



F21 Q1 INVESTOR UPDATE

23 October 2020

Lark Distilling Co. Limited

FY21 Q1 KEY HIGHLIGHTS (PERIOD ON PERIOD COMPARISON)

- ▶ **Gross Revenue** **\$3.0m**
+\$1.6m (+110%)
- ▶ **GP** **\$1.4m**
+627k (+79%)
- ▶ **EBIT** **\$71.0k**
+477k (+118%)
- ▶ **Cash Balance** **\$12.6m**
+\$7.4m (+141%)
- ▶ **Capital Raise** **\$8.85m**
- ▶ **Whisky Under Maturation** **770,000 litres**
+261,000 (+51%)
- ▶ **NSR / Value of Litres of Maturation** **\$106,986,776**



Successful launch of the SYMPHONY Series in Q1 to both trade and direct to consumer.



A CLOSER LOOK AT THE NUMBERS

Q1 FY21				Q1 FY20		Var F21 vs. F20	
Gross Sales	\$	2,958,893	\$	1,406,990	\$	1,551,903	110%
Net Sales	\$	2,274,637	\$	1,277,391	\$	997,246	78%
Gross Profit	\$	1,421,012	\$	794,157	\$	626,855	79%
GP % to Gross Sales		48.0%		56.4%			-8.4ppts
GP % to Net Sales		62.5%		62.2%			0.3ppts
Other Income / Expenses	\$	133,505	\$	73,215	\$	60,290	82%
Expenses	\$	1,483,478	\$	1,272,952	\$	(210,526)	-17%
EBIT	\$	71,039	\$	(405,580)	\$	476,619	118%
Finance Costs	\$	53,562	\$	34,970			
EBT	\$	17,477	\$	(440,550)	\$	458,027	104%

The correct gross margin measurement is to GP/Net Sales (ie. after govt excise) but we have provided GP/Gross Sales for completeness. The decline in GP/Gross Sales is driven by the change to a direct sales model (we pay excise) from a distributor model (they pay excise).



FY21 Q1 GROWTH UNDERPINNED BY E-COMMERCE & INNOVATION

LARK NOMINATED FOR WORLDWIDE WHISKEY PRODUCER OF THE YEAR

July '20

- ▶ Launch of The Whisky Club Limited Release 8,500 bottles sold out.
- ▶ Launch of Sherry Cask Ltd Release, 300 Sold out in 24 hours

August '20

- ▶ Launch of SYMPHONY No1 and Steak & Whisky Night with Tim Payne
- ▶ Launch of Wolf Release

September '20

- ▶ Launch of Rum Cask, c.300 Sold out in 24 hours

WATCH THIS SPACE

Lark is nominated for Worldwide Whiskey Producer of the Year (outside of Scotland) and record number of awards at the 2020 IWSC.

One of four finalists and winner announced on 18 Nov 20 🙌



The strategy and execution of the Lark limited release programme is working.



DISCLAIMER

The information contained in this presentation has been prepared by Lark Distilling Co. Limited (“LARK”). This presentation is not an offer, invitation, solicitation or other recommendation with respect to the subscription for, purchase or sale of any securities in LARK. This presentation has been made available for information purposes only and does not constitute an offering document of any type.

This presentation may contain certain forward looking statements, projections, strategies and corporate objectives. Such forward looking statements/projections are estimates for discussion purposes only and should not be relied upon as representation or warranty, express or implied, of LARK. They are not guarantees of future performance and involve known and unknown risks, uncertainties and other factors many of which are beyond the control of LARK. The forward looking statements/projections are inherently uncertain and may therefore differ materially from results ultimately achieved.

While the information contained in this presentation has been prepared in good faith, neither LARK, nor any of its respective directors, officers, agents, employees or advisors make any representation or give any warranty, express or implied, as to the fairness, accuracy, completeness or correctness of the information, forward looking statement, opinions and conclusions contained in this presentation. Accordingly, to the maximum extent permitted by law, LARK nor any of its respective directors, officers, employees, agents or advisors, nor any other person accepts any liability whether direct or indirect, express or limited, contractual, tortious, statutory or otherwise, in respect of the accuracy or completeness of the information or for any of the opinions contained in this presentation or for any errors, omissions or misstatements or for any loss, howsoever arising, from the use of this presentation. LARK disclaims any obligation to update or revise any forward looking statements based on new information, future events or otherwise except to the extent required by applicable laws.

Investors should exercise caution when dealing in the securities of LARK. In the case of any doubt, they should seek their own professional advice and consult with their own bank manager, stockbroker, solicitor, accountant, tax adviser or other professional adviser.

