



FY24 AGM | Investor Presentation



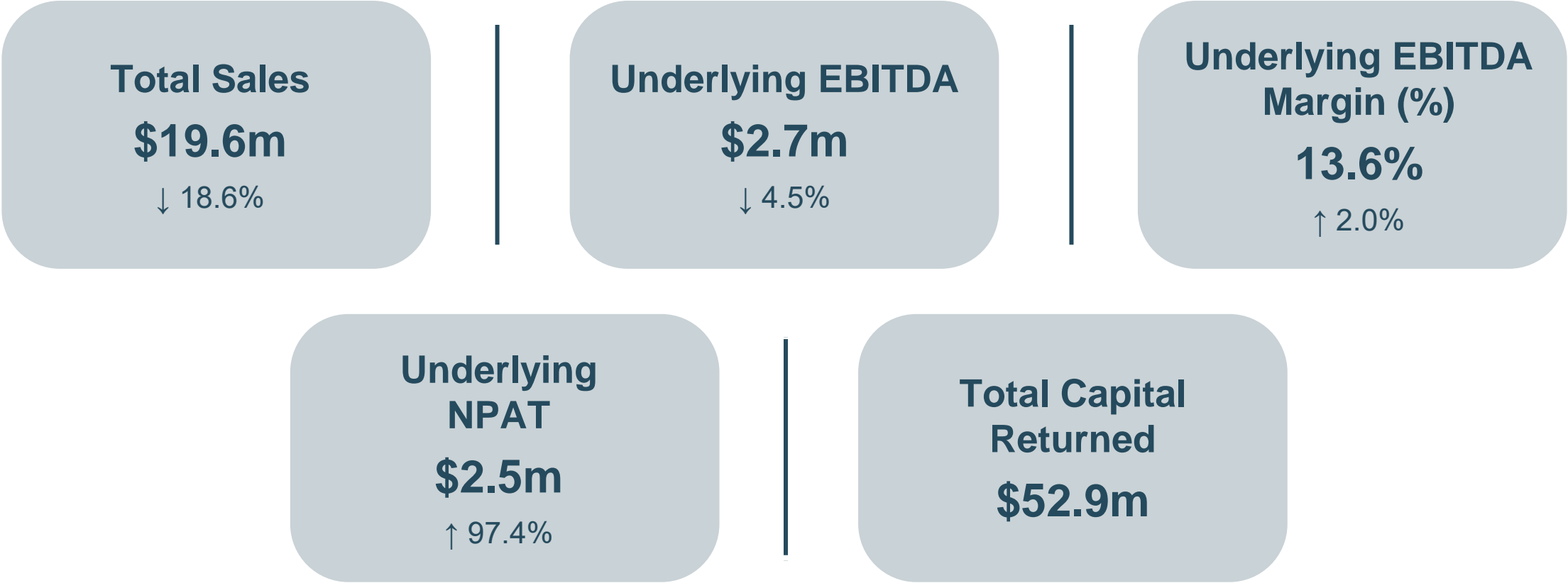
HAMPERS WITH BITE

gift a little smile

1. FY24 Financial Snapshot
2. FY24 Operational Snapshot
3. FY24 Financial Results
4. FY25 Outlook

FY24 Financial Snapshot

Cost-control measures implemented throughout FY24 helped mitigate margin pressure from top-line contraction, whilst ensuring the business has an appropriately sized cost-base moving forward

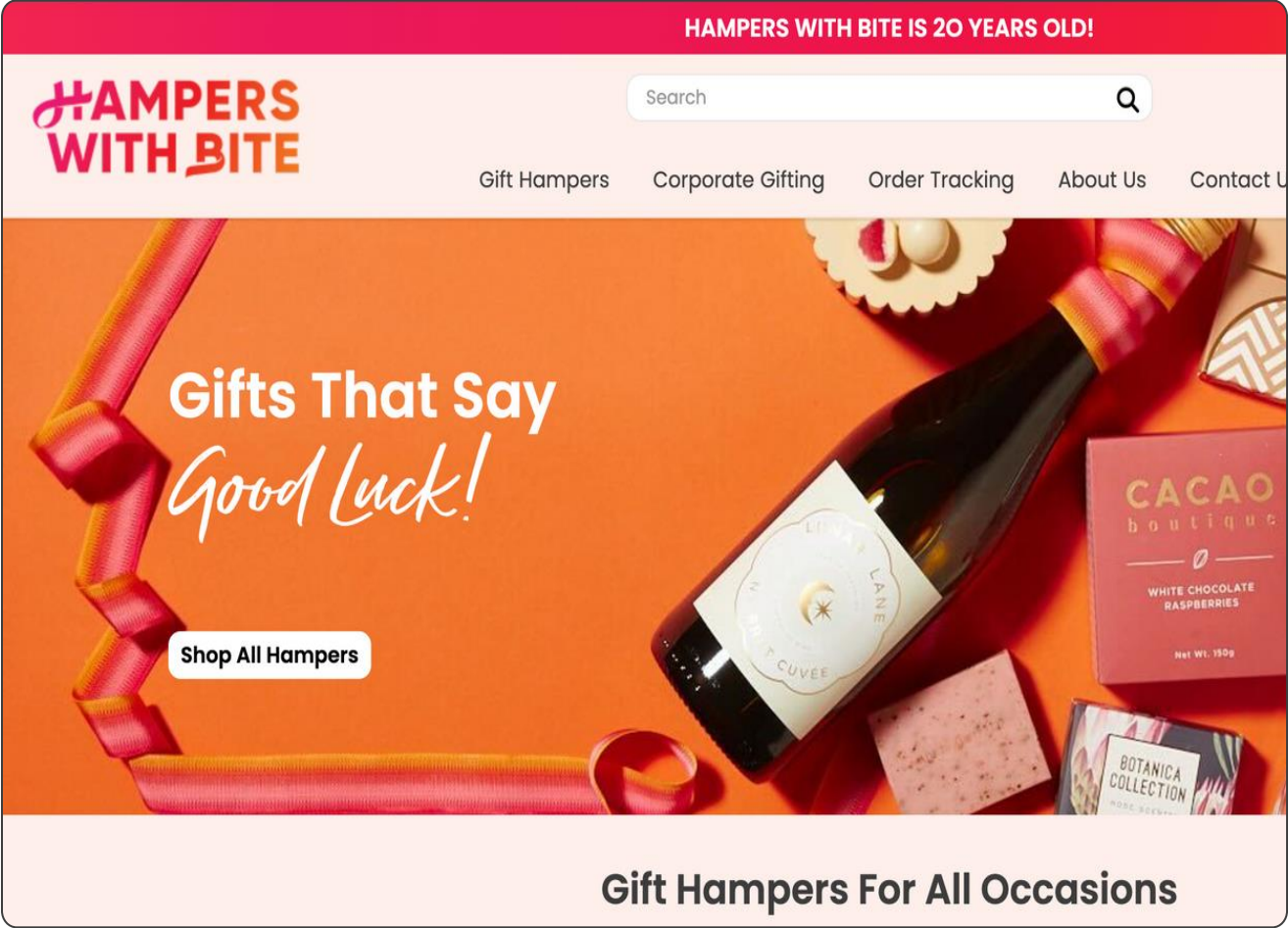


The business had approximately \$9.9m of cash at bank after the final special dividend (paid on 22 July 2024) relating to the sale of the Consumer Products Business

FY24 Operational Snapshot

We launched several key initiatives throughout FY24 to refresh the Hampers with Bite image and improve our product offering to clients ahead of the Christmas period

Brand & Website Relaunch

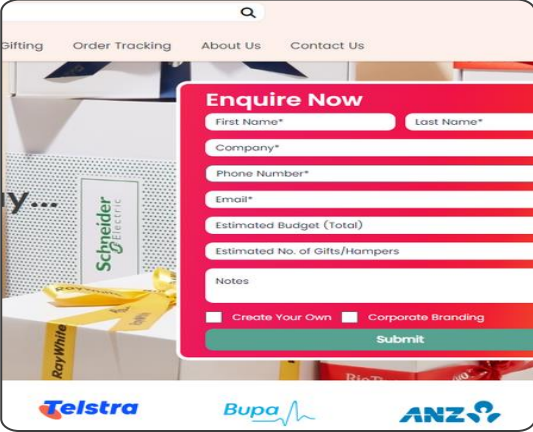


Customer Acquisition

Top 5 Biggest B2B Customers retained

61% new customer attainment in B2B over FY24

Improved Corporate Offering



Charity Partnership

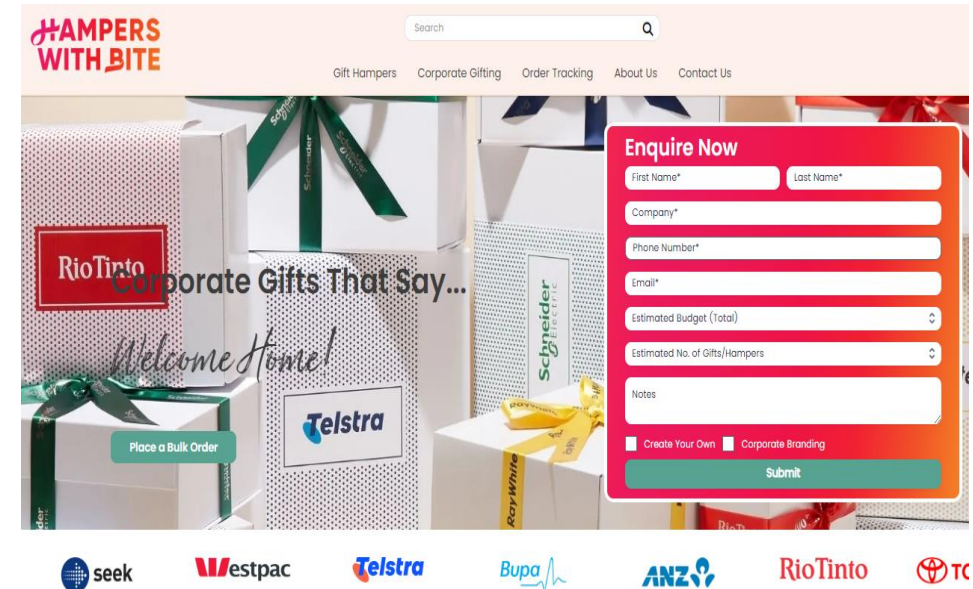
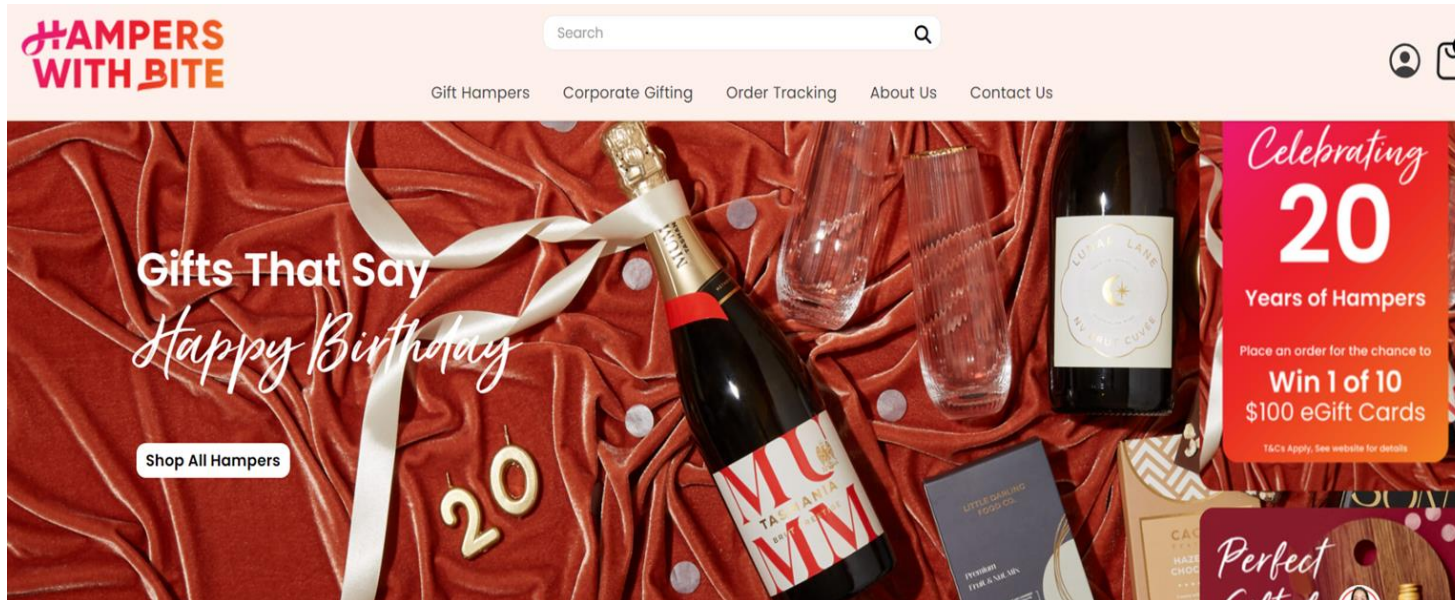


New Ranges



Unveiling Our New Website

The new website is an important step in transforming hampers consumer perception into a full gifting solution and engaging our customers



Simplified Design

Support conversion growth by allowing the user to easily digest and focus, with menu categories being split out into three key categories allowing for simplified and quick navigation

Custom-Built Landing Page Funnel

Acts as a funnel for corporate customers to increase lead conversion - corporate lead conversion rate has increased 125% since website launch

New Value Creation Opportunities

Improvements to consolidated forms, easy bulk order download and submissions and the inclusion of a corporate branding guide

Visual Enhancement

Individual product pages modernised with best practice visual merchandising principles and add on features, with product add-on upsells doubling since website launch

FY24 Financial Performance

Key Consolidated Income Statement Items

\$'000	FY23	FY24	Change	%
Sales Revenue from continuing operations	24,105	19,631	(4,474)	(18.6%)
Underlying EBITDA from continuing operations	2,799	2,674	(125)	(4.5%)
<i>Underlying EBITDA margin on Net Sales</i>	<i>11.6%</i>	<i>13.6%</i>	<i>2.0%</i>	
Depreciation	(429)	(335)	94	(21.9%)
Underlying EBIT from continuing operations	2,370	2,339	(31)	(1.3%)
<i>Underlying EBIT margin on Net Sales</i>	<i>9.8%</i>	<i>11.9%</i>	<i>2.1%</i>	
Interest and Tax	(1,087)	194	1,281	(117.8%)
Underlying NPAT from continuing operations	1,283	2,533	1,250	97.4%
Underlying basic EPS in cents	0.75	1.49	0.73	97.4%
Acquisition costs	(25)	-	25	(100.0%)
Goodwill and brand names impairment (non-cash, net of tax)	-	(23,403)	(23,403)	100.0%
Reported Profit after tax from continuing operations	1,258	(20,870)	(22,128)	(1,759.0%)
Profit after tax from discontinued operations	3,632	18,884	15,252	419.9%
Reported Profit after tax	4,890	(1,986)	(6,876)	(140.6%)
Reported basic earnings per shares in cents	2.87	(1.17)	(4.04)	(140.8%)

- Underlying EBITDA margin and EBIT margin from continuing operations increased 2.0% and 2.1%, respectively
- Underlying EBIT from continuing operations only marginally lower in FY24 compared to FY23, despite \$4.5m decrease in sales revenue
- Profit after tax from discontinued operations of \$18.8m including gain on sale of assets of \$18.6m

FY24 Financial Performance

Key Statement of Financial Position Items

\$'000	Jun-23	Jun-24	Change
Assets			
Cash	1,784	21,796	20,012
Trade & Other Receivables	15,469	287	(15,182)
Inventories	18,647	1,965	(16,682)
Property, Plant & Equipment	17,451	203	(17,248)
Leased Assets	2,105	32	(2,073)
Brand Names & Other Intangible Assets	41,350	5,817	(35,533)
Deferred Tax Assets	523	0	(523)
Others	1,141	162	(979)
Total Assets	98,470	30,263	(68,207)
Liabilities			
Trade and other payables	13,132	1,698	(11,434)
Lease liabilities	2,119	25	(2,094)
Employee and other provisions	2,814	208	(2,606)
Borrowings	2,125	-	(2,125)
Other financial liabilities	54	-	(54)
Deferred tax liabilities	6,347	1,478	(4,869)
Total Liabilities	26,591	3,409	(23,182)
Net Assets	71,879	26,854	(45,025)

- Strong cash position of \$21.8m at 30 June 2024
- \$42.6m returned to shareholders during the year via a combination of capital return and fully franked dividends
 - Further \$11.9 million paid in July 2024 as a special dividend
- No borrowings at 30 June 2024 after existing borrowings were repaid upon sale of the Consumer Products business
- Strong net asset position at 30 June 2024

FY25 Operations Improvements



New Warehouse

- Investment in Operations was a continued focus over FY24 and into Q1 of FY25 as Hampers With Bite finalises relocation to a new warehouse and manufacturing.
- Increased pallet storage capacity will improve operational efficiencies through revised production flow and stock management.
- Future strategic product expansion plans are unlocked with new facility and investment in capability.

Systems Improvements

- The go-live of a new Warehouse Management System (WMS), enables effective inventory management, production scheduling and forecasting processing rigour.
- Hampers with Bites new warehouse increase in capacity allows for further technology improvements to support ongoing cost down initiatives.
- Improvements to stock management and procurement will continue to unlock product savings which will be used to increase customer value.



FY25 Outlook Summary

The business remains cautious on the outlook for HWB and will continue to focus on executing key strategic objectives throughout FY25



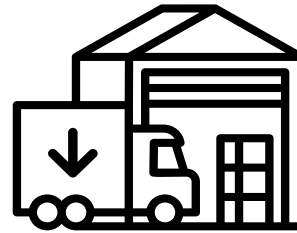
Brand Marketing

- Increase mass market media coverage
- Optimised advertising
- Website optimisations



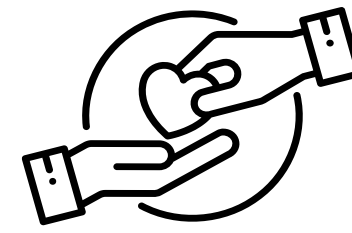
New Products

- Execute new range growth plans
- Expand key ranges across price points



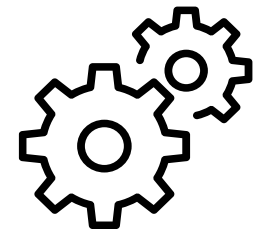
New Warehouse

- Brand new facility
- Major capacity increase
- Reducing operational costs



Charity Partnership

- Support key charities
- Leverage support



Systems & IT

- New ERP system
- BI integrations

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**HAMPERS
WITH BITE**