

Agenda

- Results Sept & Q1 FY21
- Results TP
- Results WBSH
- Our People
- NPD
- New Distribution Agreement WSBH
- Online Store



















PFT Delivers Strong Q1 FY21 Results

Group sales Achieves 47% increase in Q1 FY21 over Q1 FY20

Group cash flow positive

Positive EBITDA at end of Q1 FY21 with Groups trading EBITDA improving by 1009% or \$168,876 over Q1 FY20

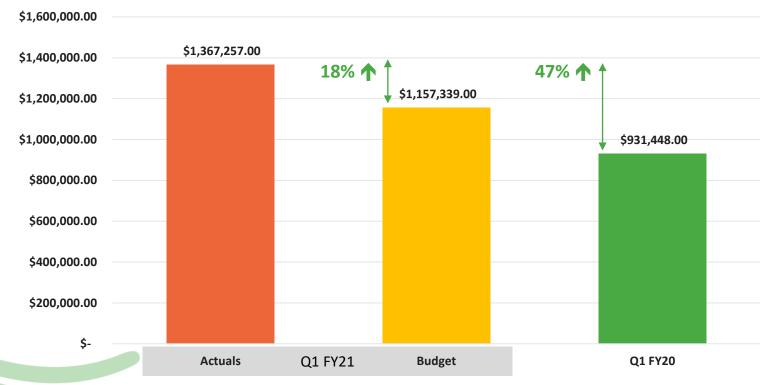
Both trading business trading positive EBITDA and are cash flow positive





PFT Group Q1 FY21 Results

	FY21	FY20	Var \$	Var %
Group Sales*	\$1,367,257	\$931,448	+\$435,803	+47%
EBITDA	\$152,146	(\$16,730)	+\$168,876	+1009% 🛧



- Q1 Group sales strong + 47%
- Q1 Group EBITDA up on Q1 FY20 +1009%

* Gross Sales

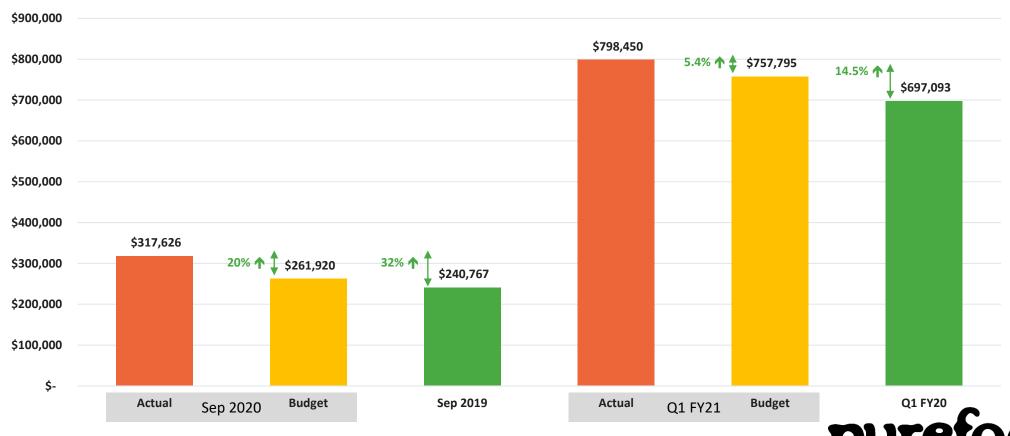
Purefoods

Tasmania



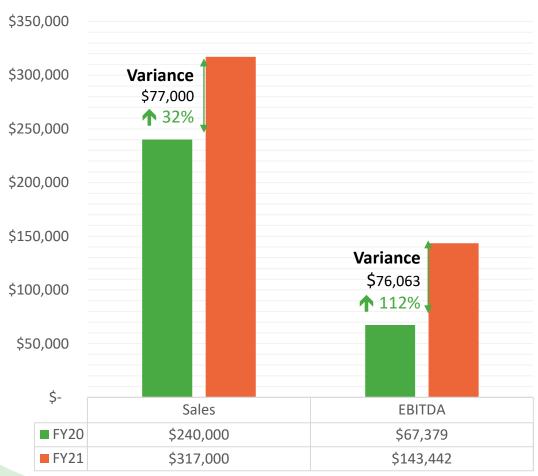


Tasmanian Pate Revenue – Sep 2020 & Q1 FY21









- Tasmanian Pate achieved a record result with strong sales in Pate across all customers while continuing to focus on driving cost efficiencies.
- Strongest sales uplift period in TAS Pate History + 32%
- First orders for Homestead where 128k, expecting more order to follow in Oct
- EBITDA up 112 % on LY YTD

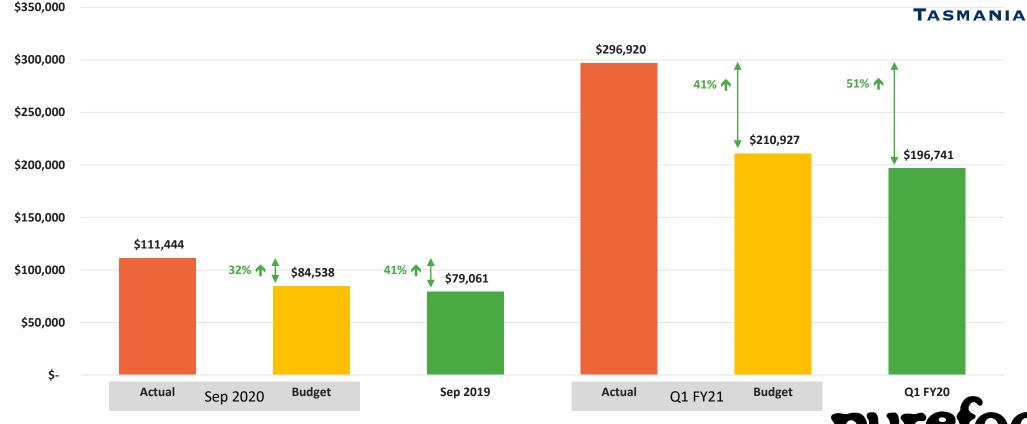




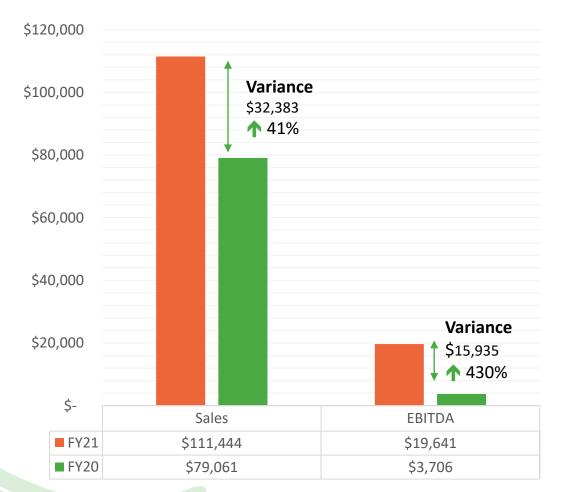
Woodbridge Smokehouse Revenue – Sep 2020 & Q1 FY21







Woodbridge Smokehouse Sep 2020 Financials





SMOKEHOUSE

TASMANIA

- Woodbridge Smokehouse sales also saw a strong growth + 32% on budget and + 41% on same period LY
- The focus on efficiencies and COGS has delivered a + 430% to EBITDA v LY will continuing to drive further sales growth in Q2 FY21 sales are looking strong for the balance of the year both with domestic and export customers.
- Q1 FY21 Sales up + 51% on Q1 FY20
- Recent audit export audit completed, the focus is now to relocated the end processing to Mornington in Oct.
- Currently working with export customers in ASIA to expand distribution through retail
 and ecommerce channels.- This will be executed in coming weeks with orders due any
 day.
- This will have a significant effect to WBSH revenue in a positive way.



PFT is well positioned for growth with \$3.928 Million at bank at 30 September 2020

Use of funds	Cash at Bank 30 June 2020	Expenditure to 30 September
Cash at Bank	\$4,134,000	
Cash from Trading	\$43,000	
Plant and Equipment		(209,000)
Intellectual property		(3)
Financing Activities		(37)
Total	\$4,177,000	\$3,928,000

Explanation of material differences in the table

PFT has generated positive cash flows from both trading businesses after only been readmitted to the ASX since 30 April 2020.

- During Q1 FY21 invested \$209k in new plant and equipment, this equipment is being used to bring efficiencies, improve quality and capability for the group. Demand has been strong in Q1 F21 with a record September to end the Q1 FY 21
- 2. New Product Development: NPD has continued in Q1 with many opportunities being explored along with recent launches, new online store has been extremely successful with growth +266% on same period FY20
- **3. Working capital:** PFT has not needed to draw down any additional funds for working capital as existing business units are cash flow positive and funding immediate cash flow needs.





Our People = Target Zero

- Today we have 34 FTE and very proud of the fact 52% of our workforce is female.
- We are committed to ensuring we have a safe work place for our employees.
- As PFT grows we will continue to invest in the safety of our people. This is supported by
 ongoing training and automation to remove risk to our employees and is our #1 priority.



Safety is our priority

KPI's	FY20
LTIFR	0
MTIFR	0
TRIFR	0
Scorecard	100%

Definitions:

LTIFR – Lost Time Injury Frequency Rate: Number of Lost Time Injuries/Total

Number of Hours Worked) X 1,000,000 hours

MTIFR – Medical Treated Injury Frequency Rate: (Number of Medically Treated Injuries/Total Number of Hours Worked, X 1,000,000 hours

TRIFR - Total Injury Frequency Rate: LTIFR + MTIFR



QALY POTATO CO — Jasmania — ** Q1 FY21 FINANCIAL RESULTS





Potato & Gravy Ready To Eat

- Launching into retail November 2020
- 450g & 250g
- Available in Hot Box along side Roast Chickens and Pork











Homestead by Tasmanian Pate

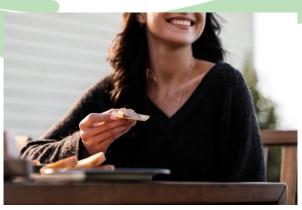
by Tasmanian Pâté

- Tasmanian Pate, PFT has secured three new lines in Woolworths nationally under a new brand, Homestead.
- Homestead focuses on premium Tasmanian produce, to produce flavours yet to be seen in the Australian pate market.
- The 3 SKUs will be stocked in 850 Woolworths stores Australia wide from October 2020.
- These products are estimated to increase Tasmanian Pate sales by 45% and the group by 35% in FY21.























purefoods



New Pastures – Plant Based Dairy

\$3.9 Billion global plant-based cheese market!

- PFT will launch its new Plant Based Dairy range, New Pastures in Q2 FY21.
- A key feature of this momentum is continuing to innovate and expand PFT's product range and take the lead from market and consumer trends.
- The 6 varieties are all produced in Tasmania using mainly Tasmanian ingredients.
- New Pastures aims to develop Tasmania's presence in this global plant-based market, with potential of product expansion.
- PFT will utilise its current distribution model to support this new range of products, with access to existing national retail, export and direct to consumer channels.
- This is the First step in entering the new rapidly growing market which is forecasted to reach \$3.9 Billion by 2024*.
- The global plant-based cheese market is expected to grow at a CAGR of over 15% during the period 2018–2024*and we expect this trend to be similarly reflected in Australia.





LAUNCHING ONLINE WEEK 3 NOVEMBER 2020 !!!!



^{*}Plant-based Cheese Market - Global Outlook and Forecast 2019-2024, Report, December 2019



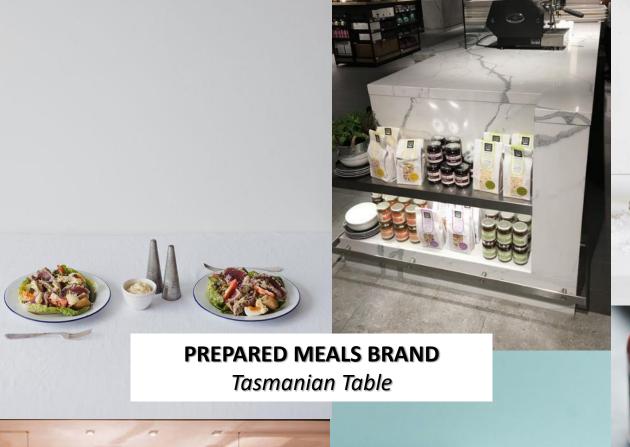
















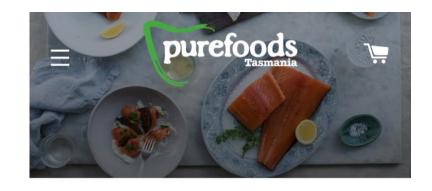


New Online Store

- PFT's new online store is now live, with significant interest and sales within the first 48 hours.
- The new online stores replaces Woodbridge Smokehouses' exclusive online store to allow for diversification and growth.
- Aimed at being a hub for consumers around Australia, the online store will stock not only PFT products but a variety of premium products from Tasmanian producers.
- New products will continue to be added, and seasonal offerings presented on rotation.

Shop Now: shop.purefoodstas.com

STRONG GROWTH +266% ON SAME PERIOD FY20



THE BEST PRODUCE TASMANIA HAS TO OFFER

DIRECT TO YOUR DOOR

SHOP NOW



SA Distribution secured for Woodbridge Smokehouse

- Woodbridge Smokehouse has secured distribution into the South Australian Independent market.
- Monde Nissin Australia will supply though their extensive distribution network, Woodbridge Smokehouse Atlantic Salmon & Ocean Trout products.
- First orders to be despatched first week of November 2020







