'000	2018 \$'000	
Loans - other	375	375	

Refer to note 21 for further information on financial instruments.

This loan has been made by a non-related entity to the consolidated entity as part of establishment funding for Corio Bay Dairy Group Pty Ltd. The loan is unsecured, is interest-free and is repayable at call.

#### Note 17. Non-current liabilities - borrowings

	Conse	olidated
	2019 \$'000	2018 \$'000
Loan - Niche Dairy Pty Ltd	1,686	600

#### Note 17. Non-current liabilities - borrowings (continued)

Refer to note 21 for further information on financial instruments.

This loan has been made to Corio Bay Dairy Group Pty Ltd (CBDG) by Niche Dairy Pty Ltd (Niche), which has a 5% shareholding in CBDG. The loan has been made in accordance with the agreed CBDG project funding facility. The loan facility, in conjunction with funds to be advanced by CBDG by the Company, is to be used to fund the working capital requirements of CBDG and its development of an organic nutritional milk spray dryer. The loan has a term of ten years and interest is payable at a combination of the RBA 90 day swap rate, on 54% of the loan, and 15% per annum on the remainder. The loan is secured by a charge over all assets of CBDG.

Financing arrangements

Unrestricted access was available at the reporting date to the following lines of credit:

	Consoli	Consolidated	
	2019 \$'000	2018 \$'000	
Total facilities Loan facility from private equity fund	20,000	20,000	
Used at the reporting date Loan facility from private equity fund			
Unused at the reporting date Loan facility from private equity fund	20,000	20,000	

The loan facility is a \$20 million 3-year loan at an interest rate of 8.0% p.a. with Prospere Advisor Limited (Prospere). Prospere is a private equity fund specialising in healthcare and wellness and was seeded by Mason Group Holdings Limited. The loan was intended to be used to fund the Consolidated Entity's working capital requirements and the design and construction, by controlled entity Corio Bay Dairy Group Pty Ltd, of a major organic milk spray drying facility in Geelong, Victoria.

The Company has announced that, following the completion of a new proposed \$75m debt facility, the existing \$20 million loan facility provided by Prospere would be terminated.

#### Note 18. Equity - issued capital

	Consolidated			
	2019 Shares	2018 Shares	2019 \$'000	2018 \$'000
Ordinary shares - fully paid	194,503,140	194,503,140	74,900	74,900

#### Ordinary shares

Ordinary shares entitle the holder to participate in dividends and the proceeds on the winding up of the Company in proportion to the number of and amounts paid on the shares held. The fully paid ordinary shares have no par value and the Company does not have a limited amount of authorised capital.

On a show of hands every member present at a meeting in person or by proxy shall have one vote and upon a poll each share shall have one vote.

#### Share buy-back

There is no current on-market share buy-back.

#### Note 18. Equity - issued capital (continued)

#### Capital risk management

The consolidated entity's objectives when managing capital is to safeguard its ability to continue as a going concern, so that it can provide returns for shareholders and benefits for other stakeholders and to maintain an optimum capital structure to reduce the cost of capital.

Capital is regarded as total equity, as recognised in the statement of financial position, plus net debt. Net debt is calculated as total borrowings less cash and cash equivalents.

In order to maintain or adjust the capital structure, the consolidated entity may adjust the amount of dividends paid to shareholders, return capital to shareholders, issue new shares or sell assets to reduce any debt.

The consolidated entity would look to raise capital when an opportunity to invest in a business or company was seen as value adding relative to the current Company's share price at the time of the investment.

The capital risk management policy remains unchanged from the 30 June 2018 Annual Report.

#### Note 19. Equity - Reserves

	Consolidated	
	2019 \$'000	2018 \$'000
Share-based payments reserve	12,233	11,993

Share-based payments reserve

The reserve is used to recognise the value of equity benefits provided to employees and directors as part of their remuneration, and other parties as part of their compensation for services.

Movements in reserves

Movements in each class of reserve during the current and previous financial year are set out below:

Consolidated	Share based payments reserve \$'000
Balance at 1 July 2017	58
Issue of options to financiers	2,214
Issue of options to service providers	214
Exercise of options	(214)
Vesting of employee Loan Share Plan shares	9,721
Balance at 30 June 2018	11,993
Vesting of employee Loan Share Plan shares	240
Balance at 30 June 2019	12,233

#### Note 20. Equity - dividends

There were no dividends paid, recommended or declared during the current or previous financial year.

#### Note 21. Financial instruments

#### Financial risk management objectives

The consolidated entity's activities expose it to a variety of financial risks: market risk (including foreign currency risk, price risk and interest rate risk), credit risk and liquidity risk. The consolidated entity's overall risk management program focuses on the unpredictability of financial markets and seeks to minimise potential adverse effects on the financial performance of the consolidated entity.

Risk management is carried out by senior finance executives ('finance') under policies approved by the Board of Directors ('the Board'). These policies include identification and analysis of the risk exposure of the consolidated entity and appropriate procedures, controls and risk limits.

#### Market risk

#### Foreign currency risk

The consolidated entity undertakes certain transactions denominated in foreign currency and is exposed to foreign currency risk through foreign exchange rate fluctuations, however these are not currently at a level that creates a material risk for the consolidated entity.

Foreign exchange risk arises from future commercial transactions and recognised financial assets and financial liabilities denominated in a currency that is not the entity's functional currency. The risk is measured using sensitivity analysis and cash flow forecasting.

The consolidated entity will monitor the level of its business activities and transactions denominated in foreign currency and will implement appropriate risk management policies procedures as required.

#### Price risk

The investment in Blend and Pack Pty Ltd is subject to price risk. Blend and Pack Pty Ltd is an unquoted private company incorporated in Australia. A 10% movement in the share price in Blend and Pack Pty Ltd would increase or decrease the carrying value of the investment by approximately \$0.5 million.

The investment in The Remarkable Milk Company Pty Ltd is subject to price risk. The Remarkable Milk Company Pty Ltd is an unquoted private company incorporated in Australia. A 10% movement in the share price in Blend and Pack Pty Ltd would increase or decrease the carrying value of the investment by approximately \$0.1 million.

#### Interest rate risk

As at reporting date the Consolidated Entity did not have a material interest rate risk arising from borrowings. The cash holding of the Consolidated Entity is highly liquid and short-term in nature and has no material fair value risk to changes in interest rates.

#### Credit risk

Credit risk refers to the risk that a counterparty will default on its contractual obligations resulting in financial loss to the consolidated entity. The consolidated entity has a strict code of credit, including obtaining agency credit information, confirming references and setting appropriate credit limits. The consolidated entity obtains guarantees where appropriate to mitigate credit risk. The maximum exposure to credit risk at the reporting date to recognised financial assets is the carrying amount, net of any provisions for impairment of those assets, as disclosed in the statement of financial position and notes to the financial statements. The consolidated entity does not hold any collateral.

The consolidated entity has adopted a lifetime expected loss allowance in estimating expected credit losses to trade receivables through the use of a provisions matrix using fixed rates of credit loss provisioning. These provisions are considered representative across all customers of the consolidated entity based on recent sales experience, historical collection rates and forward-looking information that is available.

Generally, trade receivables are written off when there is no reasonable expectation of recovery. Indicators of this include the failure of a debtor to engage in a repayment plan, no active enforcement activity and a failure to make contractual payments for a period greater than 1 year.

#### Liquidity risk

Vigilant liquidity risk management requires the consolidated entity to maintain sufficient liquid assets (mainly cash and cash equivalents) and available borrowing facilities to be able to pay debts as and when they become due and payable.

#### Note 21. Financial instruments (continued)

The consolidated entity manages liquidity risk by maintaining adequate cash reserves and available borrowing facilities by continuously monitoring actual and forecast cash flows and matching the maturity profiles of financial assets and liabilities.

#### Financing arrangements

Unused borrowing facilities at the reporting date:

	Consolidated	
	2019	
	\$'000	\$'000
Loan facility from private equity fund	20,000	20,000

Amounts drawn down under the loan facility will need to be repaid within 3 years. Interest will be charged on borrowed funds at 8% per annum.

Funds drawn under the facility will be secured by a security deed entered into by the Company with the Lender under which the Company grants a security interest over all its rights and interests under the Loan Agreements under which the Company loans funds to Corio Bay Dairy Group Pty Ltd.

#### Remaining contractual maturities

The following tables detail the consolidated entity's remaining contractual maturity for its financial instrument liabilities. The tables have been drawn up based on the undiscounted cash flows of financial liabilities based on the earliest date on which the financial liabilities are required, or expected, to be paid. The tables include both interest and principal cash flows disclosed as remaining contractual maturities and therefore these totals may differ from their carrying amount in the statement of financial position.

Consolidated - 2019	Weighted average interest rate %	1 year or less \$'000	Between 1 and 2 years \$'000	Between 2 and 5 years \$'000	Over 5 years \$'000	Remaining contractual maturities \$'000
Non-derivatives						
Non-interest bearing						
Trade payables	-	3,854	-	-	-	3,854
Accruals	-	314	-	-	-	314
Other payables	-	520	-	-	-	520
Other loans	-	375	-	-	-	375
<i>Interest-bearing - variable</i> Loan - Niche Dairy Pty Ltd	1.20%	-	-	-	772	772
<i>Interest-bearing - fixed rate</i> Loan - Niche Dairy Pty Ltd	15.00%	-	-	-	914	914
Total non-derivatives		5,063		-	1,686	6,749

#### Note 21. Financial instruments (continued)

Consolidated - 2018	Weighted average interest rate %	1 year or less \$'000	Between 1 and 2 years \$'000	Between 2 and 5 years \$'000	Over 5 years \$'000	Remaining contractual maturities \$'000
Non-derivatives Non-interest bearing						
Trade payables	-	933	-	-	-	933
Accruals	-	356	-	-	-	356
Other payables	-	385	-	-	-	385
Other loans	-	375	-	-	-	375
<i>Interest-bearing - variable</i> Loan - Niche Dairy Pty Ltd	2.11%	-	341	-	-	341
<i>Interest-bearing - fixed rate</i> Loan - Niche Dairy Pty Ltd	15.00%		366			366
Total non-derivatives		2,049	707	-		2,756

The cash flows in the maturity analysis above are not expected to occur significantly earlier than contractually disclosed above.

#### Fair value of financial instruments

Unless otherwise stated, the carrying amounts of financial instruments reflect their fair value.

#### Note 22. Key management personnel disclosures

#### Compensation

The aggregate compensation made to directors and other members of key management personnel of the consolidated entity is set out below:

	Consoli	dated
	2019 \$	2018 \$
Short-term employee benefits Post-employment benefits	1,786,691 72,672	1,419,334 70,297
Long-term benefits Share-based payments	7,041	19,020 8,471,000
	1,866,404	9,979,651

#### Note 23. Remuneration of auditors

During the financial year the following fees were paid or payable for services provided by William Buck Audit (Vic) Pty Ltd, the auditor of the Company:

	Consolidated	
	2019 \$	2018 \$
Audit services - William Buck	= 4 000	
Audit or review of the financial statements	74,000	64,000
Other services - William Buck		
Tax consulting	-	6,000
Due diligence on business acquisition	-	9,820
Other assurance services	2,250	9,000
	2,250	24,820
	76,250	88,820

#### Note 24. Contingent liabilities and contingent assets

There were no contingent liabilities or contingent assets as at 30 June 2019 (2018: Nil).

#### Note 25. Commitments

	Consolidated	
	2019 \$'000	2018 \$'000
<i>Capital commitments</i> Committed at the reporting date but not recognised as liabilities, payable: Property, plant and equipment	32,043	
Lease commitments - operating Committed at the reporting date but not recognised as liabilities, payable:		
Within one year	111	43
One to five years	144	25
	255	68

Capital commitments relate to asset acquisitions and construction work relating to the consolidated entity's organic nutritional milk spray drying plant, being constructed for Corio Bay Dairy Group Pty Ltd.

Operating lease commitments includes contracted amounts for various warehouses and offices under non-cancellable operating leases expiring within 2 months to 2 years with, in some cases, options to extend. On renewal, the terms of the leases are renegotiated.

### Note 26. Related party transactions

Parent entity Wattle Health Australia Limited is the parent entity.

Subsidiaries Interests in subsidiaries are set out in note 28.

#### Note 26. Related party transactions (continued)

Key management personnel Disclosures relating to key management personnel are set out in note 22 and the remuneration report included in the directors' report.

Transactions with related parties There were no transactions with related parties during the current and previous financial year.

Receivable from and payable to related parties There were no trade receivables from or trade payables to related parties at the current and previous reporting date.

Loans to/from related parties

There were no loans to or from related parties at the current and previous reporting date.

#### Note 27. Parent entity information

Set out below is the supplementary information about the parent entity.

Statement of profit or loss and other comprehensive income

	Paren	t
	2019 \$'000	2018 \$'000
Loss after income tax	(8,296)	(19,815)
Total comprehensive loss	(8,296)	(19,815)
Statement of financial position		

	Parent	
	2019 \$'000	2018 \$'000
Total current assets	32,175	51,529
Total assets	55,376	63,134
Total current liabilities	2,063	1,775
Total liabilities	2,097	1,801
Equity Issued capital Share-based payments reserve Accumulated losses	74,900 12,233 (33,854)	74,900 11,993 (25,560)
Total equity	53,279	61,333

Guarantees entered into by the parent entity in relation to the debts of its subsidiaries

The parent entity had no guarantees in relation to the debts of its subsidiaries as at 30 June 2019 and 30 June 2018.

Contingent liabilities

The parent entity had no contingent liabilities as at 30 June 2019 and 30 June 2018.

Capital commitments - Property, plant and equipment The parent entity had no capital commitments for property, plant and equipment as at 30 June 2019 and 30 June 2018.

#### Note 27. Parent entity information (continued)

Significant accounting policies The accounting policies of the parent entity are consistent with those of the consolidated entity, as disclosed in note 2, except for the following:

- Investments in subsidiaries are accounted for at cost, less any impairment, in the parent entity. ٠
- •
- Investments in associates are accounted for at cost, less any impairment, in the parent entity. Dividends received from subsidiaries are recognised as other income by the parent entity and its receipt may be an • indicator of an impairment of the investment.

#### Note 28. Interests in controlled entities

The consolidated financial statements incorporate the assets, liabilities and results of the following subsidiaries in accordance with the accounting policy described in note 2:

				rent	Non-control	
	Principal place of business / Country of		Ownership interest 2019	Ownership interest 2018	Ownership interest 2019	Ownership interest 2018
Name	incorporation	Principal activities	%	%	%	%
Little Innoscents Pty Ltd		Provision of organic baby skincare, aromatherapy essential oils and domestic cleaning				
	Australia	products Design, construction and	80.00%	80.00%	20.00%	20.00%
Corio Bay Dairy Group Pty Ltd		operation of a dedicated organic milk spray drying				
M/- (II- 11 III-	Australia	facility Facilitate marketing and selling of	45.00%	45.00%	55.00%	55.00%
Wattle Health Australia (Vietnam) Co. Ltd Shanghai Wattle Health Trading Company Limited	Vietnam	Consolidated Entity's products into Vietnam Facilitate marketing and selling of Consolidated	100.00%	100.00%	-	-
Wattle Health	China	Entity's products into China	100.00%	-	-	-
Australia Investments Pty Ltd	Australia	Investment	100.00%	-	-	-

In addition to the above entities, the Company has non-controlling interests in the following companies:

Blend and Pack Pty Ltd (5% holding)

The Remarkable Milk Company Pty Ltd (5% holding)

#### Note 28. Interests in controlled entities (continued)

Summarised financial information

Summarised financial information of subsidiaries with non-controlling interests that are material to the consolidated entity are set out below:

	Corio Bay Dairy Group Pty Ltd		
	2019 \$'000	2018 \$'000	
Summarised statement of financial position Current assets Non-current assets	1,239 17,314	5,340 767	
Total assets	18,553	6,107	
Current liabilities Non-current liabilities	2,477 16,860	7 6,000	
Total liabilities	19,337	6,007	
Net assets/(liabilities)	(784)	100	
Summarised statement of profit or loss and other comprehensive income Expenses	(884)		
Loss before income tax expense Income tax expense	(884)	-	
Loss after income tax expense	(884)	-	
Other comprehensive income		-	
Total comprehensive loss	(884)	-	
Statement of cash flows Net cash used in operating activities Net cash used in investing activities Net cash from financing activities	(712) (14,164) 10,000	(196) (767) 6,100	
Net increase/(decrease) in cash and cash equivalents	(4,876)	5,137	
Other financial information Loss attributable to non-controlling interests Accumulated non-controlling interests at the end of reporting period	<u>(366)</u> (311)	<u>-</u> 55	

The non-controlling interest in relation to Little Innoscents Pty Ltd is not material to the consolidated entity.

#### Note 29. Events after the reporting period

On 2 July 2019, the Company announced that it had signed a revised debt facility term sheet to increase proposed net cash funding up to US\$85 million with Gramercy Funds Management LLC (Gramercy), and that it was negotiating to increase its shareholding interest in Blend and Pack Pty Ltd to 93.5%.

On 17 July 2019, the Company announced that it had initiated legal action in India against India-based Vasudevan and Sons Exim Private Limited (VSEP) following VSEP's failure to provide a bank guarantee in connection with an agreement for it to purchase baby food products from the Company. The legal action was initiated by the Company to protect its commercial interest and with a view to recover losses.

On 31 July 2019, the Company's shareholders approved the Company's acquisition of 75% of the shares of Blend and Pack Pty Ltd, subject to the completion of contractual conditions.

No other matter or circumstance has arisen since 30 June 2019 that has significantly affected, or may significantly affect the consolidated entity's operations, the results of those operations, or the consolidated entity's state of affairs in future financial years.

#### Note 30. Reconciliation of loss after income tax to net cash used in operating activities

	Consolidated	
	2019 \$'000	2018 \$'000
Loss after income tax expense for the year	(10,341)	(19,839)
Adjustments for: Share-based payments Bad debts written off Impairment and fair loss value on other financial assets Write off of inventories Amortisation expense	240 - 1,550 100	12,149 14 71 - 8
Change in operating assets and liabilities: Increase in trade and other receivables Decrease/(increase) in finished goods inventory Decrease in prepayments (Increase) in deposits Increase in trade and other payables Increase in provisions	(337) (171) 122 (4,232) 377 18	(198) 304 547 - 784 101
Net cash used in operating activities	(12,674)	(6,059)

#### Note 31. Loss per share

	Consolidated	
	2019 \$'000	2018 \$'000
Loss after income tax Non-controlling interest	(10,341) 430	(19,839) <u>6</u>
Loss after income tax attributable to the owners of Wattle Health Australia Limited	(9,911)	(19,833)

#### Note 31. Loss per share (continued)

	Number	Number
Weighted average number of ordinary shares used in calculating basic earnings per share	194,503,140	148,852,006
Weighted average number of ordinary shares used in calculating diluted earnings per share	194,503,140	148,852,006
	Cents	Cents
Basic loss per share	(5.10)	(13.32)
Diluted loss per share	(5.10)	(13.32)

The dilutive impact of loan funded shares and options has not been included in the weighted average number of ordinary shares for the purposes of calculating diluted EPS as it does not meet the requirements for inclusion in AASB 133 'Earnings Per Share'. The rights to these loan funded shares and options are non-dilutive as the consolidated entity is loss generating.

#### Note 32. Share-based payments

#### Options

The consolidated entity may issue options to services providers as consideration for services provided to the consolidated entity.

On 18 June 2018, the consolidated entity issued 4,687,500 unlisted options in accordance with a loan facility agreement entered into with a private financier (Prospere Advisor Limited). These options were fully expensed upon issue, with a share based payments expense of \$2,213,672 recognised in the financial year ended 30 June 2018.

Set out below are summaries of options granted:

2019			Delence et				Delence of
Grant date	Expiry date	Exercise price	Balance at the start of the year	Granted	Exercised	Expired/ forfeited/ other	Balance at the end of the year
18/06/2018	17/06/2020	\$1.60	4,687,500	-	-	-	4,687,500
			4,687,500	-	-	-	4,687,500
Weighted ave	rage exercise price		\$1.60	\$0.00	\$0.00	\$0.00	\$1.60
2018							
		<b>_</b> .	Balance at			Expired/	Balance at
Grant date	Expiry date	Exercise price	the start of the year	Granted	Exercised	forfeited/ other	the end of the year
19/07/2017	10/08/2018	\$0.56	-	892,857	(892,857)	-	-
18/06/2018	17/06/2020	\$1.60	-	4,687,500	· · · /	-	4,687,500
10/00/2010	17/06/2020	ψ1.00		4,007,000	_		-,007,000
10/00/2010	17/00/2020	φ1.00	-	5,580,357	(892,857)	-	4,687,500

#### Note 32. Share-based payments (continued)

Set out below are the options exercisable at the end of the financial year:

Grant date	Expiry date	2019 Number	2018 Number
18/06/2018	18/06/2020	4,687,500	4,687,500
		4,687,500	4,687,500

The weighted average remaining contractual life of options outstanding at the end of the financial year was 0.97 years (2018: 1.97).

#### Loan Funded Shares

On 20 November 2017, shareholders approved the Company's Employee Share Loan Plan, which provided for the issue of Loan Funded Shares (LFS) to the Company's directors, executives, employees and consultants (Employees).

The terms of the LFS are:

- a loan (Loan) is advanced by the Company to the Employee for the purpose of funding ordinary shares in the Company (Loan Funded Shares), issued by the Company to the Employee at the time the Loan is made;
- Loan is limited recourse loan, secured only by the Loan Funded Shares;
- Loan Funded Shares cannot be disposed of or transferred until the Loan is repaid;
- Loan is interest-free;
- Loan is due and payable 90 days after the Employee ceases employment with the Company or three years from the date the Loan is made, whichever is the earlier (Repayment Date);
- the Employee may repay some or all of the Loan before the Repayment Date;
- if the Employee fails to repay the Loan within 21 days of the Repayment Date, the Employee will forfeit their interest in the Loan Funded Shares and the Company may take such action as it considers appropriate, including undertaking a buy-back and cancellation of the Loan Funded Shares or sale of the Loan Funded Shares;
- after any vesting conditions are met, the Loan Funded Shares carry the same dividend and voting rights as other ordinary shares of the Company.

On 20 November 2017, shareholders approved the Company's proposal to issue up to 6,000,000 Loan Funded Shares (LFS) to Directors of the Company with a repayment date of 3 years from the date of the Company entering into the Loan Agreement. LFS were issued to Directors on 21 November 2017 and the share price on the day was \$2.15. The loan repayment amount is \$2.15 per LFS.

On 21 December 2017, the Company issued 7,437,500 LFS to employees with each of the relevant tranches having various vesting conditions based on service and performance targets. Unvested LFS are held in escrow until their vesting date. The share price on the day of issue was \$1.535. The loan repayment amount is \$2.15 per LFS.

For accounting purposes the Loan Funded Share arrangement is treated as an option and is accounted for as a share based payment in accordance with AASB 2 'Share Based Payments'. Accordingly, no loan receivable is required to be recognised in the accounts of the Company.

A share based payment expense amounting to \$239,908 was recorded for the year ended 30 June 2019 in relation to the issues of LFS (2018: \$9,720,963).

# **Directors' declaration**

In the directors' opinion:

- the attached financial statements and notes comply with the Corporations Act 2001, the Accounting Standards, the Corporations Regulations 2001 and other mandatory professional reporting requirements;
- the attached financial statements and notes comply with International Financial Reporting Standards as issued by the International Accounting Standards Board as described in note 2 to the financial statements;
- the attached financial statements and notes give a true and fair view of the consolidated entity's financial position as at 30 June 2019 and of its performance for the financial year ended on that date; and
- there are reasonable grounds to believe that the Company will be able to pay its debts as and when they become due and payable.

The directors have been given the declarations required by section 295A of the Corporations Act 2001.

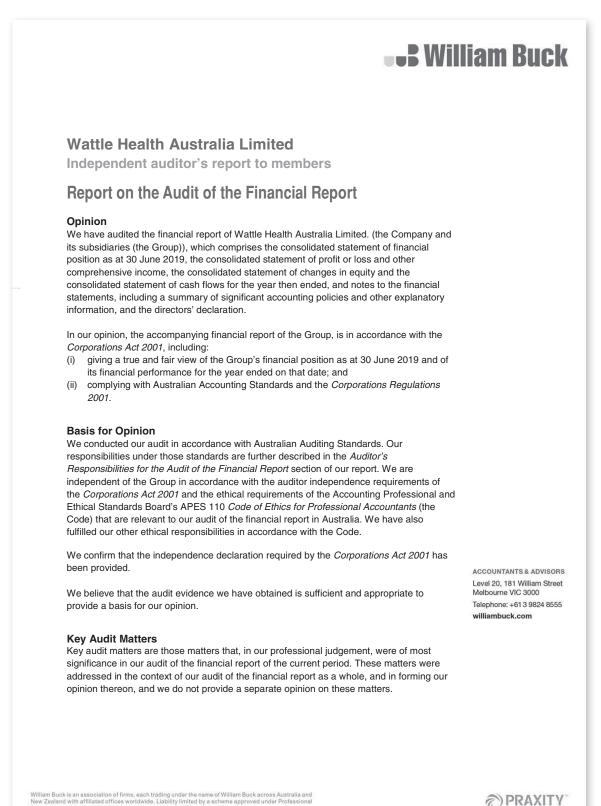
Signed in accordance with a resolution of directors made pursuant to section 295(5)(a) of the Corporations Act 2001.

On behalf of the directors

Lazarus Karasavvidis Executive Chairman

20 September 2019 Melbourne

## Independent auditor's report



William Buck is an association of firms, each trading under the name of William Buck across Australia and New Zealand with affiliated offices worldwide. Llability limited by a scheme approved under Professional Standards Legislation other than for acts or omissions of financial services licensees.

Annual Report 2019 57

# Independent auditor's report continued

	<b>William B</b>
CAPITAL WORK IN PROGRESS	
Area of focus Refer also to notes 2 and 12	How our audit addressed it
During the financial year the Group significantly invested in the design and contruction, of a major organic milk spray drying facility at a site in Geelong, through the acquisition of plant and equipment by controlled entity Corio Bay Dairy Group Pty Ltd. The works have been classified as capital-work-in progress until such time as the facility is completed. The Group's accounting policy for depreciating such property, plant and equipment is over the term of the useful life of the asset, from when it is held ready for use. As the milk spray drying facility has not yet entered service no depreciation has been expensed in the current financial year.	<ul> <li>Our audit procedures included:</li> <li>Vouching material acquisition of land, buildings and equipment to supporting contracts;</li> <li>Examining the underlying material plant and equipment costs which have been capitalised in the year to determine whether that plant and equipment is held and ready for use and therefore subject to depreciation; and</li> <li>We have assessed the adequacy of disclosures in relation to property, plant and equipment in the Notes to the financial report.</li> </ul>
CLASSIFICATION AND VALUATION OF INVESTME	
Area of focus Refer also to notes 2 , 3, 11 and 29	How our audit addressed it
As at 30 June 2019 based upon all available information from Blend & Pack, the assessed original purchase price stake is still the most apprioriate and reliable valuation for the investment. Subsequent to year end the Group announced that it had signed a debt facility term sheet to increased proposed net cash funding up to US\$85 million and that it was negotiating to increase its shareholding interest in Blend & Pack to 93.5%. On 31 July 2019, the Group's shareholders approve d the acquisition of 75% of the shares of Blend &Pack, subject to the completion of contractual conditions.	<ul> <li>Our audit procedures included:</li> <li>Determined that the investment was valued appropriately and in line with AASB 13 – Fair Value Measurement. As part of this assessment we reviewed the following information;</li> <li>independent valuation commissioned by management in the prior year;</li> <li>the proposed acquisition agreement to acquire a controlling stake, which was approved by the Groups shareholders; and</li> <li>assessed the assumptions used in concluding that carrying value was appropriate at 30 June 2019.</li> </ul>
	We have also assessed the adequacy of disclosures in relation to the investment and subsequent events in the Notes to the financial report.

# **William Buck**

#### **Other Information**

The directors are responsible for the other information. The other information comprises the information in the Group's annual report for the year ended 30 June 2019, but does not include the financial report and the auditor's report thereon.

Our opinion on the financial report does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial report, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial report or our knowledge obtained in the audit or otherwise appears to be materially misstated.

If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

#### **Responsibilities of the Directors for the Financial Report**

The directors of the Company are responsible for the preparation of the financial report that gives a true and fair view in accordance with Australian Accounting Standards and the *Corporations Act 2001* and for such internal control as the directors determine is necessary to enable the preparation of the financial report that gives a true and fair view and is free from material misstatement, whether due to fraud or error.

In preparing the financial report, the directors are responsible for assessing the ability of the Group to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the Group or to cease operations, or has no realistic alternative but to do so.

#### Auditor's Responsibilities for the Audit of the Financial Report

Our objectives are to obtain reasonable assurance about whether the financial report as a whole is free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with the Australian Auditing Standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of this financial report.

A further description of our responsibilities for the audit of these financial statements is located at the Auditing and Assurance Standards Board website at:

http://www.auasb.gov.au/auditors\_responsibilities/ar1.pdf

This description forms part of our independent auditor's report.

# Independent auditor's report continued

# **William Buck Report on the Remuneration Report Opinion on the Remuneration Report** We have audited the Remuneration Report included in the directors' report for the year ended 30 June 2019. In our opinion, the Remuneration Report of Wattle Health Australia Limited, for the year ended 30 June 2019, complies with section 300A of the Corporations Act 2001. Responsibilities The directors of the Company are responsible for the preparation and presentation of the Remuneration Report in accordance with section 300A of the Corporations Act 2001. Our responsibility is to express an opinion on the Remuneration Report, based on our audit conducted in accordance with Australian Auditing Standards. William Buck William Buck Audit (Vic) Pty Ltd ABN: 59 116 151 136 A. A. Finnis Director Melbourne, 20th September 2019

# **Shareholder information**

The shareholder information set out below was applicable as at 19 August 2018.

#### **Corporate Governance Statement**

Refer to the Company's Corporate Governance statement at: www.wattlehealth.com.au.

**Distribution of equity securities** Analysis of number of equity security holders by size of holding:

	Number of holders of shares - Voluntary- escrowed until 15 December 2019	Number of holders of shares - Voluntary- escrowed - other	Number of holders of shares - Fully paid ordinary shares
1 to 1,000	-	-	1,434
1,001 to 5,000	2	-	2,013
5,001 to 10,000	1	-	890
10,001 to 100,000	1	2	1,252
100,001 and over		2	219
	4	4	5,808
Holding less than a marketable parcel			1,519

In addition to the above shareholdings, the Company has following unquoted equity security holders by size of holding:

Number of holders -Unquoted options

100,001 - and over

1

# Shareholder information continued

#### Equity security holders

*Twenty largest quoted equity security holders* The names of the twenty largest security holders of quoted equity securities are listed below:

	Ordinary shares % of total shares	
	Number held	issued
WATTLE TRADING PTY LTD JAMATA PTY LTD + LLEA LK PTY LTD (LMB WATTLE TRADING UNIT A/C) GGP INVESTMENTS PTY LTD (GGP SUPERANNUATION FUND A/C) HSBC CUSTODY NOMINEES (AUSTRALIA) LIMITED BRILLIANT RIVER LIMITED GREGORY RASMAS (OLLIFENT INVESTMENT A/C) TNL GROUP PTY LTD (LKAK INVESTMENT A/C) J P MORGAN NOMINEES AUSTRALIA PTY LIMITED JAMATA PTY LTD WILLIAMS FAMILY TRUST (WILLIAMS FAMILY A/C) CITICORP NOMINEES PTY LIMITED MR GEORGE KARAFOTIAS ACEE GROUP PTY LTD ELZED HOLDINGS PTY LTD JB ADVISORY PTY LIMITED (CALLANAN FAMILY A/C) INVIA CUSTODIAN PTY LIMITED (B & D FAMILY A/C) SKANDALELLIS PTY LTD (SKANDA SUPER FUND A/C) MR ANDREW GRANT	Number held 22,027,890 11,986,844 11,950,130 8,358,232 7,480,801 7,342,630 4,000,000 3,930,756 3,000,000 2,154,216 2,103,630 1,872,371 1,812,500 1,306,578 1,159,437 1,020,800 1,010,000 1,000,100	11.33 6.16 6.14 4.30 3.85 3.78 2.06 2.02 1.54 1.11 1.08 0.96 0.93 0.67 0.60 0.52 0.52 0.51
ACEE GROUP PTY LTD (CEJ FAMILY A/C) B & GU PTY LTD (THE YAJUNE FAMILY A/C)	1,000,000 1,000,000	0.51 0.51
	95,516,915	49.10

Unquoted equity securities	Number on issue	Number of holders
Options over ordinary shares issued	4,687,500	1

The following persons hold 20% or more of unquoted equity securities in an unquoted class:

Name	Class	Number held
Prospere Advisor Limited	Options over ordinary shares issued	4,687,500

Substantial holders

Substantial holders in the Company are set out below:

	Ordinary shares % of total	
	Number held	shares issued
Lazarus Karasavvidis*	38,014,734	19.54
Martin Glenister*	37,014,734	19.03
Ian Ollifent	18,577,689	9.55
Industry Super Holdings Pty Ltd	11,718,424	6.02

- \* 34,014,734 of these shares are held by entities that are jointly controlled by Mr Karasavvidis and Mr Glenister. Accordingly:
  - Mr Karasavvidis and Mr Glenister jointly control 34,014,734 shares;
    Mr Karasavvidis holds 4,000,000 shares in his own right; and

  - Mr Glenister holds 3,000,000 shares in his own right.

#### Voting rights

The voting rights attached to ordinary shares are set out below:

#### Ordinary shares

On a show of hands every member present at a meeting in person or by proxy shall have one vote and upon a poll each share shall have one vote.

#### Securities subject to voluntary escrow

Class	Expiry date	Number of shares
Voluntary escrowed - ES1 & ES2	20 December 2020	230,000
Voluntary escrowed - ESC	20 December 2020	632,500

862,500

# **Corporate Directory**

#### **Directors**

Lazarus Karasavvidis (Executive Chairman and Chief Executive Officer)

Eric Jiang (Non-Executive Director)

Peter Biantes (Non-Executive Director)

**Georgia Sotiropoulos** (Executive Director)

Kobe Li (Non-Executive Director)

## **Company secretary**

Kobe Li

#### **Registered office**

17/71 Victoria Crescent Abbotsford VIC 3067 Ph: 03 8399 9419

#### **Principal place of business**

17/71 Victoria Crescent Abbotsford VIC 3067 Ph: 03 8399 9419

#### **Share register**

**Computershare Investor Registry Services** Yarra Falls 452 Johnston Street Abbotsford, Victoria, 3067 Ph: 1300 787 272

#### Auditor

William Buck Level 20, 181 William Street Melbourne VIC 3000

### Stock exchange listing

Wattle Health Australia Limited shares are listed on the Australian Securities Exchange (ASX code: WHA)

#### Website

www.wattlehealth.com.au

