

GOOD
DRINKS
AUS™

FY23 RESULTS





RIDER THE



ATOMIC

Coors

Miller®



San Miguel®

OUTLINE

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FY23 HIGHLIGHTS

- GDA doubled retail market Share to 2.5%¹ (Australian total beer market)
- Revenue ▲ 52% to \$106.2m
- Good Drinks Own-Brand Volume ▲ 6% to 13.6m litres
- Total Volume ▲ 34% to 26m litres
- Gross Profit ▲ 27% to \$60m
- Good Drinks Hospitality EBITDA \$6.1m
- Good Drinks Core EBITDA \$0.9m
- FY23 Group EBITDA \$7.0m

¹Source (IRI MarketEdge Australia Liquor Weighted MAT To 02/07/23)



GOOD DRINKS CORE

- GDA continued to outperform the retail beer market in challenging market conditions
- Draught beer up 29%
- Timely integration of international partner brands mitigated reduction in contract brewing
- Sales & Marketing investment increased to \$185m, up 38%
- Future-proofed production capacity through lease of adjoining land (5,042m²)
- Core earnings lower than expected due to:
 - Higher COGS – supply chain disruption
 - Softer consumer spending and lower selling prices
 - Sales & Marketing expenditure high relative to actual sales
 - Inflation impact on operating cost structure



GOOD DRINKS HOSPITALITY

- Record \$6.1m EBITDA contribution from hospitality, fantastic result
- Includes \$1.6m gain from sale of Qld gaming licenses
- \$29m revenue generated, up 220% (full 12 months trading)
- 16% EBITDA margin (excl. gain from gaming licenses sale)
- Expect continued consistent earnings from hospitality segment
- Venues provide amazing brand experiences and are a great touchpoint for consumers
- Matso's Sunshine Coast to open late 2023



FINANCIAL RESULTS

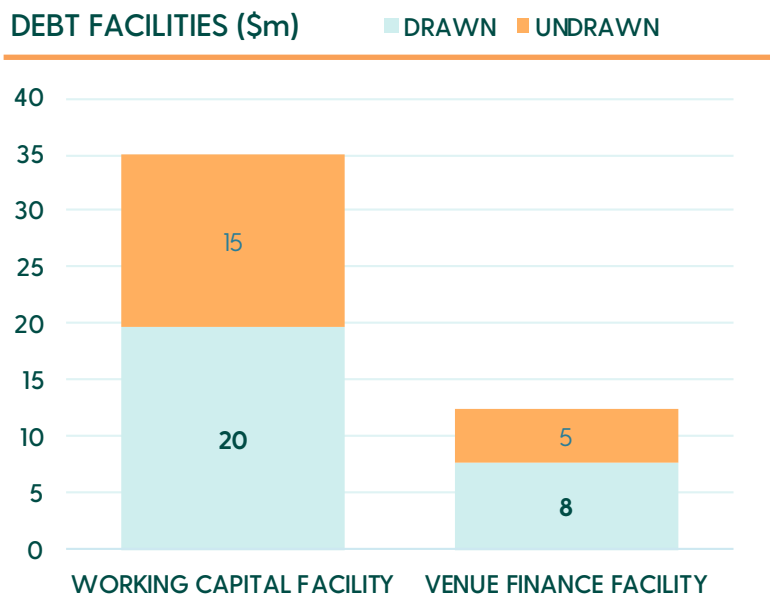
- Strong EBITDA contribution from Hospitality segment (includes \$1.6m gain from sale of gaming licenses)
- Core affected in FY23 by:
 - Price realisation: competitive market forces led to temporarily lower revenue per litre, has since recovered
 - Supply chain disruptions: COGS increased due to international freight costs surge, has since normalised
 - Sales & Marketing: maintained investment in line with original plan despite lower margins
 - Contract brewing: FY23 completed transition away from contract brewing

	FY23	Good Drinks Core	Good Drinks Hospitality	Group
Litres Sold		25.9	0.3	26.2
Revenue		78.0	29.0	107.0
Cogs & Variable Costs		(49.3)	(19.4)	(68.7)
Gross Contribution		28.8	9.6	38.3
GC %		37%	33%	36%
Sales		(8.0)	-	(8.0)
Marketing		(10.5)	-	(10.5)
Operating Costs		(9.4)	(3.4)	(12.9)
EBITDA		0.9	6.1	7.0

CASHFLOW AND BALANCE SHEET

- Facilities and Cash on hand appropriately funding existing growth strategy
- \$15.5m strong cash position
- Improved working capital cycle through addition of hospitality segment
- Repaid \$3.2m of borrowings
- \$5.0m proceeds from sale of gaming licenses funds \$5.5m Matso’s Sunshine Coast development
- Capex spend \$3.9m
 - \$2.0m maintenance and plant improvements
 - \$1.0m pre-development works Matso’s Sunshine Coast
 - \$0.9m trailing works Gage Roads Freo

CASHFLOW RECONCILIATION	\$'000
Opening Cash 1 July 2022	5,683
Operating Result	5,444
(Increase) in receivables	(1,729)
Decrease in inventory	677
(Decrease) in trade and other payables	(1,335)
Drawdown from Working Capital Facility	8,772
Repayments of Venue Finance Facility	(3,160)
Proceeds from Sale of Gaming Licences	4,948
CAPEX Spend	(3,846)
Closing Cash 30 June 2023	15,454



OUTLOOK

- Maintain investment in sales capability and marketing aligned with revenue and market share expectations
- Prioritise this investment to drive growth of core brands in key geographic markets
- COGS normalising
- Exploring one additional venue to support Gage Roads brand
- Exciting innovation pipeline in high growth segments
- Matso's Sunshine Coast opening in late 2023
- Cost of living pressures and softer discretionary spending to continue, no longer providing short term earnings guidance
- However, we are confident that maintaining our strategy of growing market share of own-brands to 20m litres



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