**AHAlife Holdings Limited** Level 5, 137–139 Bathurst Street, Sydney NSW 2000 Ph: +61 2 8072 1400 Fax: +61 2 9283 1970

#### 1 September 2015

The Manager Company Announcements Australian Securities Exchange Level 5, 20 Bridge Street SYDNEY NSW 2000

#### **By Electronic Lodgement**

**Dear Sirs** 

#### **Revised Trading Update**

Please find **attached** a revised Trading Update which replaces the Trading Update lodged this morning. The earlier Trading Update contained a minor labelling error of "customer returns" which should have been "product costs" on page 14.

If you have any queries, please contact the undersigned on (+61 2) 8072 1400.

Yours faithfully

Andrew Whitten Company Secretary

AUGUST 2015

## TRADING UPDATE



llcorc

## ahalife

## CONTINUED MOMENTUM IN AHALIFE MARKETPLACE

03013
Aug 2015
Jan 2014
GROWTH
GROVVIA
ON AUGUST LAST YEAR

Sales



+97% GROVTH ON AUGUST LAST YEAR +37%first half growth Brands



+38% GROWTH ON AUGUST LAST YEAR

AS204<sup>M</sup> GROWTH-CAPITAL RAISED IN JULY 2015





#### **AHAlife Overview**

- The recent capital raising and listing of AHAlife on the ASX facilitates our goal to be the go-to global digital marketplace for the premium/luxury industry
- AHAlife is a curated luxury online marketplace connecting discerning consumers with independent designers and artisans
- Founded in 2010 AHAlife has raised A\$33M of funding since inception and a further A\$20.4m in July 2015. Funds raised up until recently were devoted to building an enterprise grade technology platform
- AHAlife connects over 2,800 independent designers with >380K registered users and has the ability to ship to 220 countries across the globe
- AHAlife has over 70 curators from around the globe, many are leading lights in the industry
- AHAlife operates via a drop-ship (no-inventory) model with approximately 50% product margin on every transaction



## Market Opportunity

AHALIFE IS WELL-POSITIONED TO LEAD DEVELOPMENT OF THE GLOBAL LUXURY ONLINE LIFESTYLE MARKET

MASS       • Mass marketplaces       • Emphasis on       • Emphasis on       • Amazon 15%         MASS       • Ebery       • Amazon 15%       • Ebay 10%	CURATED	LUXURY	ahalife	<ul> <li>Curated marketplace platform</li> <li>Connects consumers to inspiring lifestyle products</li> <li>Focus on premium independent global lifestyle brands</li> </ul>	<ul> <li>€223BN Global luxury market of which Online luxury personal goods market is €12.2BN</li> <li>Source: Bain and Company Luxury Market Study 2013 &amp; 2014</li> <li>Online Luxury remains a Greenfield opportunity</li> </ul>	PRODUCT TRANSACTION MARGIN % AHA 50%* (Luxury retailers typically take 50-70%)
*Approximately	OPEN	MASS		Emphasis on     affordable prices	dominated by large	Amazon 15% Ebay 10%





## New Capital from ASX Listing to Drive Momentum

- The successful capital raising provides ability to accelerate our growth and customer acquisition strategy within the online luxury market (€12bn in 2014<sup>1</sup>)
- 2 Technology platform built to scale rapidly, allowing for growth in new product initiatives
- 3 Our financial results demonstrate acceleration in top line growth whilst maintaining attractive gross margins
- Initial impact of applying new funds to user, customer and brand acquisition has been favourable
- Opportunities for innovative new product offerings with large market potential and significant strategic partnerships



## SUCCESSFUL CAPITAL RAISING

The successful capital raising provides ability to accelerate our growth and customer acquisition strategy within the online luxury market (€12bn in 2014<sup>1</sup>)

- INT acquired 100% of AHAlife Holdings Inc on 25 July, 2015.
- As part of the transaction INT raised \$20.4m with the bulk of funds supporting AHAlife's customer acquisition strategy
- Name change completed from INT Corporation to AHAlife Holdings Limited (ASX:AHL)
- Note: all announcements by AHAlife Holdings Ltd, referring to the period prior to 25 July 2015, relate to the operations of INT Corporation (including Appendix 4C released on 3 Aug 2015 and Appendix 4E released on 31 Aug 2015).





### AHAlife Holdings Post Transaction Structure

		Comments
Total funding of AHL pre RTO	A\$32.6m	
Total acq cost of AHAlife by INT	A\$37.0m	
Capital raised in RTO	A\$20.4m	
Market Capitalisation	A\$62.3m	As at 28th August 2015
Total fully paid ordinary shares	163,142,428	Includes 24,741,873 restricted or escrowed shares (for 24 months)
Total options outstanding	20,346,730 (options) 5,000,000 (performance rights)	Includes restricted securities (24 months), various vesting conditions, exercise prices and expiry dates
Current Board	26,786,103 shares 15,038,820 options	All securities are restricted for 24 months or voluntarily escrowed until August 2016
% ownership by Board and Management	16.42% (undiluted) 24.84% (fully diluted)	



### The Management Team



#### Shauna Mei, Founder and Ceo,

BORN in Inner Mongolia, China & Fluent in Mandarin

MIT ALUMNUS in Computer Science, Electrical Engineering, and Al

#### PROFESSIONAL EXPERIENCE

- Goldman Sachs Private Equity and Investment Banking
- Co-Founder of Aronsson Group, Luxury Investment and Advisory Firm with former CEO of Donna Karan, Marc Jacobs, and Oscar de la Renta
- COO of Casall, €20MM Revenue Luxury Swedish Activewear Company

#### ACCOLADES

- Fast Company's 1000 Most Creative People
- Fast Company's 1000 Most Innovative People in Business
- Winner of SmartCEO's Future50 Award
- Finalist for Ernst & Young Entrepreneur of the Year



#### SACHIN DEVAND, CO-FOUNDER, PRESIDENT AND CTO

Indian Institute of Technology (IIT) ALUMNUS in Computer Science

#### PROFESSIONAL EXPERIENCE

- Built a real-time social graph of 1 billion users on the web for targeting relevance based display ads for 33Across
- Built one of the first Demand Side Platforms (DSP) for digital advertising industry for LucidMedia acquired by Videology
- Built search query categorization platform for every AOL online search
- Built semantic analysis engine including concept clustering, discovery and auto categorization of documents for lifesciences and government agencies for Entrieva
- Build a federated local search engine for DexOnline, yp.com.
- Discovery engine for AMEX publishing travel & leisure, food & wine
- Patent Holder in Machine Learning Semantic Analysis & Targeting #WO2007076080 A3





### Management Team & Board of Directors



#### STUART HALLS CFO

An accomplished CFO with 18 years' experience in senior finance roles, Mr. Halls joined AHAlife in July from Ironbridge Capital where, since 2009, he has worked across many of the portfolio companies to advise on due diligence, growth strategies and the eventual exit of several businesses, most notably the successful sale of iNova Pharmaceuticals. Mr. Halls recently spent a number of years as CFO for Recreational Tourism Group where he delivered a successful turnaround and sale in April 2015. Prior to this, Mr. Halls spent twelve years in commercial & operational roles in the UK & Australia for Coca-Cola, Unilever and Campbell Soups



#### MIKE HILL NON-EXECUTIVE CHAIRMAN

More than twenty years experience working on corporate and private equity transactions in Australia and the UK. Chairman of ASX listed entities - RHP, HJB, LVT and AHL



#### MIKE EVERETT NON-EXECUTIVE DIRECTOR

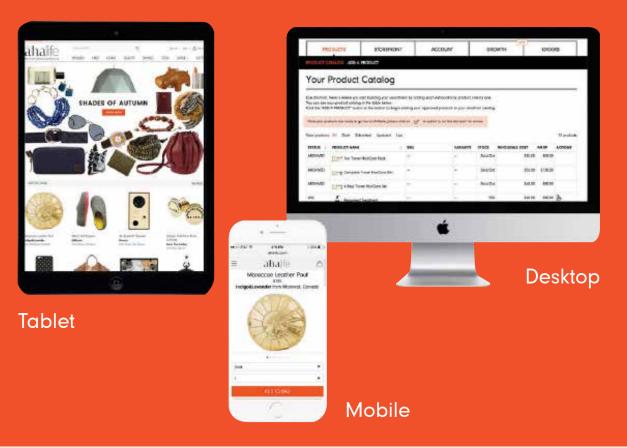
More than twenty five years of capital markets and advisory experience as Co-head of Financing Group at Goldman Sachs. Founded Reunion Capital Partners. Non-Executive Director of ASX listed entities – RHP, HJB and AHL





## TECHNOLOGY

A\$33m invested to date prior to RTO lead to development of an enterprise-grade technology platform





## Our powerful technology platform is at the core of our marketplace

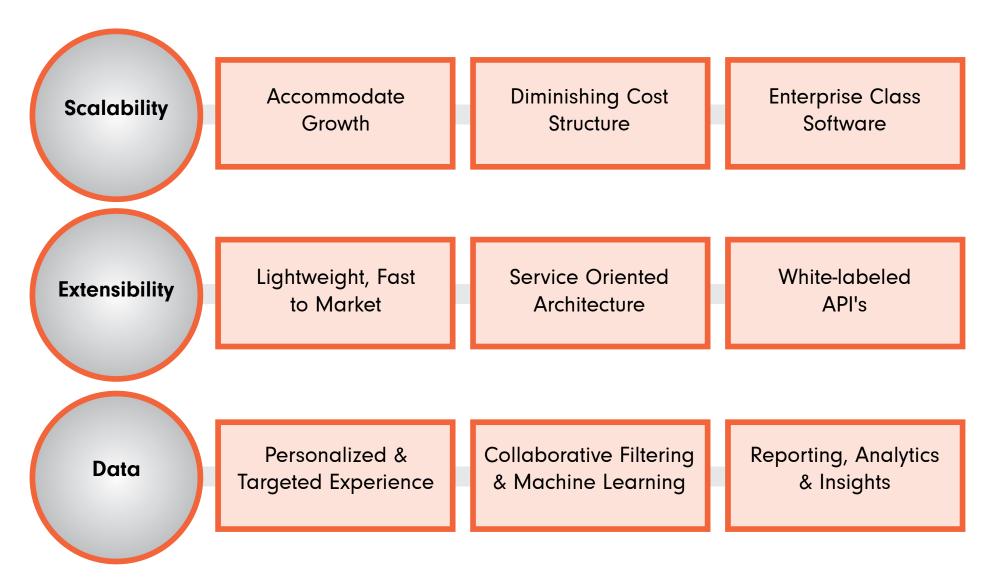
Our technology platform is built to scale rapidly, with a relatively fixed cost base

- Our powerful technology platform is at the core of our investor value proposition
- It was specifically designed to be rapidly scalable
- The design and build costs have largely been incurred prior to RTO
- The platform ensures we have a relatively fixed cost base
- As the business scales, our profitability improves
- Our easy-to-use customer and supplier interface is part of our competitive advantage





### AHAlife's technology capabilities have been purpose built

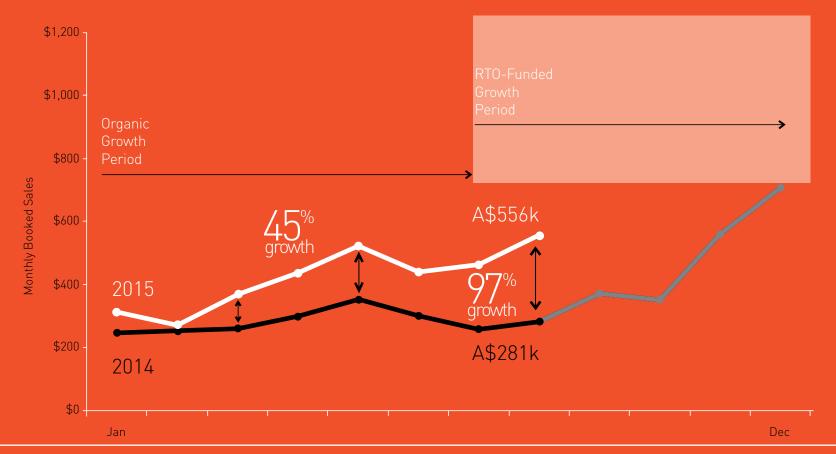






## FINANCIAL RESULTS

Our financial results demonstrate acceleration in top line growth whilst maintaining attractive gross margins





### June Half Year Results

The figures below are for the operating entity AHAlife Holding Inc. and not the parent entity AHAlife Holdings Limited (formerly INT Corporation Limited).

The operating company below has a financial year end of 31 December; its parent AHAlife Holdings Limited has a financial year end of 30 June

AUD000	(Unaudited)	(Unaudited)		(Audited)	
	June 1H15'	June 1H14'	% Chg on PCP	Full Yr Dec14	Notes
Booked Sales <sup>1</sup>	2,319	1,699	36.5%	4,205	<sup>1</sup> "Booked Sales" placed during the
Gross Revenue <sup>2</sup>	2,208	1,425	55.0%	4,060	shipping revenue <sup>2</sup> "Gross Revenue
Product Costs	(1,096)	(725)	51.2%	(1,766)	shipped during th shipping revenue
Product Margin	1,112	700	58.9%	2,294	included \$125k a income which ha
Product Margin %	<b>50</b> %	<b>49</b> %		<b>56</b> %	<sup>3</sup> Offers & discour are treated as re
Offers & Discounts <sup>3</sup>	(171)	(58)		(549)	and discounts gro
Customer Returns	(68)	(29)		(137)	<sup>4</sup> Company starte and credits in Mo
In-bound Freight	(21)	(75)		(110)	has lowered gros
Gross Profit	852	538	<b>58.4</b> %	1,498	is converting first rate. Full Year 20
GP% <sup>4</sup>	<b>39</b> %	38%		37%	for comparative   Licensing Income
Other Income	151	154		333	(combined \$240k Other Income in t
Expenses - Fixed <sup>5</sup>	(3,149)	(4,968)	(36.6)%	(7,886)	<sup>5</sup> FY14 included s on development
Expenses - Variable <sup>6</sup>	(689)	(509)	35.4%	(1,056)	Inclusive of \$1m of
Operating Loss	(2,835)	(4,784)	(40.7)%	(7,110)	discontinuing the division in April 2
Creek on Hand (at 71 Jul)	10 7 4 7	0 100	170 F 0/	1007	<sup>6</sup> Increased paid <sup>7</sup> Cash on hand fi
Cash on Hand (at 31 Jul) <sup>7</sup>	19,343	8,109 5,979	138.5%	4,986	for 1HY15 & 1HY1 Full Year 2014 is a
Cash on Hand (US\$000) Operating Cash Flow <sup>8</sup>	13,927 (4,537)	5,838 (5,387)	(15.8)%	3,590 (6,888)	<sup>8</sup> This represents to 30 June

<sup>1</sup> "Booked Sales" is defined as orders placed during the period, inclusive of shipping revenue

<sup>2</sup> "Gross Revenue" is defined as orders shipped during the period, inclusive of shipping revenue. Full Year 2014 reported included \$125k additional revenue for rental income which has been excluded here

<sup>3</sup> Offers & discounts for returning customers are treated as revenue deductions; offers and discounts granted to new customers are classified as a cost of sale

<sup>4</sup> Company started testing marketing offers and credits in May 2014 to present day. This has lowered gross margins but the company is converting first time customers at a better rate. Full Year 2014 reported GP was 49%; for comparative purposes Technology Licensing Income & Rental Income (combined \$240k) have been reclassified as Other Income in this table.

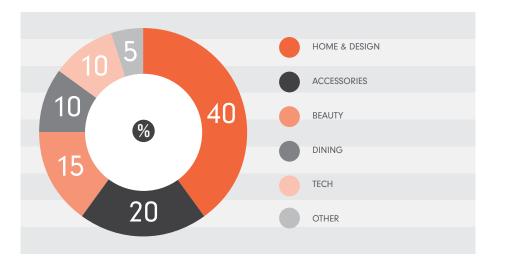
<sup>5</sup> FY14 included significant technology spend on development of the platform. Inclusive of \$1m of cost associated with discontinuing the enterprise licensing division in April 2014

 <sup>6</sup> Increased paid marketing spend
 <sup>7</sup> Cash on hand figures are at 31 July 2015 for 1HY15 & 1HY14 to reflect funds raised.
 Full Year 2014 is as at 31 December
 <sup>8</sup> This represents the 6 months total cash flow

All figures have been converted from USD to AUD at a rate of  $0.72 \mbox{c}$ 



#### **Business Profile**



#### Gross margin consists of

- Product Margin (approx. 50%)
  - Depending upon product cost agreement with brands
- Order Fulfillment Costs (approx. 5%)
  - International Brand Inbound Shipping to US
- Incentives and Offers (approx. 10%)
  - Marketing offers, discounts and credits vary depending on active marketing campaigns and season

Key Metrics	Aug 2015 YTD	Aug 2014 YTD	2014 Full Yr to December
Registered Users	380k	198k	217k
1st Time Customer AOV	A\$235	A\$233	A\$229
Repeat Customer AOV	A\$243	A\$253	A\$272
Product Margin	50%	49%	56%
Inventory Risk	Nil		
No. of Orders Placed	12,934	8,810	16,410
No. of Orders from Repeat Customers	4,754	2,613	5,608
% Revenue from Repeat Customers	38%	31%	39%
% No. of Customer Products Returned <sup>2</sup>	2.6%	2.1%	2.4%
NPS Rating			<b>69</b> <sup>1</sup>

<sup>1</sup> Net Promoter Score: A widely used customer loyalty metric created by Bain & Co. and named by Harvard Business Review as "One number you need to grow". Amazon has an NPS score of 65 <sup>2</sup> Industry standard 15-55%



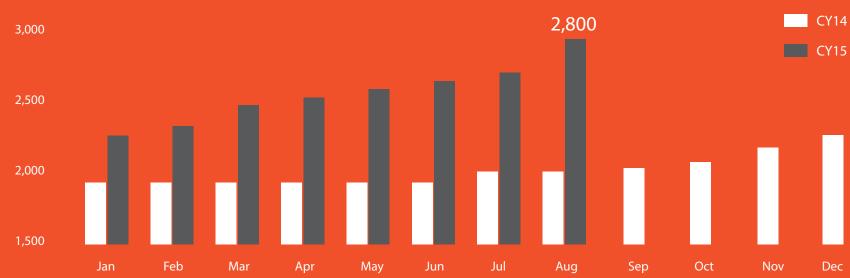


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## **GROWTH STRATEGY**

Initial impact of applying new funds to user, customer and brand acquisition has been favourable



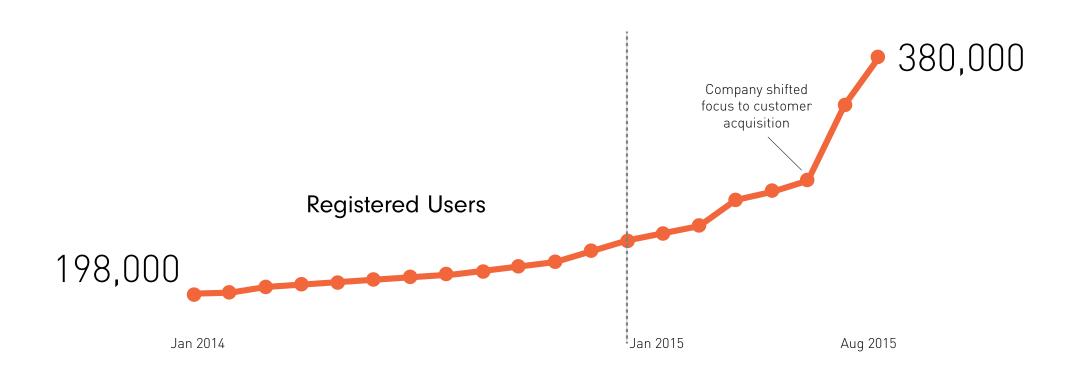






### Rapid growth in new customer acquisition

The successful capital raising of A\$20.4m in July ensures the company can now continue to invest in growth





## **Growth Drivers**

## ORGANIC

#### CUSTOMER LEVERS

- Search: SEM/SEO
- Social: Facebook/Polyvore/Pinterest etc
- Affiliate Marketing
- Brand Customer Activation
- Content Marketing/Paid Editorial
- Media Partnerships

#### **RETENTION LEVERS**

- Loyalty Program
- Email Program & Triggers
- Refer-a-Friend
- Concierge
- Retargeting
- Mobile Gifting App

## STRATEGIC

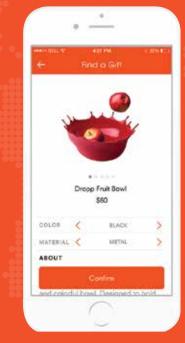
- Acquisition of sub-scale business capable of being transitioned to AHAlife
- New technology releases to drive customer acquisition.
   eg: Gifting App
- Further market segmentation with dedicated sites in specific product categories eg: AHAnoir
- Joint Ventures
- Dedicated expansion into other countries outside of the US





## NEW PRODUCT OFFERING & INTERNATIONAL EXPANSION

Opportunities for innovative new product offerings with large market potential and significant strategic partnerships







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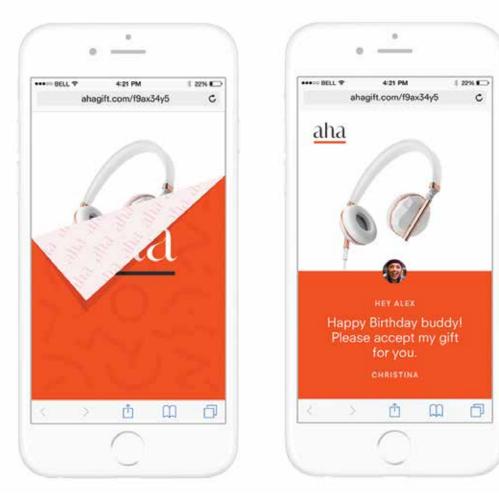






## Gifting App

- Launching in September
- Size of the US gifting market is US\$21.2bn<sup>1</sup>
- Currently no competitor gifting app in the entire apple app store
- "Give a gift in less than 60 seconds"







#### **International Expansion**

#### China

Company is well positioned with strategic investors: VIP Shop and Rakuten (market capitalisations of A\$16bn and A\$27bn<sup>1</sup>, respectively)

#### Canada

Currently easiest area to focus on given time zone and proximity

#### Europe & Australia

Current orders from these regions have significantly higher average order values

#### Acquisitions

Opportunity to purchase smaller businesses with engaged audience and little to no technology to leverage off AHAlife's technology platform.

<sup>&</sup>lt;sup>1</sup> Market capitalisations as at 28th August 2015





#### AHAnoir

AHAnoir is a premium curated adult product site which demonstrates AHAlife's ability to leverage its technology platform into new market segments.

The sex toy industry is a large opportunity (market size US\$15bn<sup>1</sup> estimated to grow to US\$52bn by 2020) and has a heavily online orientation.

Amazon.com is the largest seller in this space but there is still a market opportunity at the premium end.



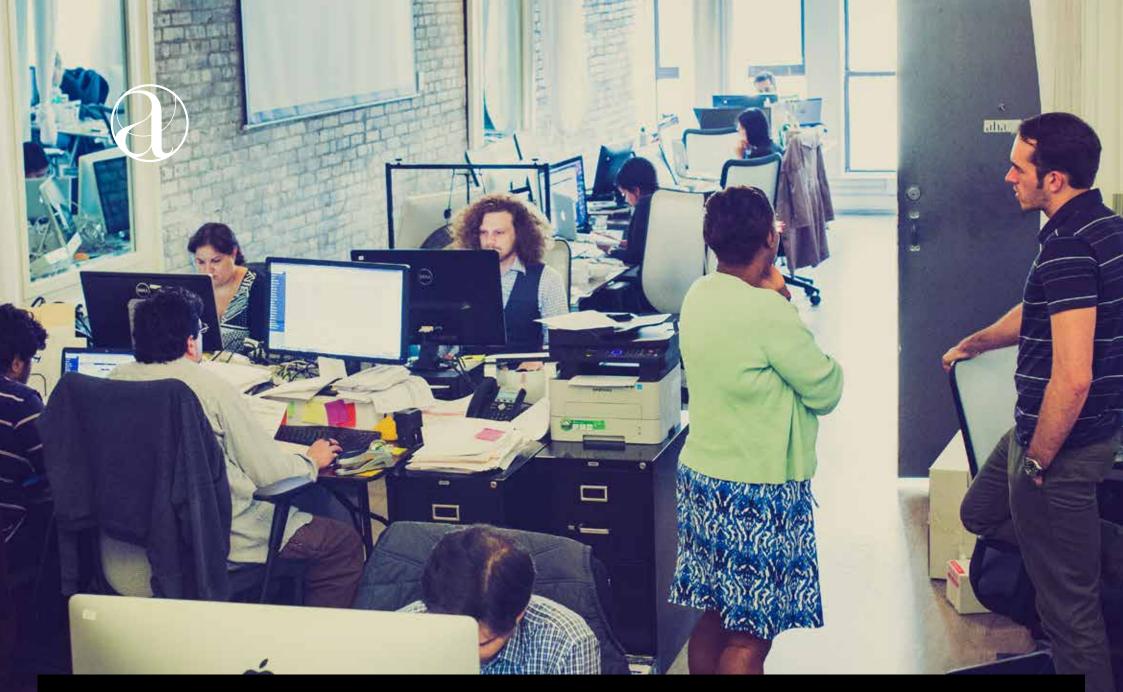
<sup>1</sup> Source: Stefan Dallakian, owner of Paris Intimates





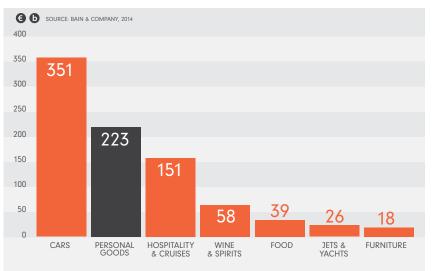
## SUMMARY

- Unique focus on large and growing curated luxury online marketplace
- Funds raised used for new customer acquisition and early signs are favourable and already driving 97% growth on August last year
- Our business model has structurally attractive product margins of 50% higher than other online retailers but at low-end of luxury retailers off-line
- Our drop-ship model ensures we can generate revenue without holding inventory
- Significant investment in powerful technology platform that drives both brands and consumers
- Support from leading financiers, and prominent luxury and lifestyle personalities/ organizations

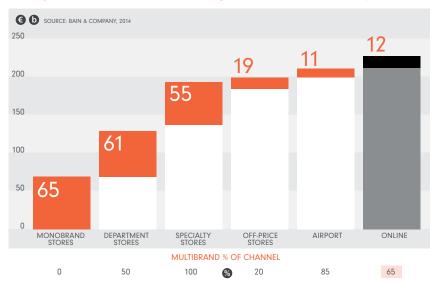


### APPENDIX OVERVIEW OF BUSINESS MODEL FOR ADDITIONAL INFORMATION

#### Luxury Personal Goods Market is €223b



#### Luxury Personal Goods Market By Sales Channel, 2014 (€)



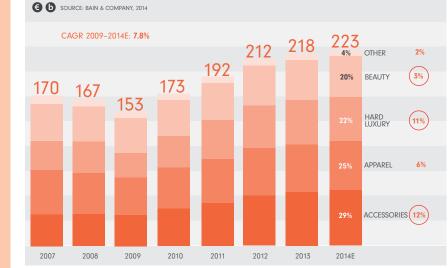
Online sales of luxury items represent ~5% of the total €223B market, at €12B.

Traditional bricks & mortar shopping is more likely to be Monobrand.

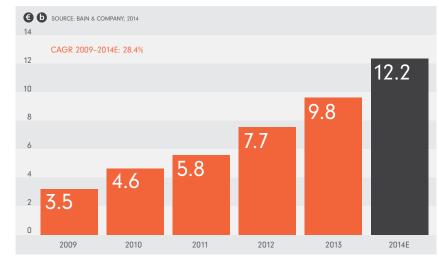
Within the Online channel, Multibrand environments are preferred by customers and represent 65% of all channel sales.

AHAlife's Multibrandstyle offering is accepted by luxury online shoppers.

#### Luxury Personal Goods Market by Product Category, 2007-2014 (€)



#### Global Online Luxury Personal Goods Market, 2009-2014 (€)





### **Company Advisors & Investor Network**

AHAlife's **investors and advisors** span luxury retail, eCommerce, media, technology and well-being lifestyle: all key tenets for AHAlife's business model



STEVE SADOVE Former CEO Saks Fifth Avenue



DEEPAK CHOPRA Spirituality & Wellness Author



FERN MALLIS Founder of **NY Fashion Week** 



ARI EMANUEL CEO of William Morris Endeavor and IMG



RENAUD DUTREIL Former Chairman **LVMH** 



JON TEO Co-Founder of **Binary** 



(Ranks Among Top 3 eCommerce Companies in the World, Largest in Japan)<sup>1</sup> **TYO:4755**  (China's Leading Online Discount Retailer for Brands)<sup>2</sup>

VIP Shop NYSE:VIPS



(The global leader in sports, entertainment, media, and fashion, operates in more than 25 countries )

William Morris Endeavor and IMG



(Silicon Valley Based VC)

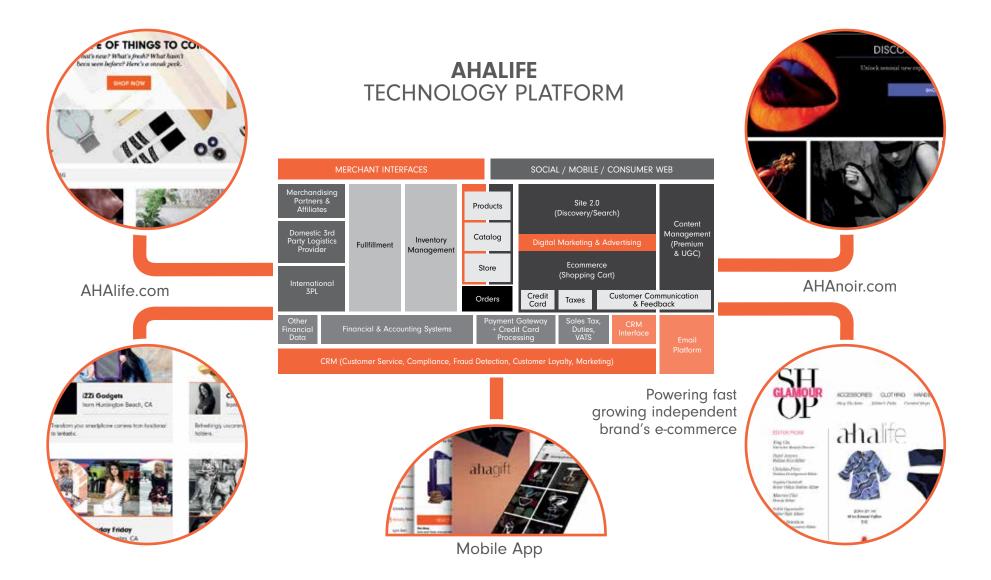


(New York City Based VC)

<sup>1</sup> source: www.rakuten.com<sup>2</sup> source: ir.vip.com



### Extending the AHAlife Platform







### Why Brands Work With AHAlife



End-to-end solution, including site design, marketing tools, analytics, customer service and global shipping to over **220 countries** 



Fast Self-Service on-boarding in under 24 hours



Customizable digital storefront



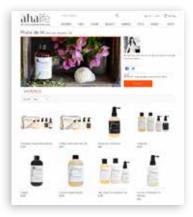
**Content solutions** provided, including editorial design and email communication



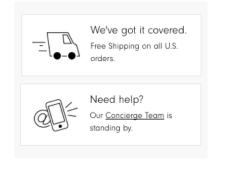
Self-managed for brands to control consumer experience



### AHAlife Offering for Brands



CUSTOMIZABLE DIGITAL STOREFRONT



END-TO-END LOGISTICS + CUSTOMER SERVICE + GLOBAL SHIPPING



#### BRAND PORTAL + CUSTOM ANALYTICS + ORDER MANAGEMENT SYSTEM



#### NETWORK EFFECT OF CURATORS, PUBLISHERS + OTHER BRANDS



#### EDITORIAL CONTENT, EMAIL PROMOTIONS + CRM



ONLINE MARKETING, AFFILIATE NETWORK, AND PR



## The AHAlife Customer

- In-the-know, savvy and well-traveled consumers
- Gender Mix: 65% Women, 35% Men
- Age: 25-55
- Household Income: 150K+
- Geography: Urban Cities New York, LA, San Fran, Chicago, Miami, Houston, London, Sydney etc.
- Education: Over-indexed for College and Grad School degrees

"This is my go-to destination to buy gifts and find things I can't find anywhere else"

AHAlife 2x Repeat Male Customer



"Very special items are selected for even the most savvy of shoppers" AHAlife 10x Repeat Female Customer





## Why Consumers Engage with AHAlife

- One Stop Shop: Opportunity to discover, interact with and purchase a wide range of independent premium branded products in single marketplace
- Convenience: Consumers more and more prefer to purchase non-fit oriented products online
- No Retailers: AHAlife platform allows consumers to follow, purchase and interact directly with AHAlife brands
- Quality & Trust: AHAlife's editorial voice creates a trusted environment where curated brands increase consumer confidence. Centralized Concierge and operations ensures quality customer experience.







## What We Stand For







#### **Conscious Consumption**

What you own is part of your self-expression. Choose high quality objects that inspire you and help you live life to the fullest.

#### Celebrating and Protecting Creativity

Join us in empowering designers, artisans and innovators to thrive online by purchasing and treasuring their unique creations.

#### The Thrill of the AHA!

Immerse yourself in our inspiring world. Stumble-upon amazing creations and take back the joy of shopping.





### AHAlife In the Press



"One of the World's 50 Most Innovative Companies of 2013."

WALL STREET JOURNAL

Forbes

"I was taken by [Shauna Mei's] story, and by the [company's emphasis on storytelling]."

"A Bold New E-Commerce Experience: Going Where No One Has Gone Before"

Ehe New York Times

TE



"Offering Web Buyers a Thrill of Discovery"

"AHAlife adds curation and social influence to sell luxury goods."

"Curated by some of the brightest minds in the industry. It's like having Tim Gunn as your personal shopper."



"Best of the Web List 2012"





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