



ACN 150 015 446

Appendix 4E
Preliminary Final Report
For the year ended 30 June 2023

This Preliminary Final Report is provided to the ASX under ASX Listing Rule 4.3A

Appendix 4E

Preliminary Final Report

Details of reporting period

Current reporting period	1 July 2022 to 30 June 2023
Previous corresponding reporting period (PCP)	1 July 2021 to 30 June 2022

Results for announcement to the market

	2023	2022	Change	Change
	\$'000	\$'000	\$	%
Gross sales	52,681	44,293	8,388	18.9 %
Loss for the year	(2,817)	(2,827)	10	0.4 %
Total comprehensive loss for the year	(2,817)	(2,827)	10	0.4 %
EBITDA	1,229	734	495	67.4%

Dividend information

No dividends are proposed and no dividends were declared or paid during the current or prior year.

Net tangible asset (NTA) backing information

	2023	2022
	Cents	Cents
NTA backing per ordinary share (cents per share)	0.12	0.12 ¹

¹ NTA backing per ordinary share for 2022 has been adjusted to reflect share consolidation at the ratio of 1 share to 4 shares effective on 6 March 2023.

Status of audit

The 30 June 2023 financial statements and accompany notes for Original Juice Co. Ltd have been audited and are not subject to any disputes or qualifications. Refer to the 30 June 2023 financial report for a copy of the auditor's report.

Commentary on results

Highlights

Total Group gross sales of \$52.7m, which are up 18.9% on FY22 gross sales of \$44.3m.

EBITDA of \$1.2m, which is an improvement of \$0.5m on the FY22 EBITDA. The improved EBITDA position was driven by an increase in sales volume with a significant uplift in private label production and continued growth of the Juice Lab range with national ranging across our major customers. The higher sales and a continued focus on expenditure has ensured growth in EBITDA as compared to FY22.

The Original Juice Co. Limited

Revenue

Juice-related net sales increased by 18% compared with FY22 due mainly to the successful launch of new products, extended ranging across our major customers and the growth of private label production.

Gross Profit

Gross profit margin for the year was 29%. The sales mix, together with stronger commercial terms across the procurement of raw materials, contributed to the strong gross margins.

Expenses as % of Net Revenue reduced to 26% in FY2023. Expenditure remained in line with FY22, whilst the Group delivered a material increase in revenues recorded year on year.

	2023	2022
	\$	\$
Employment costs	5,592,165	5,625,322
Administration costs	1,162,376	1,350,860
Operating costs	3,763,554	3,113,201
Marketing costs	353,169	740,683
Total	10,871,264	10,830,066
% Net Revenue	26%	31%

The Group continues to actively manage its cost base for current and medium- term growth opportunities.

	2023	2022
	\$	\$
Statutory loss after tax	(2,817,362)	(2,827,353)
Depreciation, amortisation and write-offs	2,988,395	2,751,748
Finance cost	1,058,156	809,241
EBITDA	1,229,189	733,636

Cash flow

Cash balances at year end increased to \$1,563,263, from prior year balance of \$909,969.

The Original Juice Co. Limited

CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME

FOR THE YEAR ENDED 30 JUNE 2023

	Note	Consolidated Group	
		2023	2022
		\$	\$
Net Revenue	3	42,482,268	35,383,282
Cost of sales		(30,234,690)	(23,978,203)
Gross profit		12,247,578	11,405,079
Other income	3	33,761	308,413
Employment costs		(5,592,165)	(5,625,322)
Administration expenses		(1,162,376)	(1,350,860)
Marketing costs		(353,169)	(740,683)
Operating costs		(3,763,554)	(3,113,201)
Depreciation, amortisation and write-offs		(2,988,395)	(2,751,748)
Finance costs	4	(1,058,156)	(809,241)
ASX and ASIC related expenses		(100,886)	(62,140)
Share-based payments		(80,000)	(87,650)
Loss before income tax		(2,817,362)	(2,827,353)
Income tax expense		-	-
Loss for the year		(2,817,362)	(2,827,353)
Other comprehensive income			
Items that will be reclassified subsequently to profit or loss when specific conditions are met:			
Gain on revaluation of plant and equipment, net of tax		-	-
Other comprehensive income for the year		-	-
Total comprehensive income for the year		(2,817,362)	(2,827,353)
Basic loss per share in cents		(1.18)	(1.20) ¹

¹ EPS for 2022 has been adjusted to reflect share consolidation at the ratio of 1 share to 4 shares effective on 6 March 2023.

The accompanying notes form part of these financial statements.

The Original Juice Co. Limited

CONSOLIDATED STATEMENT OF FINANCIAL POSITION AS AT 30 JUNE 2023

	Note	Consolidated Group	
		2023	2022
		\$	\$
ASSETS			
CURRENT ASSETS			
Cash and cash equivalents		1,563,263	909,969
Trade and other receivables	5	2,378,936	1,602,436
Inventories	6	3,610,125	3,718,362
Other assets		37,403	46,724
TOTAL CURRENT ASSETS		7,589,727	6,277,491
NON-CURRENT ASSETS			
Plant and equipment	7	12,371,860	13,299,603
Intangible assets	9	7,142,575	6,681,537
Right-of-use assets	8	5,452,129	5,721,363
Deferred tax assets		2,739,765	3,111,293
TOTAL NON-CURRENT ASSETS		27,706,329	28,813,796
TOTAL ASSETS		35,296,056	35,091,287
LIABILITIES			
CURRENT LIABILITIES			
Trade and other payables	10	7,540,947	6,145,703
Provisions	11	576,155	474,070
Borrowings	12	3,297,339	1,094,995
Lease liabilities		657,167	433,838
TOTAL CURRENT LIABILITIES		12,071,608	8,148,606
NON-CURRENT LIABILITIES			
Provisions	11	195,115	128,925
Deferred tax liabilities		2,739,765	3,111,293
Borrowings	12	2,842,029	4,113,785
Lease liabilities		6,604,422	6,868,939
TOTAL NON-CURRENT LIABILITIES		12,381,331	14,222,942
TOTAL LIABILITIES		24,452,939	22,371,548
NET ASSETS		10,843,117	12,719,739
EQUITY			
Issued capital		54,574,692	53,713,952
Options reserve	14	1,147,446	1,067,446
Revaluation reserve	15	9,017,833	9,017,833
Accumulated losses		(53,896,854)	(51,079,492)
TOTAL EQUITY		10,843,117	12,719,739

The accompanying notes form part of these financial statements.

The Original Juice Co. Limited

CONSOLIDATED STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 30 JUNE 2023

	Issued Capital (Ordinary Shares)	Accumulated Losses	Revaluation Reserve	Options Reserve	Total
	\$	\$	\$	\$	\$
Balance at 1 July 2021	53,438,952	(48,252,139)	9,017,833	1,254,796	15,459,442
Comprehensive income					
Loss for the year	-	(2,827,353)	-	-	(2,827,353)
Share-based payment transactions	275,000	-	-	(187,350)	87,650
Balance at 30 June 2022	53,713,952	(51,079,492)	9,017,833	1,067,446	12,719,739
Comprehensive income					
Loss for the year	-	(2,817,362)	-	-	(2,817,362)
Transactions with owners, and other transfers					
Issuance of Share	869,000	-	-	-	869,000
Capital raising cost	(8,260)	-	-	-	(8,260)
Share-based payment transactions	-	-	-	80,000	80,000
Balance at 30 June 2023	54,574,692	(53,896,854)	9,017,833	1,147,446	10,843,117

The accompanying notes form part of these financial statements.

The Original Juice Co. Limited

CONSOLIDATED STATEMENT OF CASH FLOWS FOR THE YEAR ENDED 30 JUNE 2023

	Note	Consolidated Group	
		2023	2022
		\$	\$
CASH FLOWS FROM OPERATING ACTIVITIES			
Receipts from customers		42,002,457	35,163,304
Payments to suppliers and employees		(39,716,358)	(35,482,258)
Interest received		6,667	1,413
Finance costs		(506,853)	(264,476)
Net cash provided by (used in) operating activities	16	1,785,913	(582,017)
CASH FLOWS FROM INVESTING ACTIVITIES			
Payment for intangible assets		(668,167)	(580,265)
Payment for plant and equipment		(759,416)	(521,369)
Net cash (used in) investing activities		(1,427,583)	(1,101,634)
CASH FLOWS FROM FINANCING ACTIVITIES			
Proceeds from borrowings		1,946,189	6,500,000
Repayment of borrowings		(1,312,154)	(7,391,667)
Proceeds from issuance of shares, net of transaction costs		781,740	-
Payment of lease liabilities		(1,120,811)	(925,352)
Net cash provided by (used in) financing activities		294,964	(1,817,019)
Net increase (decrease) in cash held		653,295	(3,500,670)
Cash and cash equivalents at beginning of financial year		909,969	4,410,639
Cash and cash equivalents at end of financial year		1,563,263	909,969

The accompanying notes form part of these financial statements.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2023

NOTE 1: REPORTING ENTITY

These consolidated financial statements and notes represent those of The Original Juice Co. Limited and Controlled Entities (the “consolidated group” or “group”). The separate financial statements of the parent entity, The Original Juice Co. Limited, have not been presented within this financial report as permitted by the Corporations Act 2001.

The financial statements were authorised for issue on 30 August 2023 by the directors of the Company.

NOTE 2: STATEMENT OF COMPLIANCE

These general purpose financial statements have been prepared in accordance with the Corporations Act 2001, Australian Accounting Standards and Interpretations of the Australian Accounting Standards Board and International Financial Reporting Standards as issued by the International Accounting Standards Board. The Group is a for-profit entity for financial reporting purposes under Australian Accounting Standards.

Basis of preparation

Except for cash flow information, the financial statements have been prepared on an accruals basis and are based on historical costs, modified, where applicable, by the measurement at fair value of selected non-current assets, financial assets and financial liabilities.

Significant accounting policies

Significant accounting policies will be disclosed in the group’s annual financial report for the year ended 30 June 2023.

Segment reporting

The group has identified its operating segments based on the internal reports that are reviewed and used by the Board of Directors (Chief Operating Decision Makers) in assessing performance and determining the allocation of resources. The Directors have considered the requirements of AASB 8 – Operating Segments, and have concluded that at this time there are no separately identifiable reportable segments.

The Original Juice Co. Limited

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2023

NOTE 3: REVENUE AND OTHER INCOME

	Consolidated Group	
	2023	2022
	\$	\$
a. Revenue		
Gross sales	52,681,359	44,292,271
Less: volume rebates and trading terms	(10,199,091)	(8,908,989)
Revenue	42,482,268	35,383,282
b. Other income		
Rent income	-	7,000
Interest income	6,667	1,413
Debt forgiveness on Greensill loan	-	300,000
Government Grant	27,094	-
Total other income	33,761	308,413

NOTE 4: EXPENSES

Finance costs		
Interest expenses	259,518	217,493
Other finance charges	247,336	46,983
Interest expense on lease liabilities	551,302	544,765
Total finance costs	1,058,156	809,241

The Original Juice Co. Limited

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2023

NOTE 5: TRADE AND OTHER RECEIVABLES

	Consolidated Group	
	2023	2022
	\$	\$
CURRENT		
Trade receivables	2,156,065	1,602,436
Other receivables	222,871	-
Less: provision for impairment	-	-
TOTAL TRADE AND OTHER RECEIVABLES	2,378,936	1,602,436

NOTE 6: INVENTORIES

	Consolidated Group	
	2023	2022
	\$	\$
CURRENT		
Work in progress	885,785	1,263,418
Raw materials	1,395,006	1,437,430
Finished goods	1,329,334	1,017,514
TOTAL INVENTORIES	3,610,125	3,718,362

NOTE 7: PLANT AND EQUIPMENT

	Consolidated Group	
	2023	2022
	\$	\$
Plant and equipment – at cost	22,588,724	21,534,917
Less: accumulated depreciation	(10,285,680)	(8,304,816)
	12,303,044	13,230,101
Office equipment – at cost	336,170	335,163
Less: accumulated depreciation	(267,354)	(265,661)
	68,816	69,502
TOTAL PLANT AND EQUIPMENT	12,371,860	13,299,603

The Original Juice Co. Limited

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2023

NOTE 8: RIGHT-OF-USE ASSETS

	Consolidated Group	
	2023	2022
	\$	\$
Lease buildings	7,747,079	7,747,079
Less: accumulated depreciation	(2,693,204)	(2,175,032)
	5,053,875	5,572,047
Leased equipment	997,199	468,879
Less: accumulated depreciation	(598,945)	(319,563)
	398,254	149,316
TOTAL RIGHT-OF-USE ASSETS	5,452,129	5,721,363

The Original Juice Co. Limited

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2023

NOTE 9: INTANGIBLE ASSETS

	Consolidated Group	
	2023	2022
	\$	\$
Intellectual property and software– at cost	390,735	294,324
Less: Accumulated amortisation	(220,376)	(201,214)
	170,359	93,110
Product development costs – at cost	2,392,987	1,821,231
Less: Accumulated amortisation and impairment losses	(1,038,037)	(850,070)
	1,354,950	971,161
Brands - at costs	7,914,998	7,914,998
Less: Accumulated impairment	(2,297,732)	(2,297,732)
	5,617,266	5,617,266
TOTAL INTANGIBLE ASSETS	7,142,575	6,681,537

NOTE 10: TRADE AND OTHER PAYABLES

	Consolidated Group	
	2023	2022
	\$	\$
Trade payables	5,877,951	5,034,242
Other payables and accruals	1,662,996	1,111,461
TOTAL TRADE AND OTHER PAYABLES	7,540,947	6,145,703

NOTE 11: PROVISIONS

	Consolidated Group	
	2023	2022
	\$	\$
CURRENT		
Employee benefits	576,155	474,070
NON-CURRENT		
Employee benefits	195,115	128,925
TOTAL PROVISIONS	771,270	602,995

The Original Juice Co. Limited

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2023

NOTE 12: BORROWINGS

	Consolidated Group	
	2023	2022
	\$	\$
CURRENT	3,297,339	1,094,995
NON-CURRENT	2,842,029	4,113,785
TOTAL BORROWINGS	6,139,368	5,208,780

Loan facilities

1. \$3.9 million NAB equipment finance loan at a fixed 4.2% interest. The equipment finance loan is secured over all of the company's assets and will be over a 5-year term.
2. \$1.0 million NAB invoice finance facility at 6.22% interest is secured over all of the company's assets and reviewed bi-annually on an ongoing basis; this facility will be used for working capital.
3. \$2.4 million NAB trade facility at 8.27% variable is secured over all the company's assets and will be reviewed annually on an ongoing basis.
4. \$1.1 million equipment finance facility with NAB at 8.27% variable rate has been designated for the acquisition of new machinery and equipment.
5. \$0.3 million equipment financing loan from Halidon Hill is established for new production line equipment. The facility has a balance of \$0.3 million at the date of reporting.

Collateral provided

The group has entered into equipment finance loan and invoice finance facility NAB. The equipment finance loan is secured by plant and equipment as disclosed in Note 14(b) via a security interest over personal property. The invoice finance facility is secured by all of the present and future rights, property and undertaking of Thirsty Brothers Pty Ltd, The Original Juice Co. Limited and Langtech International Pty Ltd.

The Original Juice Co. Limited

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2023

NOTE 13: INCOME TAX BENEFIT

	Consolidated Group	
	2023	2022
	\$	\$
Deferred tax expense	-	-
Total income tax expense	-	-

NOTE 14: OPTIONS RESERVE

	Consolidated Group	
	2023	2022
	\$	\$
Opening balance	1,067,446	1,254,796
Share-based payment expense	80,000	100,974
Reversal of share-based payments expense	-	(288,324)
	1,147,446	1,067,446

The option reserve records items recognised as expenses on valuation of employee share options.

NOTE 15: REVALUATION RESERVE

	Consolidated Group	
	2023	2022
	\$	\$
Revaluation of plant and equipment	9,017,833	9,017,833

The revaluation surplus records revaluations of non-current assets. Under certain circumstances dividends can be declared from this surplus.

The Original Juice Co. Limited

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2023

NOTE 16: CASH FLOW INFORMATION

	Consolidated Group	
	2023	2022
	\$	\$
Reconciliation of Cash Flow from Operations with Loss after Income Tax		
Loss after income tax	(2,738,362)	(2,827,353)
Depreciation, amortisation and write-offs	2,988,395	2,751,748
Share-based payments	80,000	87,650
Lease interest and loan establishment fees	551,303	544,765
Debt forgiveness on Greensill loan	-	(300,000)
Fair value of equity instruments issued	79,000	-
Changes in:		
- Trade and other receivables	(776,500)	(226,978)
- Trade and other payables	1,395,244	9,568
- Inventories	108,237	(861,798)
- Other assets	9,321	86,911
- Provisions	168,275	153,470
- Deferred tax assets and liabilities	-	-
Net cash provided by operating activities	1,785,913	(582,017)

The Original Juice Co. Limited

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2023

NOTE 17: CONTROLLED ENTITIES

	Country of Incorporation	Percentage Owned (%)	
		2023	2022
Parent Entity:			
The Original Juice Co. Limited	Australia		
Subsidiaries of The Original Juice Co. Limited:			
LangTech International Pty Ltd	Australia	100	100
LangTech Citrus Pty Ltd	Australia	100	100
LangTech Bottling Pty Ltd	Australia	100	100
Thirsty Brothers Pty Ltd	Australia	100	100
New Age Beverages Pty Ltd	Australia	100	100
Allure Australia Pty Ltd	Australia	100	100

NOTE 18: CONTINGENT ASSETS AND LIABILITIES

The Group has a bank guarantee of \$590,589 (2022: \$590,589) as security bond for the office lease.

At the date of this report, the Group is not aware of any reportable contingent liabilities as at 30 June 2023.

NOTE 19: COMPANY DETAILS

The registered office and principal place of business of the company is:

20 Heaths Court

Mill Park VIC 3082

The Original Juice Co. Limited

DIRECTORS' COMPLIANCE STATEMENT FOR THE YEAR ENDED 30 JUNE 2023

1. This Appendix 4E has been prepared in accordance with the recognition and measurement requirements of the Australian Accounting Standards, Australian Accounting Interpretations and other authoritative pronouncements of the Australian Accounting Standards Board and the Corporations Act 2001.
2. This Appendix 4E uses the same accounting policies which will be adopted in the full financial report.
3. This Appendix 4E is based on financial statements which are in the process of being audited and is not likely to be subject to audit dispute or qualification.
4. In the directors' opinion, there are reasonable grounds to believe the group will be able to pay its debts as and when they become due and payable.



[Steven Cail]

Dated: [30] August 2023