

HALF YEAR FINANCIAL RESULTS

FOR THE 6 MONTHS TO 30 JUNE 2021



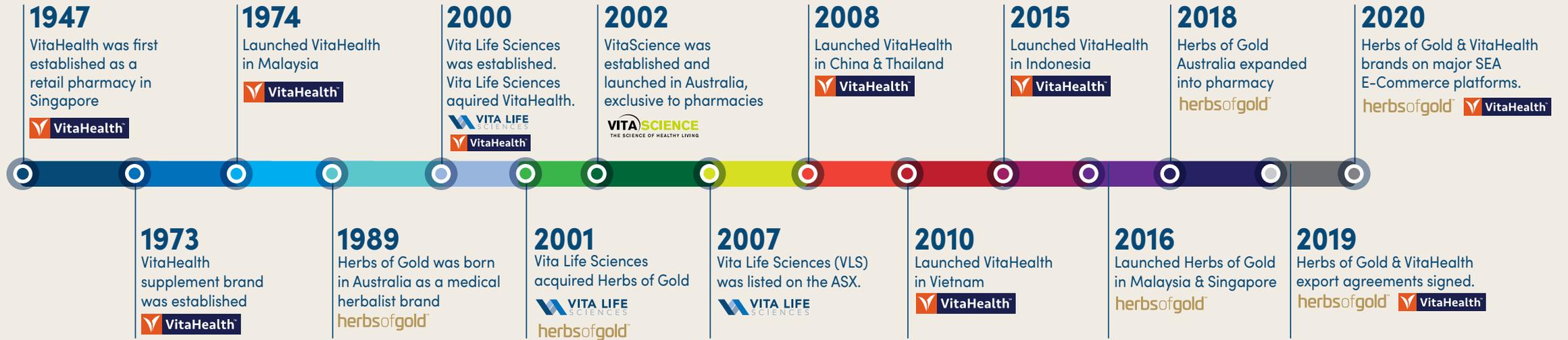
OVERVIEW

Vita Life Sciences is a multinational healthcare company involved in the formulation and distribution of high quality vitamins and supplements across the Asia Pacific region

VALUES

- Vita Life Sciences has a companywide commitment to:
- Focus its efforts on the health and well-being of customers
 - Conduct activities in a socially responsible manner
 - Create a conducive working environment for its employees
 - Provide competitive returns on shareholders' investment

HISTORY



KEY FINANCIAL HIGHLIGHTS

- Record first half revenue of \$25.7 million, up 17% on prior corresponding period (PCP) reflecting impact of increased channels of distribution
- Strong brand representation across all major E-commerce platforms in South East Asia
- Increased consumer demand across the vitamin and supplements category
- EBIT improvement reflects higher sales contributions and disciplined operational cost controls
- Balance sheet remains strong with equity of \$26.8m including cash of \$15.7m
- Interim dividend of 2.75 cents per share, an increase of 1.25 cents on PCP in October 2021

GROUP SALES

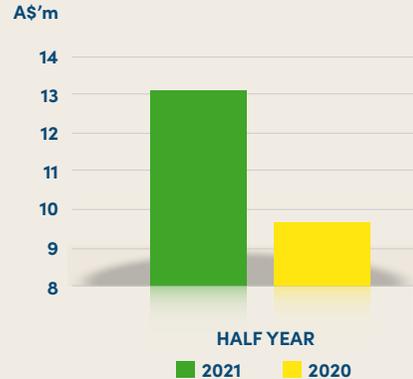


GROUP EBIT

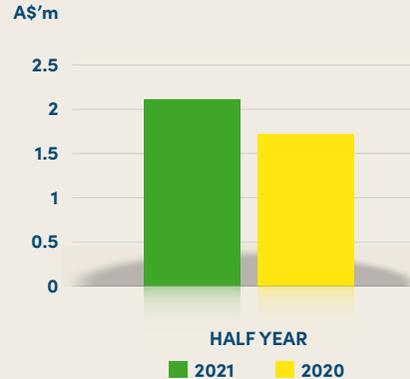


AUSTRALIA

Revenue Up 36%



EBIT Up 14%



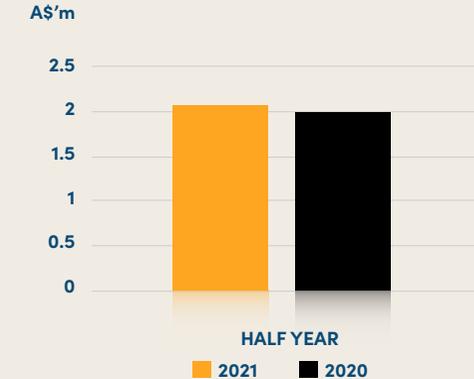
- Sales of \$13.1million, an increase of \$3.5 million or 36% on PCP
- Strong contributions from traditional channels underpinned the first half performance through new customer acquisition strategies
- Export revenue continues to accelerate through E- commerce activities across East Asia
- Education and training lead strategy driving retailer and consumer engagement
- EBIT improvement on the back of stronger sales offset partly by higher marketing investments

MALAYSIA

Revenue up 8%



EBIT Up 11 %



- Sales of \$8.5million, an increase of \$0.6million or 8% on PCP
- Higher consumer offtake increased demand through independent pharmacies despite tough retail conditions
- VitaHealth and Herbs of Gold brands performed well across key strategic retailer partners
- EBIT contribution increased against PCP due to higher revenue and controlled operational overheads

MARKETING

herbsofgold™

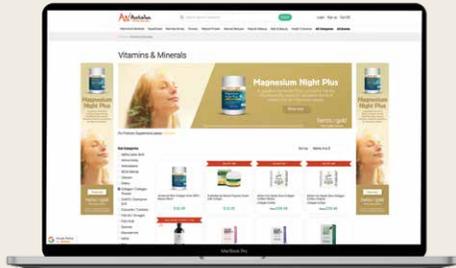
VitaHealth™

Q1 – Magnesium Night Plus

Q2 – Immunity with 'Charli Robinson'

Q1 – Fiit-S

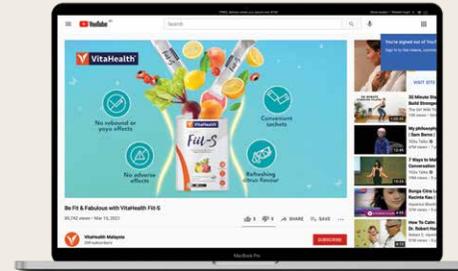
Q2 – Turmeric



Web banner advertising



Web banner advertising



YouTube



Outdoor Billboard Advertising



Social media images



Print advertising



Social media images



Website articles



Social media images



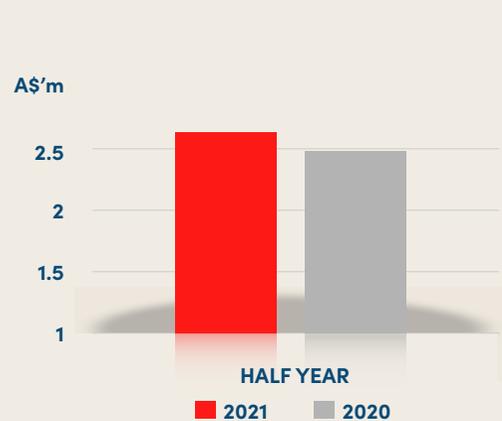
Microsite



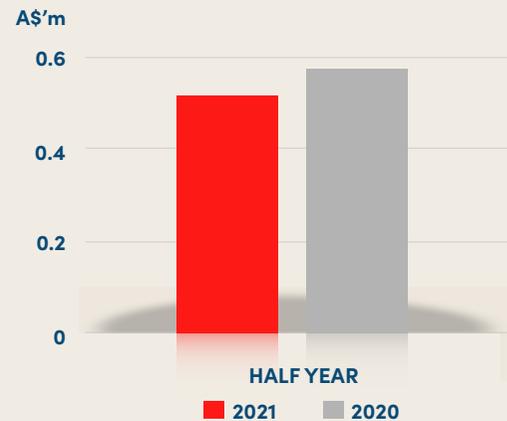
Social media images

SINGAPORE

Revenue Up 7%



EBIT down 9%



- Sales of \$2.6 million, an increase of 7% over PCP
- Market improved marginally with higher E-commerce activities despite retail restrictions related to Covid-19
- Marginal drop in EBIT due to lower Government support

OTHER ASIA

Revenue down 30%

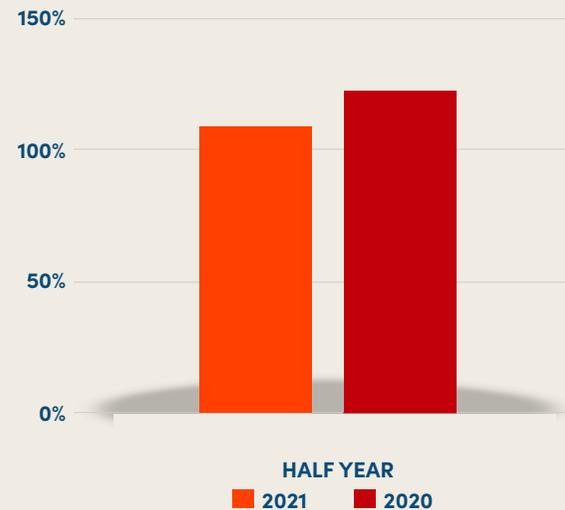


- Sales of \$1.4 million, a decrease of 30% on PCP due to low consumer sentiment and demand, particularly in Vietnam and Indonesia
- These markets delivered a profit, compared to a loss in the PCP

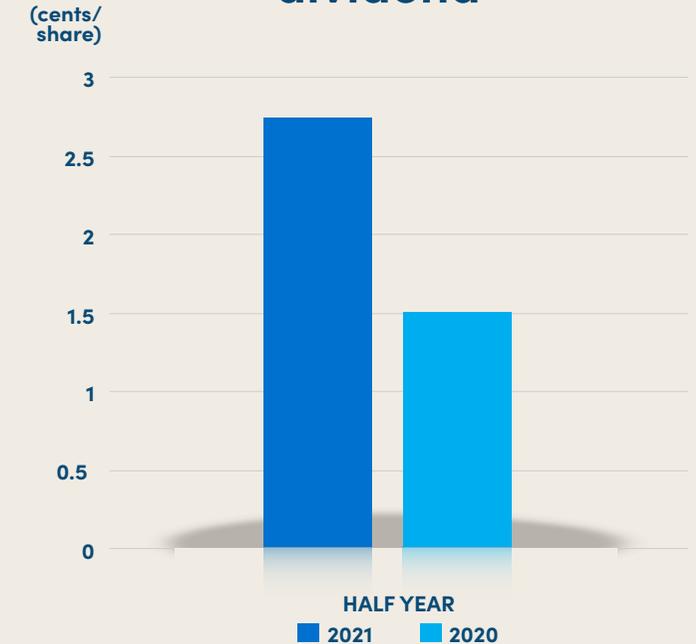
INTERIM DIVIDEND & CASHFLOWS

- Gross operating cashflow conversion to EBITDA continued to exceed 100%
- Fully franked interim dividend declared of 2.75 cents per share for HY21 up 1.25 cents per share on PCP (1.5 cents HY20)

Gross operating cashflow to EBITDA



Interim fully franked dividend





OUTLOOK

- The success of the Group’s medium-term strategy of increasing channels of distribution is expected to continue with further growth anticipated.
- Retail conditions in the Group’s markets are expected to be mixed due to uncertainties arising from Covid-19.
- Directors remain cautiously optimistic for the balance of 2021 and, further guidance will be provided in Q4 2021.



HALF YEAR 2021 RESULTS

Half year ended June	2021 \$'m	2020 \$'m
Revenue	25.7	22.0
EBITDA	5.1	4.5
EBIT	4.9	4.2
Profit before tax	4.9	4.2
Profit after tax	3.7	3.1
EPS (Diluted-cents)	7.02	5.84
Dividend (cents / share)	2.75	1.50

BALANCE SHEET

Balance Sheet as at	June 2021 \$'m	December 2020 \$'m
Current assets	30.8	29.2
Non-current assets	9.8	9.9
Total assets	40.6	39.1
Current liabilities	13.4	13.0
Non-current liabilities	0.4	1.7
Total Liabilities	13.8	14.7
Net Assets	26.8	24.4

CASH FLOW

Cash Flow for the half year ended June	2021 \$'m	2020 \$'m
Receipts from customers	27.4	25.6
Payments to suppliers and employees	(22.1)	(20.0)
Gross operating cash flow	5.3	5.6
EBITDA	5.1	4.6
Gross operating cash flow / EBITDA	103.9%	121.7%
Net interest (paid)	(0.0)	(0.0)
Income tax paid	(1.0)	(0.6)
Operating cash flows	4.3	5.0
Cash flows from investing	(0.0)	(0.0)
Net movements in equity	(3.0)	(2.1)
Cash flows from financing	(3.0)	(2.1)
Net foreign exchange differences	(0.1)	(0.1)
Net increase in cash reserves	1.2	2.8
Cash at beginning of period	14.5	10.4
Cash at end of period	15.7	13.2

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