



eve investments
AGM PRESENTATION

26 NOVEMBER 2020

AGM 2020

2020 KEY ACHIEVEMENTS



<p>BRAND REFRESH Meluka Australia brand refresh and product launch in China. Dec 2019</p>	<p>\$9.3M PLACEMENT COMPLETION Two strategic investors- Everhoney Biotech Australia Pty Ltd & Hong Kong Jusheng Bolang Technology Co., Limited. FIRST ORDER WITH CHINA First order of Native Honey with Chinese Distribution Partner. Jan 2020</p>	<p>TOP 20 Record sales in US Amazon during COVID lockdowns. Raw Honey- Ranked Top 20 Best Honey Sellers. TEA TREE OIL FOR CHINA First order of Tea Tree oil with Chinese Distribution Partner. Mar 2020</p>	<p>PROBIOTIC CONCENTRATE LAUNCH Launch of Probiotic Concentrate range in Australia. Apr 2020</p>	<p>RECORD HALF YEAR REVENUE Record group revenue of \$3.1m for the half year. FIRST PRODUCTION FOR CHINA First production of Meluka Tea Tree Essential Oil for Chinese Distribution Partner. Jun 2020</p>	<p>MELUKA IN TAIWAN First order and delivery of Native and Tea Tree Honey to Taiwan. PROBIOTIC LAUNCH IN US Launch of Probiotic Concentrate range in US market. Jul 2020</p>	<p>NEW CHINESE ORDER First order of Tea Tree Honey with Chinese Distribution Partner. Aug 2020</p>	<p>FURTHER EXPANSION Commenced registration for Amazon Canada, Japan Singapore & UK. RECORD QUARTER REVENUE Record group revenue of \$2.1m for the quarter. Sep 2020</p>	<p>▲ 13% YIELD Organic Tea Tree harvest completion, yield increase of 13%. Oct 2020</p>	<p>STRONG CASH POSITION Operations close to breakeven. +2,000 ACRES Additional leased land adjoining Jenbrook farm. AMAZON CANADA Commencement of Amazon sales. TEA TREE OIL LAUNCH Launch of Organic Essential Tea Tree Oil in Australia. Nov 2020</p>
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2020

KEY APPOINTMENTS



NEW APPOINTMENTS

**FARM
MANAGER**
(JENBROOK)

Jesse Redhead
(Nov 2019)

**NON-EXECUTIVE
DIRECTORS**

Carlos Jin (Finance)
Joalin Chou (Marketing)
(Jan 2020)

**MARKETING
MANAGER**

Stephanie Yip
(Jun 2020)

**BRAND
MANAGER**

Rebecca Bak
(Oct 2020)

ROLE CHANGES

**MANAGING
DIRECTOR
& CEO**

Bill Fry
(Dec 2019)

**CHIEF
OPERATING
OFFICER**

Ben Rohr
(Dec 2019)

**CHIEF
FINANCIAL
OFFICER**

Steven Jackson
(Dec 2019)

**BUSINESS
DEVELOPMENT
MANAGER**
(JENBROOK)

Beck Howe
(Jul 2020)

**PROJECTS
COORDINATOR**

Elizabeth Caiulo
(Dec 2019)



DISTRIBUTION & SALES



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KEY MARKETS

2020 2021



CURRENT DISTRIBUTION

- EXPANSION PLANS



	CHINA	TAIWAN	USA	AUSTRALIA	CANADA
DISTRIBUTOR	Yandi Biotech	AIFYA International Group	Naturally Australian Products (NAP), Inc. (49% EVE owned) - bulk oil sales, branded Meluka Australia products Organic/wholefoods distributor (in negotiation)	The Fair Traders Distribution (NSW) National distributor (to be determined)	Amazon
CHANNEL	Direct sales (1 million+ members) Online platform Health store network	Direct sales E-commerce website	E-commerce website www.melukaaustralia.com Amazon www.amazon.com Faire marketplace www.faire.com	E-commerce website www.melukaaustralia.com.au Amazon www.amazon.com.au	Amazon www.amazon.com
CURRENT PRODUCT / RANGE	Raw Honey Raw Honey Infused with Tea Tree Tea Tree Essential Oil	Raw Honey Raw Honey Infused with Tea Tree	Honey Range Bio-fermented Probiotic Concentrate Range	Honey Range Bio-fermented Probiotic Concentrate Range Tea Tree Essential Oil	Honey Range
2021 POTENTIAL EXPANSION	Bio-fermented Probiotic Concentrate Range Extended Honey Range Essential Oil Range	Bio-fermented Probiotic Concentrate Range Extended Honey Range	Extended Honey Range Essential Oil Range	Extended Honey Range	Extended Honey Range Essential Oil Range

EMERGING DISTRIBUTION

ONLINE DISTRIBUTION MODEL FOR NEW MARKETS

- One of the world's largest online retailers is Amazon.com. The platform forms a key part of Meluka Australia's online distribution model and acts as a gateway to enter our branded products into new markets (excluding China/Taiwan).
- By leveraging our top US reviews and rankings in new Amazon marketplaces, we are able to rapidly establish the validity of our products.
- We identify key market drivers through advertising and media campaigns to target marketing spend on the best performing audiences.
- By establishing credibility and a sales record on one of the biggest global online platforms, the opportunities to secure in-store brick and mortar distribution are greater.



EMERGING DISTRIBUTION



	JAPAN	SINGAPORE	UK	GERMANY
CHANNEL	Amazon Distributor (to be determined)	Amazon	Amazon Distributor (to be determined)	Amazon Distributor (to be determined)
*INITIAL PRODUCT/ RANGE	Honey Range Probiotic Concentrate	Honey Range	Honey Range	Honey Range
ROLL OUT DATE	Q3 2021	Q3 2021	Q3 2021	Q3 2021

*Full range of Meluka Australia branded products to be introduced to channel



2020

PRODUCT PORTFOLIO



2020 PRODUCT PORTFOLIO



RAW HONEY RANGE

Meluka Australia premium certified organic raw honey products that are traceable and sustainable.



ESSENTIAL OIL

Meluka Australia premium Tea Tree Essential Oil. Bulk sales of Australian native oils via subsidiary company, Jenbrook.



RAW HONEY PROBIOTIC CONCENTRATE RANGE

Meluka Australia premium bio-fermented liquid concentrate with a focus on immunity and gut health.

FUTURE PRODUCT RELEASES

FORECASTED NEW PRODUCT RELEASES OVER THE NEXT 18 MONTHS

2021

Q3

RAW HONEY INFUSED WITH APPLE CIDER VINEGAR

Probiotic benefits of ACV coupled with raw honey

BOTANICAL RANGE WITH RAW HONEY & PROBIOTIC CONCENTRATE

A unique range of natural botanical superfood infusions

DIFFUSER RANGE

Luxurious ultrasonic diffusers to complement Essential Oils

Q4

ARTISANAL GOURMET RAW HONEY

Luxurious, gourmet raw honey infusion

2022

Q1

COLLAGEN PROBIOTIC CONCENTRATE

Utilising the benefits of marine based collagen for gut health

Q2

ARTISANAL PREMIUM RAW HONEY

Luxurious, premium raw honey infusion

Q3

ESSENTIAL OIL RANGE

Expansion of Australian native essential oils

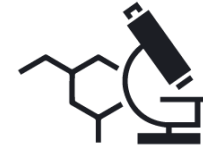
CSR AND R&D

CORPORATE SOCIAL RESPONSIBILITY



- Maintaining the highest corporate governance standards.
- 2020 collaboration to produce a bushfire charity rescue honey for Australia & US.
- 2021 community involvement initiatives will see us working with local organisations.
- Upholding certified organic farming and a focus on continuous improvement to minimise our environmental footprint.
- We take responsibility for our environment. Our organic and sustainable farming practices protect our unique ecosystem and ensure the environment remains as nature intended.

RESEARCH & DEVELOPMENT



Research & development are a key part of maintaining our uniqueness in the industry. Future initiatives include:

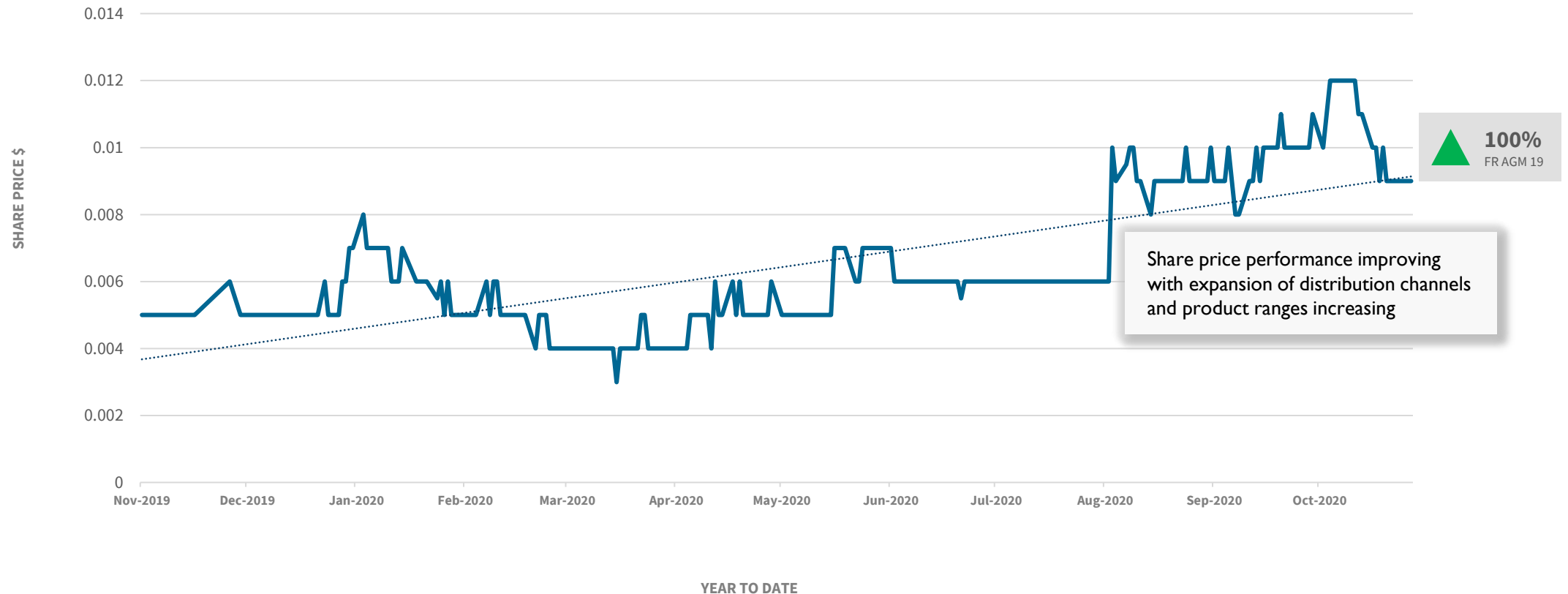
- Continual development of unique aqueous tea tree extract with further tea tree derived products to be added to Meluka Australia's product range.
- Research to potentially produce probiotic strains from the good bacteria within EVE's own hives.
- Continuing research on the positive effect of tea tree on bee health.
- Focus on tea tree plant health and regenerative farming techniques to improve crop yield.
- Development of tea tree hydrosol products.

2020 CORPORATE UPDATE



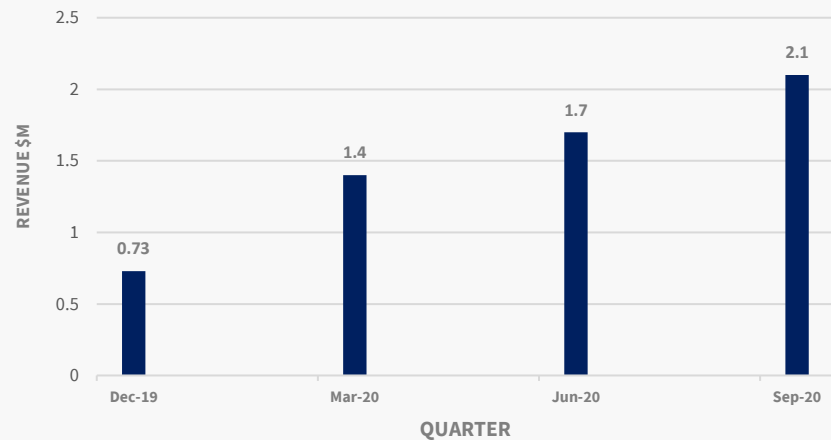
CORPORATE PERFORMANCE

SHARE PRICE PERFORMANCE



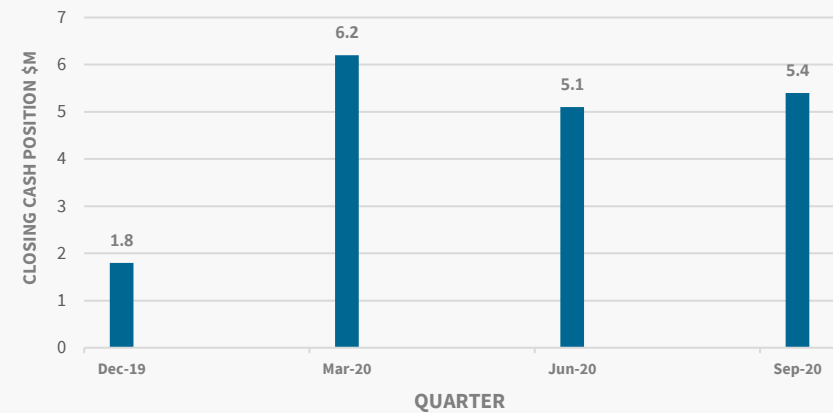
CORPORATE PERFORMANCE

GROUP REVENUE



- Four quarters of continuous sales growth.
- Sales growth achieved in all regions over past 12 months.
- Future sales growth to come from expansion in US and China, plus the addition of new regions.

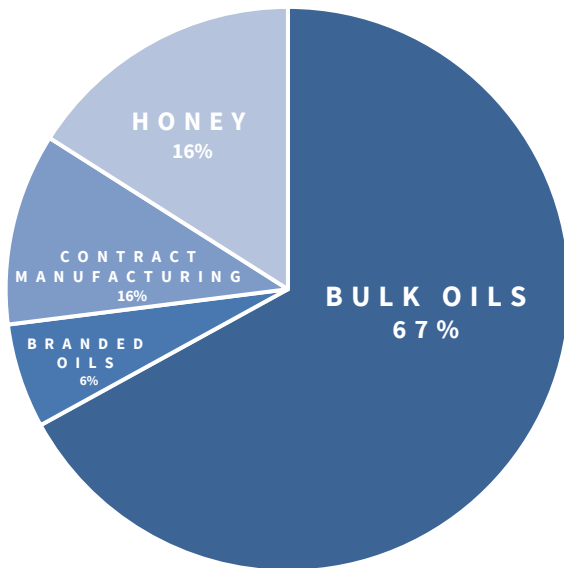
CASH POSITION



- Decreasing cash burn as revenue increases.
- Sufficient cash to meet all forecast working capital requirements.
- Focus on achieving near term positive cashflow.

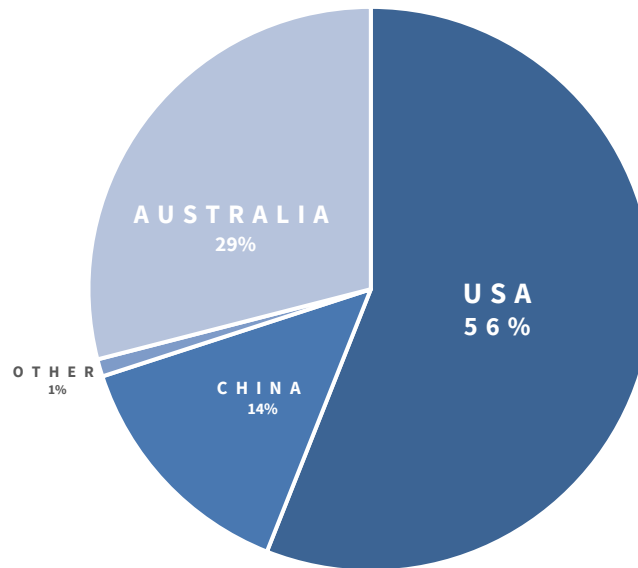
SALES COMPOSITION

SALES BY CATEGORY



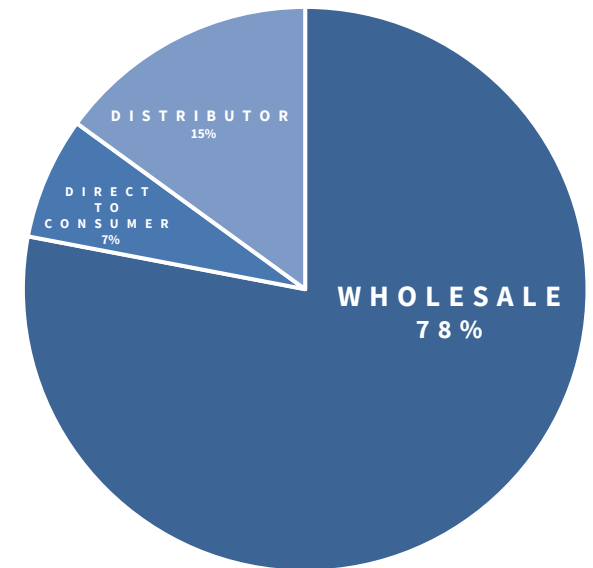
- Honey sales percentage to increase.
- Branded oils percentage to increase.
- Bulk oil percentage to decrease as a percentage of total sales.

SALES BY REGION



- China percentage to increase significantly.
- Canada & Europe to feature.
- Australia to decrease as a percentage of total sales.

SALES BY CHANNEL



- Distribution percentage to increase due to China ramp up.
- Direct to consumer to increase due to Amazon expansion into new regions.
- Wholesale to decrease as a percentage of total sales.

12 MONTH FORECAST

CORPORATE OVERVIEW

CAPITAL STRUCTURE

ORDINARY SHARES 3,843,141,890

OPTIONS/RIGHTS 135,866,665

MARKET CAP AUD \$38M

EV AUD \$33M

KEY SHAREHOLDERS

EVERHONEY 17%

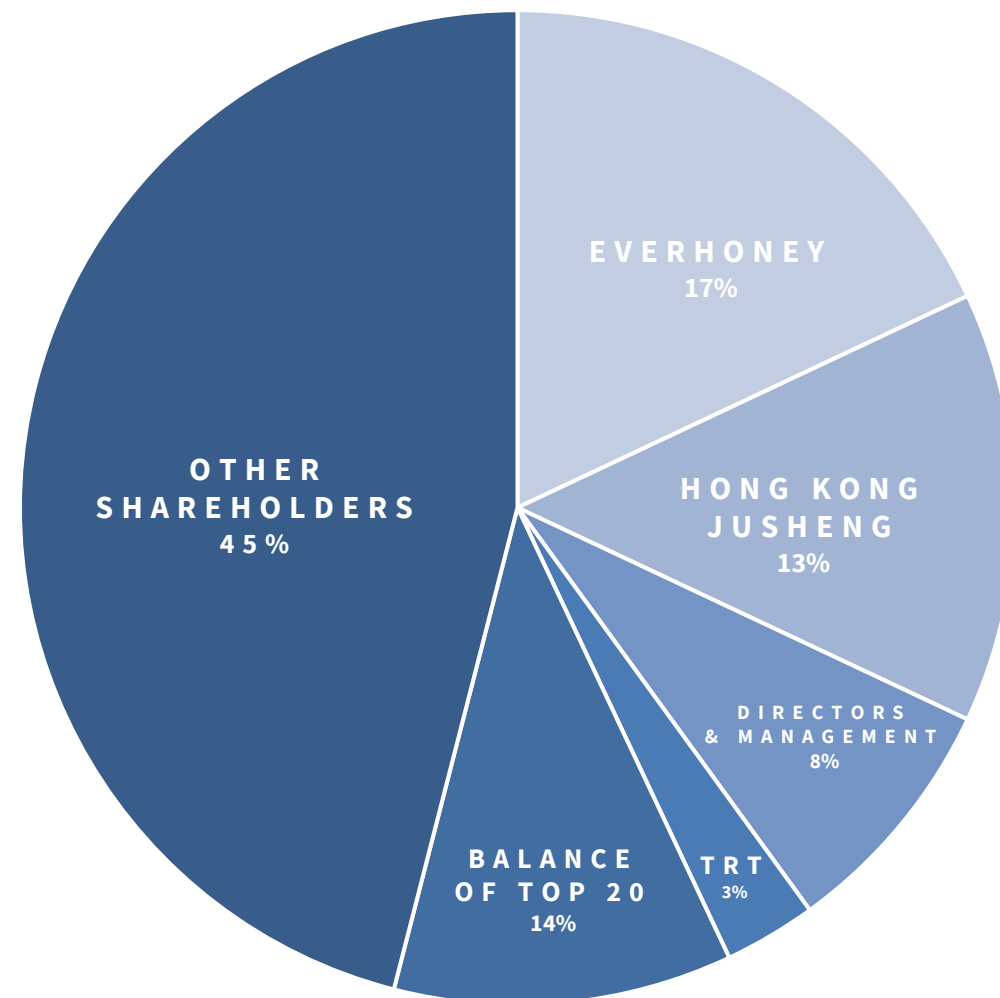
HONG KONG JUSHENG 13%

DIRECTORS & MANAGEMENT 8%

TRT 3%

BALANCE OF TOP 20 14%

OTHER SHAREHOLDERS 45%



EXCITING OUTLOOK



- Expansion of sales in key markets - China and US.
- New regions opening up – UK, Germany, Japan.
- New product launches – additions to current ranges.
- Growing awareness and demand for natural products to aid building of immunity and general health and wellness.
- EVE well positioned for this increasing demand.

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Authorised for release by Bill Fry, Managing Director.

THANK YOU



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