



Top Shelf International Holdings Ltd

Principal Place of Business:
16-18 National Boulevard
Campbellfield
Victoria
Australia 3061

27 October 2023

ASX ANNOUNCEMENT (ASX:TSI)

Annual General Meeting – Chairman’s Address

If I was to characterise the year in a single word, it would best be described as transformational:

- We have raised capital and in doing so changed the Company capital structure and shareholder composition
- We are in the process of refinancing debt
- We have appointed a new CEO, and made significant people changes across all elements of the business
- Business strategy has been overhauled, seeing a focus on profitable revenue growth, significant cost reductions, and a transition from capital investment (being the Agave project) to an FMCG-disciplined company
- There have been significant Board Governance changes

I would like to address these governance changes and then pass to Trent Fraser to discuss business operations.

Firstly, we have 4 Directors who resigned during the year or who are not seeking re-election:

- Drew Fairchild resigned as Managing Director during the year. I’ll address Drew’s contribution to Top Shelf shortly
- Peter Cudlipp will be departing the Board at the end of today’s meeting after almost 6 years as a Non Executive Director. Peter has been a long-term shareholder and supporter of the Company and his expertise was instrumental in the creation of both the NED and Grainshaker brands. He departs with our deep gratitude. Thank you Peter
- We also thank Michael East and Lynette Mayne for their contribution as Non Executive Directors and Committee members over recent years

Secondly, I’d like to discuss the Board Chair transition.

Adem Karafili transitioned from Executive Chairman to Executive Director in July, and at close of business today will move to a Non Executive Director role. In his term as Chairman over more than 5 years, Adem oversaw all of the elements that today form the foundations of our Company – Brand development and launches, Agave investment, ASX listing and capital raising to name a few.

Adem, thank you for your stewardship of the Company in the Chairman’s role - I look forward to your continued service on the Board.

With these changes, I was appointed to the Board in April, and became Chair in July. At this time we also welcomed shareholder Stephen Grove to the Board – Stephen’s business acumen and drive has already been felt and valued.

The Board refresh continues to progress and we look forward to concluding this process in the very near future as the Company evolves from investment phase to that of an established Fast Moving Consumer Goods business.

There was, of course, significant change at management level during the year also, most notably Trent Fraser succeeding co-founder Drew Fairchild as CEO.

TSI would not exist if not for Drew's vision and ambition to create a modern Australian spirits company. Drew co-founded TSI in 2014 and led the Company through a period of significant change and growth, including the construction of its distillery and production facility, establishment of an Australian agave spirit farm, listing the Company on the ASX, navigating the challenges of the global pandemic, and most importantly, the creation, launch and growth of the first two brands in our Australian premium spirits portfolio.

I would like to acknowledge and thank Drew for his leadership and tireless drive towards the delivery of Top Shelf's goals.

With change comes opportunity however and we have entered the new financial year clearly focused on delivering on the Company's potential.

The Board's objectives over the next 12 months are clear:

- Delivering on the pathway to profitability
- Completing the Agave development and bringing brands to global markets
- Debt refinancing Longreach
- Establishing local and global distributor relationships
- Ensuring sustainable financial and operational plans are in place

However, we can never lose sight of our ambition: to build a modern Australian spirits company with a portfolio of premium brands that are both profitable and accessible to consumers.

At the heart of the Company are our brands – I'm sure Trent will elaborate, however it is pleasing to see our brands recognised in market during the year for their quality. Each brand was awarded gold medals at either domestic and international spirits competitions – the highlight being Top Shelf and Grainshaker awarded international vodka producer of the year at the International Wine & Spirits Competition in London last week.

With the launch of our Act of Treason agave brand imminent, and further retail and on premise distribution gains to come, there is still much to look forward to.

Before handing over to Trent, I thank shareholders for their support of the changes that have been made and are underway. These changes, along with management's focus on creating value in our brands, and for shareholders, will see Top Shelf a vastly different company to what it was 6 months ago.

Thank you to Trent and the Top Shelf staff for the way in which they have managed change throughout the year and the way they have embraced these opportunities and challenges.

End

This announcement was approved by the Company's Chairman, Julian Davidson, on behalf of the Top Shelf Board.

For more information (investors and media):

For further information, please visit our investor website <https://www.topshelfgroup.com.au/investors> or contact investor relations at investor@topshelfgroup.com.au or on +61 409 916 474. Media enquiries, please contact Matt Slade on the above number.

About Top Shelf

Top Shelf International is a Melbourne based distiller and marketer of premium Australian spirits, with distinctive brands in NED Australian Whisky and Grainshaker Hand Made Australian Vodka. The Company has a track record of success creating high quality, premium Australian products and brands; each in its own way encapsulating a distinctive Aussie attitude, social experience and flavour profile.

The Company is creating Australia's first agave spirit range from its magnificent Agave farm in The Whitsundays region of Queensland. This location has been specifically chosen for its climatic suitability for growing *tequilana* blue agave. The farm is being developed using the most up-to-date and innovative agronomy and horticultural practices.

In addition to distilling and manufacturing its own portfolio of spirit brands, Top Shelf also provides canning, bottling and packaging services to a range of customers.