



THE **FOOD**
REVOLUTION
GROUP

31 DECEMBER 2017

HALF YEAR RESULTS

FY 2018

DISCLAIMER

This presentation has been prepared by The Food Revolution Group Ltd ("FOD") on completion of the Transaction. The information contained in this presentation is for information purposes only and has been prepared for use in conjunction with a verbal presentation and should be read in that context.

The information contained in this presentation is not investment or financial product advice and is not intended to be used as the basis for making an investment decision. Please note that, in providing this presentation, FOD has not considered the objectives, financial position or needs of any particular recipient. FOD strongly suggests that investors consult a financial advisor prior to making an investment decision.

No representation or warranty, express or implied, is made as to the fairness, accuracy, completeness or correctness of the information, opinions and conclusions contained in this presentation. To the maximum extent permitted by law, none of FOD, its related bodies corporate, shareholders or respective directors, officers, employees, agents or advisors, nor any other person accepts any liability, including, without limitation, any liability arising out of fault or negligence for any loss arising from the use of information contained in this presentation.

This presentation includes "forward looking statements" within the meaning of securities laws of applicable jurisdictions. Forward looking statements can generally be identified by the use of the words "anticipate", "believe", "expect", "project", "forecast", "estimate", "likely", "intend", "should", "could", "may", "target", "plan" "guidance" and other similar expressions. Indications of, and guidance on, future earning or dividends and financial position and performance are also forward-looking statements. Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties and other factors, many of which are beyond the control of FOD and its officers, employees, agents or associates, that may cause actual results to differ materially from those expressed or implied in such statement. Actual results, performance or achievements may vary materially from any projections and forward looking statements and the assumptions on which those statements are based. Readers are cautioned not to place undue reliance on forward looking statements and FOD assumes no obligation to update such information.

This presentation is not, and does not constitute, an offer to sell or the solicitation, invitation or recommendation to purchase any securities and neither this presentation nor anything contained in it forms the basis of any contract or commitment. Any offer or sale of securities will be made pursuant to definitive documentation, which describes the terms of the offer (Offer Document). An Offer Document for any offer of securities in FOD will be made available when the securities are offered. Prospective investors should consider the Offer Document in deciding whether to acquire securities under the offer. Prospective investors who want to acquire under the offer will need to complete an application form that is in or accompanies the Offer Document.

This presentation does not constitute an offer to sell, or a solicitation of an offer to buy, any securities in the United States. The securities of FOD have not been, and will not be, registered under the U.S. Securities Act of 1933, as amended (Securities Act) or the securities laws of any state or other jurisdiction of the United States, and may not be offered or sold in the United States except in compliance with the registration requirements of the Securities Act and any other applicable securities laws or pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the Securities Act and any other applicable securities laws.



KEY HIGHLIGHTS

- Net Sales of Branded products up 37%
- Net Total sales up by 11%
- EBITDA from Operations increased 5% (excludes income from R&D received in 2016 and profit from sale of Roxdale business)
- Cost reduced by Cost reduced 15% YoY
- Net assets increased to \$18M from \$10M
- Net Tangible assets per share increased 254%
- Debt reduced by \$556K
- Management team strengthened
- Continued Innovation
 - Product portfolio more diversified, entered Kombucha and 1.5/2 litre market.
 - Launched new Tea and Coffee products



HY18 FINANCIAL SUMMARY

	HALF YEAR ENDED 31 DECEMBER 2017	HALF YEAR ENDED 31 DECEMBER 2016	% CHANGE
Net Sales	\$17,111,812	\$15,431,586	▲ 11%
Gross margin	\$6,668,040	\$8,163,947	▼ -18%
Lease income	\$602,311	\$203,283	▲ 196%
Expenses	\$6,252,177	\$7,371,658	▲ -15%
EBITDA from operations	\$1,055,896	\$972,071	▲ 5%
Depreciation & Amortization	\$639,709	\$731,762	▲ -13%
Interest	\$255,685	\$291,104	▲ -12%
R&D tax Income	\$-	\$1,828,719	▼ -100%
Gain from sale of Roxdale		\$230,583	NA
Income tax	\$88,429	\$(1,013,111)	-109%
Discontinued Operations	0	\$(1,132,234)	NA
NPAT	\$34,351	\$1,889,382	-98%

- Net sales up 11%, driven by branded product sales and distribution.
- GM healthy at 39%. Lower than last year due additional promotion/ marketing cost.
- Expenses down by \$1.1M or 15%
- EBITDA from Operations improved by 5%
- R&D tax credit for 2018 has not yet been processed, it will come in the 2nd half.
- Income tax includes allowance for change in tax rates from 30% to 27.5%.

BALANCE SHEET

	AS AT 31 DECEMBER 2017	AS AT 30 JUNE 2017
Current Assets	\$13,859,942	\$11,651,131
Non-Current Assets	\$270,035,184	\$16,877,782
Total Assets	\$40,895,126	\$28,528,914
Current Liabilities	\$19,810,013	\$11,174,248
Non-Current Liabilities	\$3,025,432	\$6,987,494
Total Liabilities	\$22,835,445	\$18,161,772
Net Assets	\$18,059,681	\$10,367,142

- Balance sheet Improved
- Net assets increased to \$18M
- Re-evaluation of plant and equipment by \$10M, less deferred tax liability of \$2.9M.
- Total Debt reduced by \$556K

SALES GROWING

NET SALES	HALF YEAR ENDED 31 DECEMBER 2017	HALF YEAR ENDED 31 DECEMBER 2016	% CHANGE
Branded Sales	\$6,947,199.06	\$5,074,365.00	▲ 37%
Co-packing/ Ingredient	\$8,900,348.75	\$9,261,528.00	▼ -4%
Logistics and Services	\$1,264,265.01	\$974,326.00	▲ 30%
Concentrates	\$-	\$121,367.00	▼ -100%
Total	\$17,111,812.82	\$15,431,586.00	▲ 11%

- New products launched have driven sales growth.
- Ingredients sales increased but was offset by lower co-pack volumes.
- Logistics and Services provided have increased.
- Sale of concentrates was discontinued as a part of lease of asset to Defugo



COST CONTROLLED

	Half Year Ended 31 December 2017	Half Year Ended 31 December 2016	% change
Employment Costs	\$2,654,396.43	\$2,543,090.00	▲ 4%
Administration Costs	\$1,064,262	\$1,928,736.00	▲ -45%
Marketing Costs	\$318,029.39	\$471,650.00	▲ -33%
Operating Costs	\$2,177,767.71	\$2,354,516.00	▲ -8%
RTO Costs	\$37,722.78	\$51,654.00	▲ -27%
other	\$-	\$22,012.00	▲ -100%
Total	\$6,252,177.33	\$7,371,658.00	▲ -15%

- Employment cost are up due to wage increases and strengthened management team
- Operating cost reduced with lower maintenance cost.
- Admin lower due to lower legal cost and transaction cost
- Marketing cost on ingredients lower, branded products marketing maintained. Promotional cost are treated as a direct cost.

FY2018 OBJECTIVES

1. New product launches in April
2. Diversify into new categories. Products already developed
3. Win more private label work
4. Continue focus on Petrol and Convenience and Route market via partners
5. Restructure Debt facilities
6. Continue with cost reduction
7. Finalise strategic partnership with Chinese distributors and Daigou partners
8. Note: we don't expect the performance C shares/rights to vest





THE JUICE LAB

PREMIUM QUALITY PRESSED JUICE

RISE AND SHINE

AUSTRALIAN NAVEL ORANGE
NECTARINE
COCONUT WATER
MANGO
PASSIONFRUIT
LEMON
LEMON MYRTLE

400ml

5
HEALTHY
RATING

DAIRY FREE

NUTRITION INFORMATION
SERVINGS PER PACKAGE: 1
SERVING SIZE: 400ml

	Per 100ml	Per 400ml
Energy	45kJ	180kJ
Protein	0.5g	2.0g
Total Fat	0.1g	0.4g
Saturated Fat	0.0g	0.0g
Carbohydrate	10.5g	42.0g
Sugar	7.5g	30.0g
Dietary Fibre	0.5g	2.0g
Sodium	1.0mg	4.0mg
Vitamin C	100%	400%

MADE IN AUSTRALIA
AND IMPORTED BY THE JUICE LAB

www.thejuicelab.com.au
#thejuicelab
Manufactured by The Juice Lab
20 Heathcote Court, Mill Park VIC
1800 721 205

KEEP REFRIGERATED
SHAKE WELL
CONTAINS NATURAL SWEETENERS

MADE IN AUSTRALIA
AND IMPORTED BY THE JUICE LAB

www.thejuicelab.com.au
#thejuicelab
Manufactured by The Juice Lab
20 Heathcote Court, Mill Park VIC
1800 721 205

KEEP REFRIGERATED
SHAKE WELL
CONTAINS NATURAL SWEETENERS

THE JUICE LAB

PREMIUM QUALITY PRESSED JUICE

DAIRY FREE

HEALTHY