



2020 ANNUAL GENERAL MEETING

WEDNESDAY 20 JANUARY 2021

Important Notice

The material in this presentation is of general information about API's activities current at the date of the presentation. It is information given in summary form and does not purport to be complete. Nothing in this presentation should be construed as a recommendation or forecast by API or an offer to sell or a solicitation to buy or sell shares. It does not take into account the investment objectives, financial situation or needs of a particular investor. These should be considered with or without professional advice when deciding if an investment is appropriate.

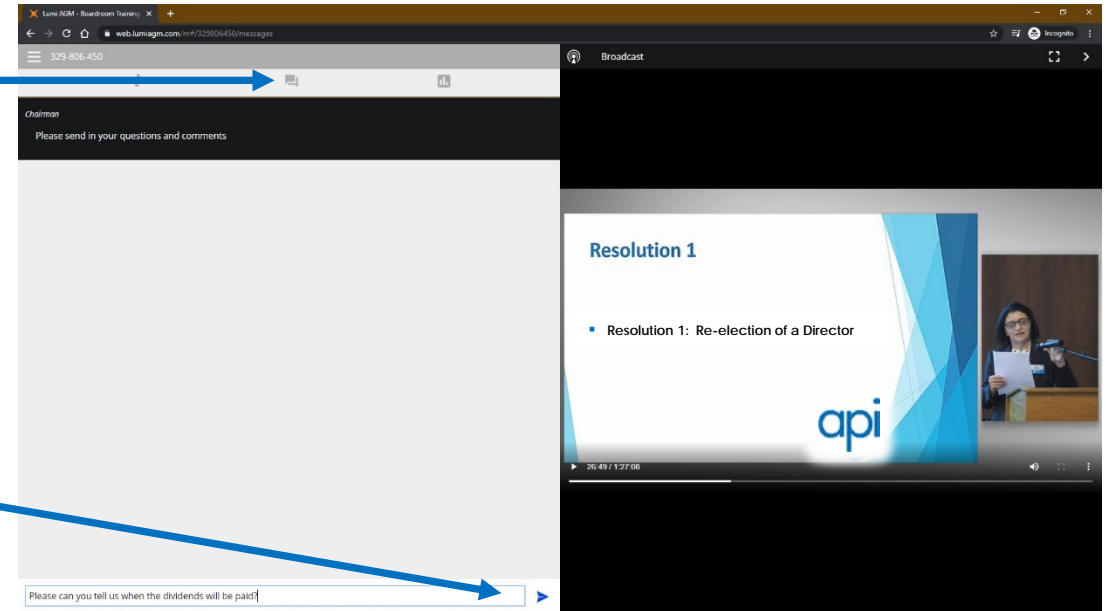
Authorised by API Chair and CEO & Managing Director.

Welcome

Online Attendees – Asking a Question

When the Question function is available, the Q&A icon will appear at the top of the app

To send in a question, simply click in the 'Ask a question' box, type your question and then press the send arrow



Your question will be sent immediately for review

Introductions – API Board

- Ms Lee Ausburn
- Ms Jennifer Macdonald
- Ms Janine Allis
- Mr Clive Stiff
- Mr Richard Vincent, CEO & Managing Director
- Ms Anne Mustow, Company Secretary
- Mr Tony Romeo – KPMG

Order of Business

1. Receive and consider the Financial Report for the year ended 31 August 2020
2. Adopt the Remuneration Report for the year ended 31 August 2020
3. Re-election of Director - Ms Lee Ausburn
4. Re-election of Director - Ms Jennifer Macdonald
5. Election of Director - Ms Janine Allis
6. Election of Director - Mr Clive Stiff
7. Grant of Performance Rights

Financial Report for year ended 31 August 2020

- Chair's Address
- CEO & Managing Director's Address



CHAIR'S ADDRESS

KEN GUNDERSON-BRIGGS

FY20 Results Snapshot

Revenue

\$4.0bn

+0.2%



Underlying EBIT¹

\$56.3m

-40.1%



Underlying NPAT¹

\$32.5m

-42.6%



CODB¹

10.2%

-70bps



Final dividend

2.0¢

¹ As defined in the full year results release

Health Safety and Wellbeing

Be Well

Act Now

Make It Better

Show You Care



Sustainability

Significantly enhanced reporting

Our sustainability purpose

We enrich our world through **sustainable choices** which help our community and our environment

Our sustainability purpose reflects our Group's broader "Enriching Life" purpose as an organisation. Our communities and our environments are two critical determinants of enriched lives – so we see clearly that, by enriching our world, we enrich people's lives.

This is about making **sustainable choices.**



...the Group reduced its plastic production from 0.89 tonnes of plastic waste to 0.66 tonnes of plastic waste.

Managing climate change risk

Climate risk is specifically addressed within API's Risk Management Framework and processes (of which the Audit and Risk Committee has oversight).

API has crisis management processes to manage its information assets in the event of a climate event causing loss of information. The Group's insurance program will operate if physical assets are affected by an "act of God".

Reducing our impact – plastic and paper

The Sustainability Committee has determined that reduction of plastic packaging is a priority for the Group.

Priceline conducts ongoing engagement with suppliers to try and reduce plastic packaging of goods for re-sale.

API has engaged a third party to track waste produced within the Group. Its reports indicate that between August 2019 and June 2020, the Group reduced its plastic production from 0.89 tonnes of plastic waste to 0.66 tonnes of plastic waste.

In terms of paper reduction, across our sites we are reducing our printer fleet in line with the welcome realisation that working remotely has proven that we can manage very well without printing most documents. We have also introduced electronic signing of documents – saving even more paper. Priceline is also saving paper by offering e-receipts to customers. A win for the environment, our footprint and our values.

Business travel

Our business air travel domestically and internationally has had a reduction, largely due to COVID-19. Our travel-associated carbon emission has dropped by 36%.

Looking forward

We are on a journey – there is more for us to do, especially in relation to reducing plastic packaging and energy consumption. We are committed to continuing this journey!

COVID-19 – sustainable choices in action

The API Group provides a critical component of our nation's management of, and response to, the COVID-19 pandemic.

The API Group provides a critical component of our nation's management of, and response to, the COVID-19 pandemic. The importance of our role to the community has remained front and centre of our decision-making during this crisis. Together with the other pharmaceutical wholesalers, API has worked closely with Government and has helped implement what has been a largely successful national response to the pandemic, and we are very proud of having done so. Of course, all of this will continue during – and beyond – the pandemic.

We are very proud of the decisions we have made as an organisation during this challenging time. Whether they be large decisions or small, they have been consistent with our Sustainability Framework. We have exceeded our peoples' expectations by actively looking after them and their families. Our supply chain has ensured that communities have continued to access the medicines they need without any real disruption, despite significant global supply challenges. Our API family has shone, in the face of real challenges, and this is a true testament to our great corporate culture.

Below we report on the way in which we have enriched our communities and our world by making sustainable choices during the 2020 financial year.



...communities have continued to access the medicines they need without any real disruption...



CEO'S ADDRESS

RICHARD VINCENT

Strategic Direction

Portfolio of complementary health and beauty assets delivering growth

Pharmacy Distribution

Deliver stable ROCE and cash generation

Priceline Pharmacy

Evolve offer to address customer changes

Clear Skincare

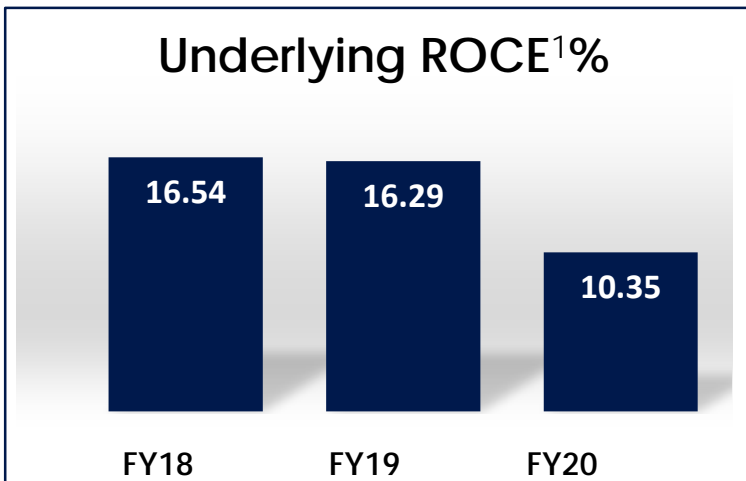
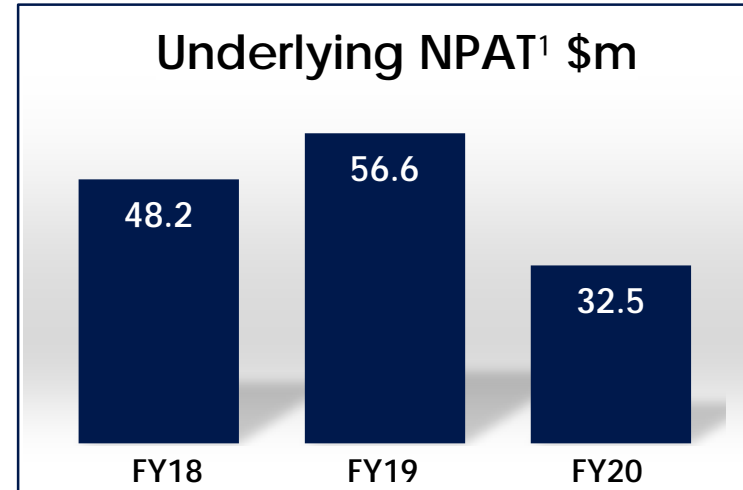
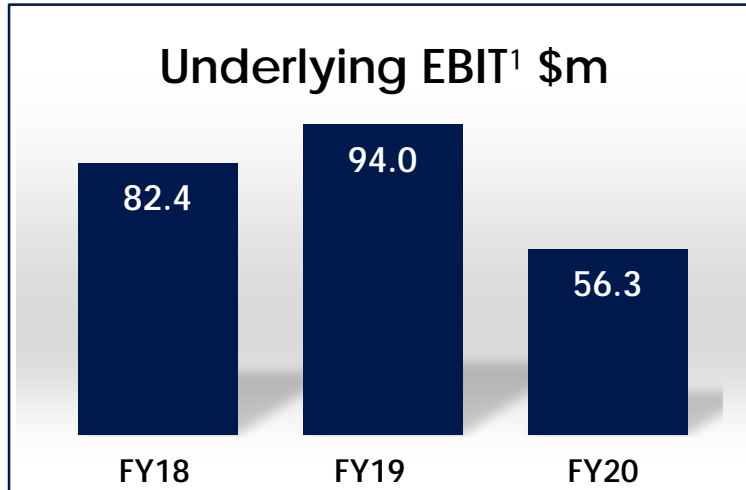
Expand network and grow profitability

Consumer Brands

Build portfolio and earnings contribution



Financial Overview

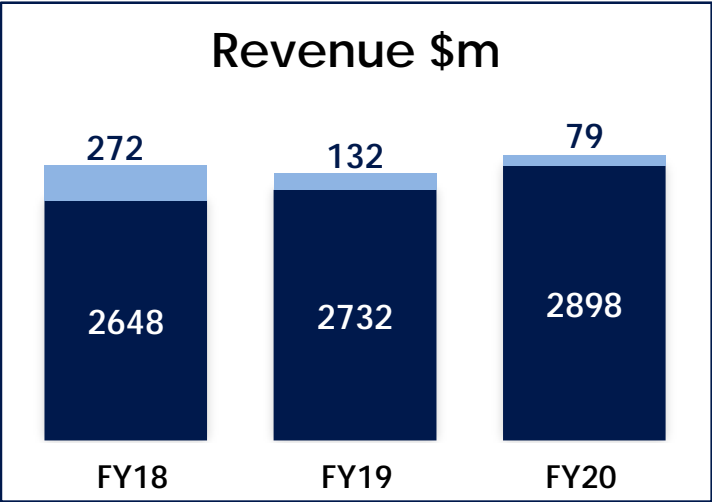


Capital Management	FY19	FY20
Cash Conversion Days	21.1	16.8
Reported Net Debt	\$18.0m	\$199.1m

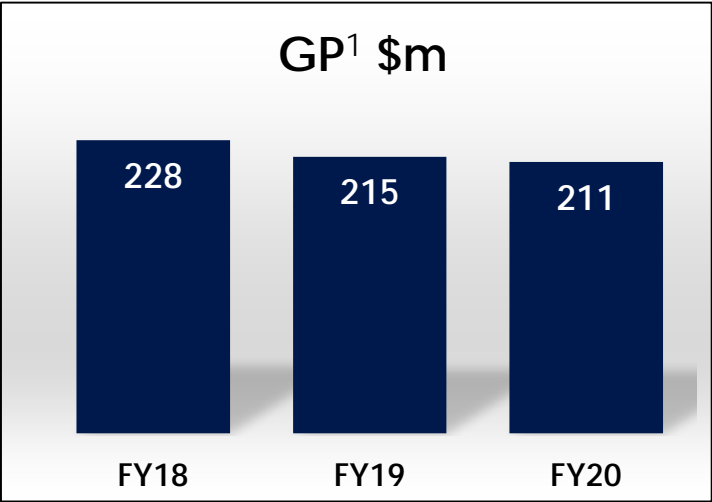
¹ As defined in the full year results release

PHARMACY DISTRIBUTION

Pharmacy Distribution Results



■ Base sales ■ Hep C



Pharmacist Advice 



Pharmacy 777

CLUB
PREMIUM

+ PHARMACY
BEST BUYS



 Soul Pattinson Chemist

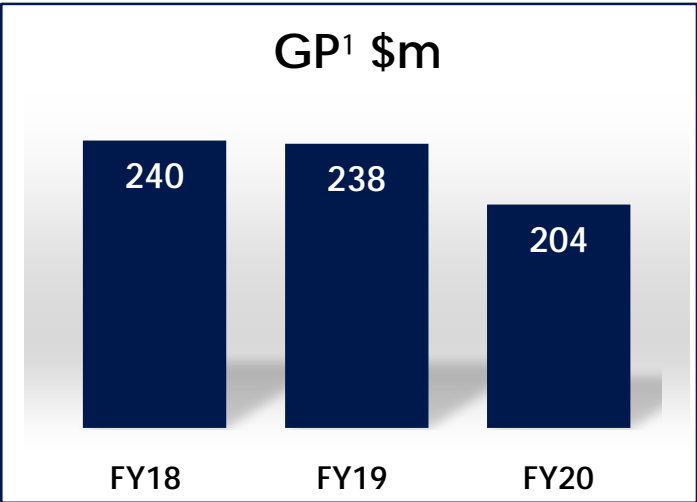
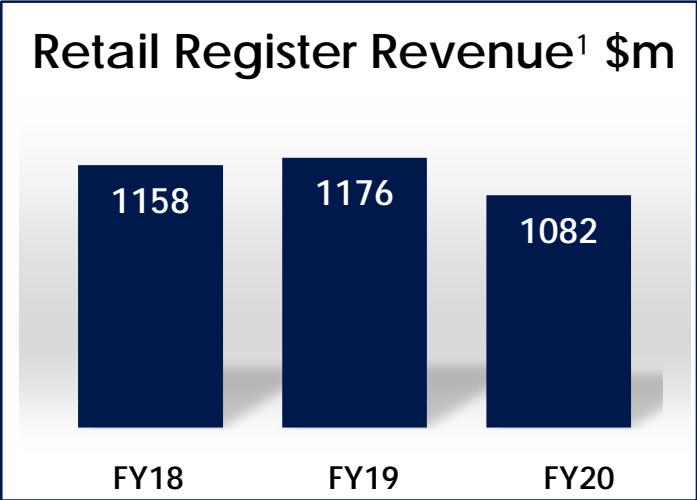
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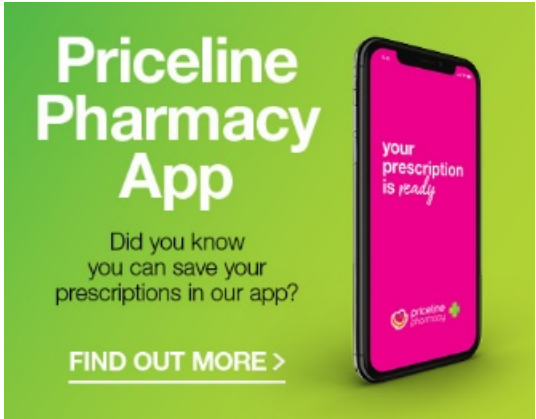
priceline
pharmacy



Priceline Pharmacy Results



¹ As defined in the full year results release



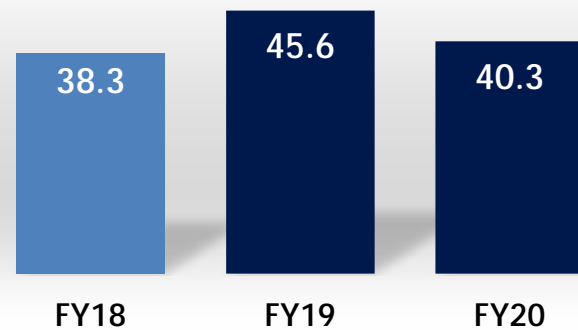
Clear Skincare

ANTI-AGEING, ACNE & LASER CLINICS



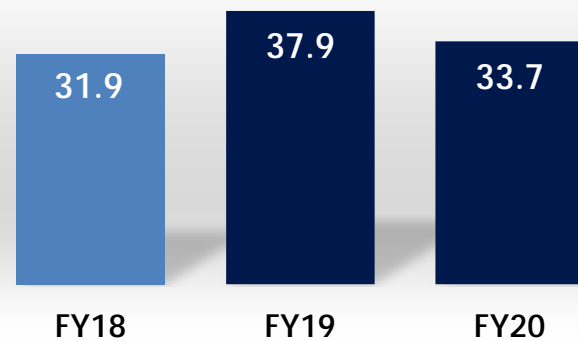
Clear Skincare Results

Revenue \$m



API owned Clear Skincare for 1 month in FY18

GP¹ \$m



API owned Clear Skincare for 1 month in FY18

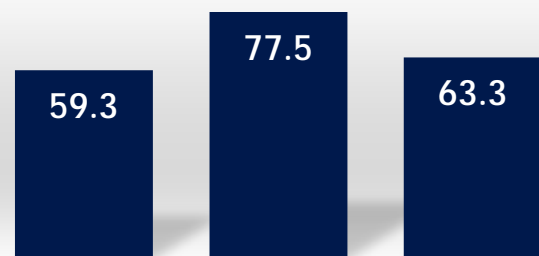
¹ As defined in the full year results release



CONSUMER BRANDS

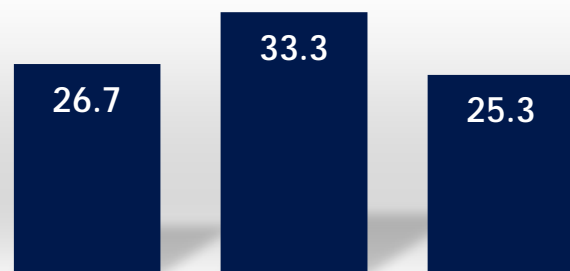
Consumer Brands Results

Revenue \$m



FY18 FY19 FY20

GP¹ \$m



FY18 FY19 FY20



¹ As defined in the full year results release

OUTLOOK

Priceline Sisterhood Foundation





ORDINARY BUSINESS

KEN GUNDERSON-BRIGGS

Business of Meeting

Reminder:

- To ask questions, use the Lumi app – instructions shortly
- Only shareholders/proxies/corporate representatives can ask questions

1. Financial Report

“To receive and consider the Financial Report of the Company and its controlled entities and the reports of the Directors and the Auditor for the year ended 31 August 2020.”

Conduct of a Poll

- To be conducted on each resolution by voting online
- Results of poll available following consideration and discussion of all resolutions

Proxy Voting

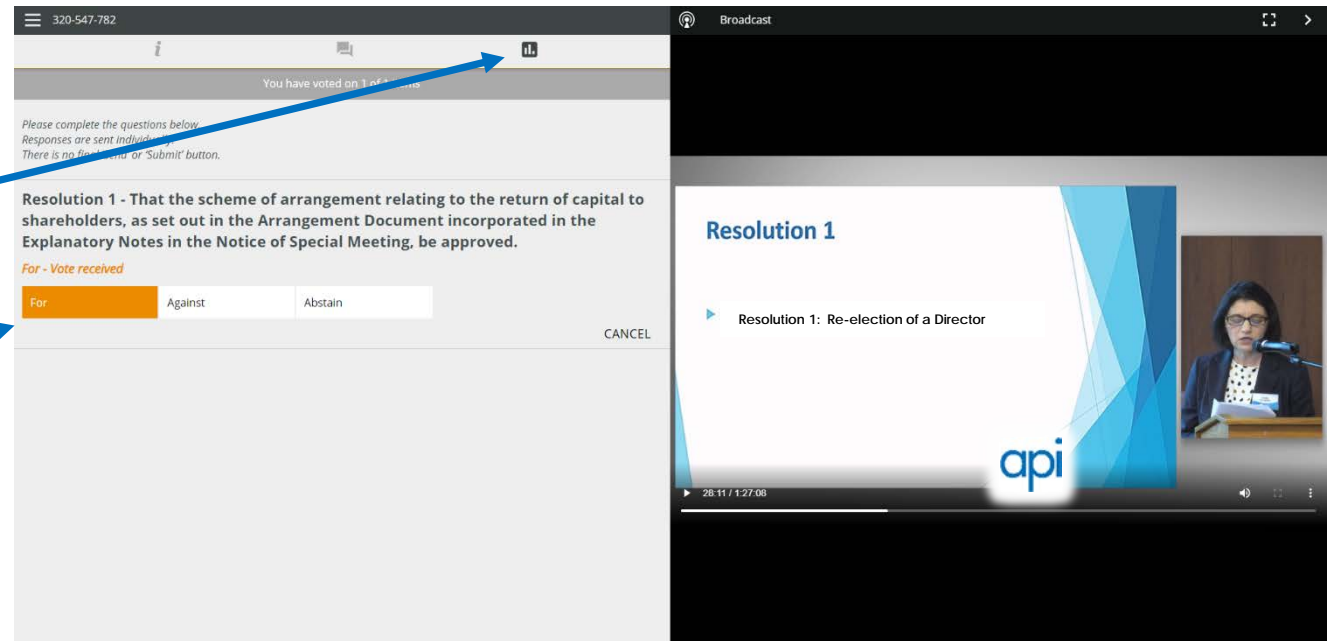
- Proxy holders will cast open votes online
- Any underlying instructions from shareholders will be cast automatically

Online Attendees - Voting Process

When the Poll is open, the vote will be accessible by selecting the voting icon at the top of the screen



To vote, simply select the direction in which you would like to cast your vote. The selected option will change colour.



There is no 'submit' or 'send' button. Your selection is automatically recorded.

Opening the Poll

- Voting is now open
- The polling will remain open while we discuss the resolutions
- You can now vote on any of the items at any time between now and when voting closes. After all the items have been considered, you will be provided with a warning before voting is closed.

2. Remuneration Report

Ordinary Resolution:

“To adopt the Remuneration Report for the year ended 31 August 2020.”

Remuneration Report – Proxies Received

Proxies Received	Votes	%
For:	304,932,533	97.48
Against:	5,098,050	1.63
Open – usable:	2,780,224	0.89
Abstain:	5,415,289	
Exclusions:	1,742,286	

3. Re-election of Director – Ms Lee Ausburn

Ordinary Resolution:

“To re-elect a Director. Ms Lee Ausburn retires, and being eligible, offers herself for re-election.”

Re-election of Director – Ms Lee Ausburn – Proxies Received

Proxies Received	Votes	%
For:	308,041,614	97.87
Against:	3,875,146	1.23
Open – usable:	2,834,241	0.90
Abstain:	5,217,381	
Exclusions:	0	

4. Re-election of Director – Ms Jennifer Macdonald

Ordinary Resolution:

“To re-elect a Director. Ms Jennifer Macdonald retires, and being eligible, offers herself for re-election.”

Re-election of Director – Ms Jennifer Macdonald – Proxies Received

Proxies Received	Votes	%
For:	307,721,289	97.76
Against:	4,213,887	1.34
Open – usable:	2,827,153	0.90
Abstain:	5,206,053	
Exclusions:	0	

5. Election of Director – Ms Janine Allis

Ordinary Resolution:

“To elect a Director. Ms Janine Allis offers herself for election.”

Election of Director – Ms Janine Allis – Proxies Received

Proxies Received	Votes	%
For:	311,403,849	98.95
Against:	436,153	0.14
Open – usable:	2,866,554	0.91
Abstain:	5,261,826	
Exclusions:	0	

6. Election of Director – Mr Clive Stiff

Ordinary Resolution:

“To elect a Director. Mr Clive Stiff offers himself for election.”

Election of Director – Mr Clive Stiff – Proxies Received

Proxies Received	Votes	%
For:	311,135,513	98.89
Against:	624,336	0.20
Open – usable:	2,873,971	0.91
Abstain:	5,334,562	
Exclusions:	0	

7. Grant of Performance Rights

“That, for the purposes of listing Rule 10.14, and for all other purposes, the grant of performance rights under the API Long Term Incentive Plan to the Company’s Chief Executive Officer and Managing Director, Mr Richard Vincent, on the terms set out in the Explanatory Notes accompanying the Notice of 2020 Annual General Meeting, be approved.”

Grant of Performance Rights – Proxies Received

Proxies Received	Votes	%
For:	239,857,813	76.18
Against:	72,233,738	22.94
Open – usable:	2,759,876	0.88
Abstain:	5,116,955	
Exclusions:	0	

Close of Voting

- Please ensure that you have entered your selection for each resolution
- Voting is now closed
- The results will be displayed shortly on the screen



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