



THE FOOD REVOLUTION GROUP

AGM Presentation – Nov 2021



Who we are

The Food Revolution Group Limited (ASX: FOD) is an Australian beverage and wellness supplement company, specialising in the development of innovative health focused products for retail in Australia and Asia.

Our purpose

To create healthy food that engages, excites and inspires health conscious consumers seeking better for you alternatives.

Our ambition

To be a leading provider of beverages, functional foods and wellness supplements that improve the quality of consumers' lives in the use of all natural ingredients.

Our values

The basis of how we work and operate daily:

- We are honest and transparent
- We respect all stakeholders...our team, our suppliers, our customers, our industry, our shareholders
- We are results focused and strive to create shareholder value

OUR BRAND PORTFOLIO

Original
JUICE CO.
BLACK LABEL



Premium fresh juice

OBL

100% Australian juice

OJC

Cold pressed range

Plant based range

Veg juice variants



All natural wellness

Superfoods & plant based ingredients

Immunity shots

Carbonated Wellness beverages

Plant Based Wellness beverages

ERIDANI



Premium health & beauty

Marine collagens powders

Wellness gels sachets

OUR MANUFACTURING CAPABILITY

- Juice Extraction & beverage packaging
- Cold storage and distribution
- Technology & micro-dosing
- Bottling (50m litres p.a maximum)
- Functional gels, sachet, oil pressing
- Quality assurance and compliance

Bottling Capabilities

Line	PET Bottles
2	2L to 4L
3	200ml, 300ml, 350ml, 400ml, 600ml, 900ml, 1L
5	575ml , 600ml, 1L, 1.5L
10	400ml Carbonated

Product Capabilities

Fruit Juices

Sports Drinks

Functional Drinks

Hydration Drinks

Cold Pressed

Kombucha

Functional Gels

Functional Sachets

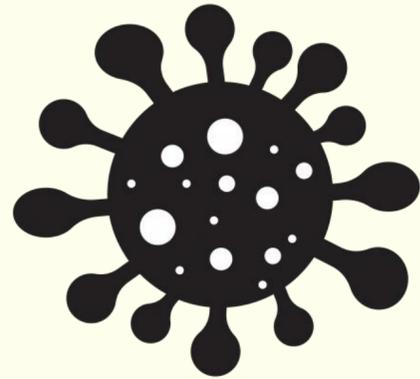
Pressed Oil



FY2021 Overview

2021 Health & Wellbeing

COVID19



- Maintained employment/staff through Pandemic
- Zero cases on site
- COVID management in place
 - Shift segregation (30 min gap between shifts)
 - Physical segregation (Site segregation – no access between area's, meeting reduction)
 - COVID safe work restrictions (Distancing/QR codes/Temp checks/Masks, etc.)

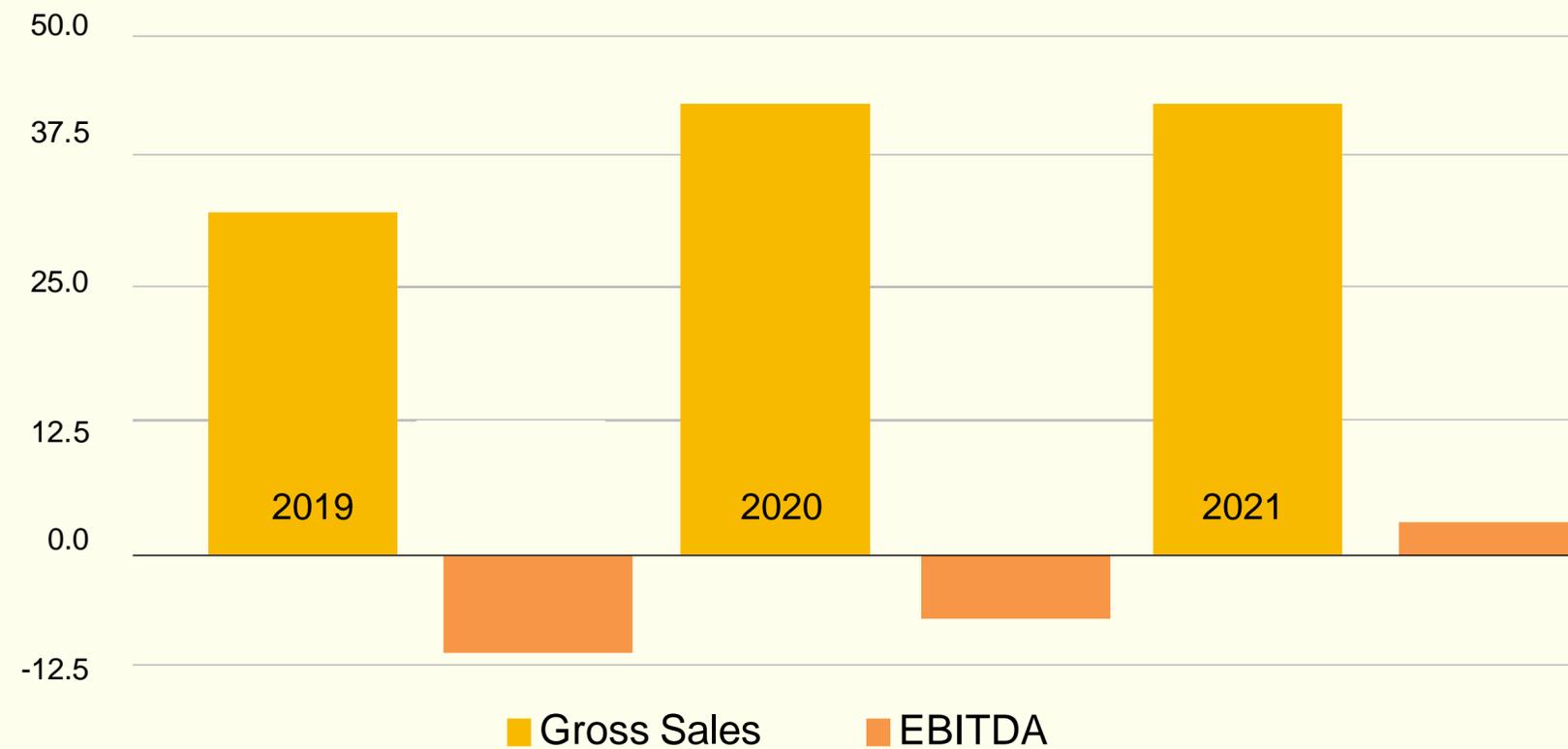
SAFETY

- Strong focus on safety
- 2 LTIs (1 LTI in FY20)
- Continuous Improvements



2021 Financial Review

FY21 Gross Sales	FY21 Beverage Sales	Gross Profit Margin	EBITDA	Non COGs Expenses	Cash (Balance)	Cash (Operating)
+0% To \$42m in FY21	+13% To \$41m in FY21	28% 15% in FY20	\$1.8m Loss of \$5.5m in FY20	-20% To \$8.3m in FY21	\$4.4m Up from \$2.9m in FY20	-\$2.2m From -\$2.0m in FY20





F21 PIVOT

OWN THE BRAND & BUSINESS RESET

CONTROLLED END TO END PRODUCT CYCLE

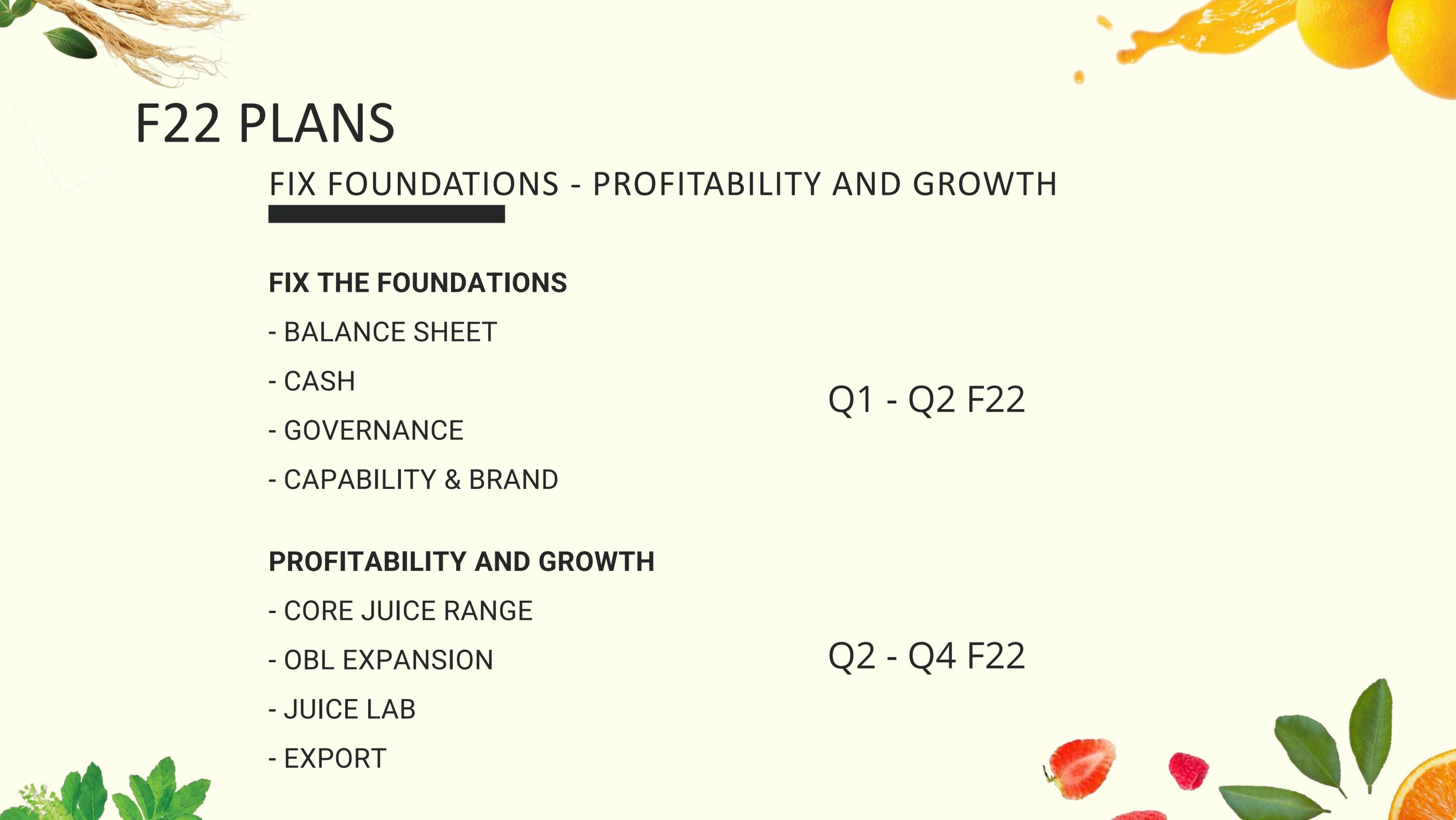
- SECURED PROCUREMENT
- CONSOLIDATED RELATIONSHIPS AT RETAILERS

BUSINESS RESET

- RESHAPED MANAGEMENT
- INVESTED IN PEOPLE / STRUCTURE
- CUT TIES WITH CONTRACTORS
- LAUNCHED JUICE LAB WELLNESS SHOTS
- GET BACK TO BLACK (EBITDA)



FY2022 Plans



F22 PLANS

FIX FOUNDATIONS - PROFITABILITY AND GROWTH

FIX THE FOUNDATIONS

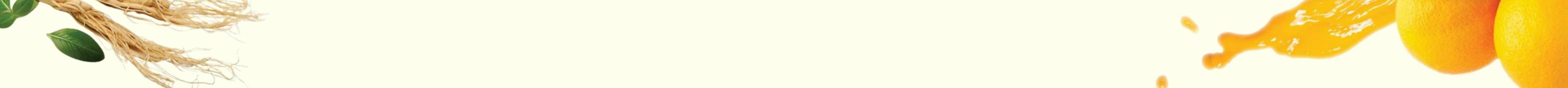
- BALANCE SHEET
- CASH
- GOVERNANCE
- CAPABILITY & BRAND

Q1 - Q2 F22

PROFITABILITY AND GROWTH

- CORE JUICE RANGE
- OBL EXPANSION
- JUICE LAB
- EXPORT

Q2 - Q4 F22



FIX THE FOUNDATIONS F22 Q1-Q2

BALANCE SHEET

- FINANCING
- NON-CURRENT ASSETS
- CURRENT LIABILITIES
- EQUITY

CASH

- POSITIVE OPERATING CASH

GOVERNANCE

- BOARD INDEPENDENCE
- AUDIT COMPLIANCE
- FINANCE STRUCTURE & CONTROLS

CAPABILITY

- BRAND & PERCEPTION
 - LEADERSHIP TEAM
 - CULTURE
- 

PROFITABILITY AND GROWTH

CORE JUICE RANGE - MARGIN PLAY

- SWEAT THE ASSETS
- JUICE MARGINS – PROCUREMENT/PRODUCTION
- PRIVATE LABEL
- AUSSIE GROWERS BRAND



OBL EXPANSION - SALES & MARGIN MIX

- BRAND REPUTATION
- APPLE RANGE
- DOUBLE PULP
- 50% LESS SUGAR



PROFITABILITY AND GROWTH

JUICE LAB – GROW THE BRAND



CLEANROOM PRODUCTION

- CAPABILITY - ASSET
- CAPABILITY - PEOPLE





Strategic Outlook

Market trends that support our position



Shift to healthy eating and consumption of more natural products



Healthy living lifestyles – exercise, diet, work/balance



Obesity concerns have exploded myths about sugar



Covid-19 drives consumer focus on hygiene & preventative foods



Increased consumer choice



Formal mealtime replaced by **“on the go”** convenience

3 YEAR HORIZON

FY24

20%+ Sales, 10%+ EBITDA

- Juice acquisition/consolidation – Economies of Scale
- Growth strategy – Local & Export Expansion
- Debt removed

FY23

20%+ Sales, EBITDA growth

- Price rise in market
- Growth strategy – Local & Export Ranges
 - Full year OBL cycle
 - Juice lab \$10m brand
 - Eridani growth
- Further debt reduction of \$2m

FY22

15%+ Sales, +ive EBITDA

- Cost out initiative
- Base consolidation
- Juice Lab implementation
- Operating Cash Positive
- Debt reduction \$1m



Thank You



THE **FOOD**
REVOLUTION
GROUP