



2014 ANNUAL GENERAL MEETING



Order of Business

- Welcome & Introductions
- Chairman's Address
- Chief Executive Officer's Address
- Items of Business
- Discussion



Introductions

Board

- Steve Morrow
Chairman
- Shane Templeton
Non Executive Director
- George Vasili
Non Executive Director
- Margaret Walker
Non Executive Director

Executives

- Roger Masters
Chief Executive Officer
- Andrew Bond
Company Secretary





Chairman's and CEO Address



Financial Results 2014

- After tax loss \$1.49m
- Impacted by:-
 - drought affected MacFarms crop
 - lower Agrimac intake
 - further ginger write-offs
 - baking legacy
 - redundancy costs



Business Review

- Rights issue raises \$11.3m
- Restructure continues – new management team
- New financial reporting system
- New branding
- New product development



The Way Forward

- ✓ Focus on core business – Ginger, Macadamias and Tourism
- ✓ No more legacy issues
- ✓ New products in macadamias and ginger being launched
- ✓ Improved factory efficiency to drive down costs
- ✓ New Marketing campaign to connect with younger consumers
- ✓ Improved Tourism offering



The Outlook

- ✓ New products well received
- ✓ Good rains in Hawaii – better crop and good prices
- ✓ New banking facilities in place
- ✓ Costs down, opportunities identified and in train



Summary

- Disappointing 2014
- Platform laid down:-
 - ✓ balance sheet improved
 - ✓ legacy issues closed
 - ✓ organisational structure in place
 - ✓ good business environment - A\$,
Agricultural space
- Confidence in our strategy - outcomes
positive to date



Chief Executive Officer's Address

Restructuring for Profit



Restructuring for Profit

- Focus on core businesses
- The right people
- Changed business model
- Reduce cost structure
- Industrial focus to retail brand focus
- Production driven to a market driven
- Recapitalise the business



Financial history

	2009	2010	2011	2012	2013 H1	2014
Revenue	\$000's	\$000's	\$000's	\$000's	\$000's	\$000's
Consolidated Revenue	92,114	87,582	79,683	77,170	34,977	70,067
** Segment result before non allocated costs						
EBITDA pre-normalised					(4,602)	125
Baking closedown (2013&14); Inventory, redundancies, product withdrawal.					5,338	1,119
EBITDA normalised	841	752	5,710	6,858	736	1,244
EBIT	(1,962)	(1,922)	3,137	4,181	(5,940)	(1,944)
NPBT	(4,518)	(4,213)	1,829	3,008	(6,430)	(2,956)
NPAT	(2,769)	(2,605)	1,541	1,840	(4,601)	(1,493)



2014 Financial Overview

- Revenue FY14 \$70.0 million
- EBITDA \$125k
 - Inventory write down - \$(588)k
 - Redundancies - \$(263)k
 - Voluntary product withdrawal \$(100)k
- Underlying EBITDA \$1.24 million
- FY14 Net Loss after Tax \$(1.49)million



Cash Flow

Cash Flows	2012 \$000's	2013 H1 \$000's	2014 \$000's
Operating	2,517	(1,812)	462
Investing	(2,007)	(1,090)	(206)
Financing	(2,863)	2,978	11,360
Net Cash Flow	(2,353)	76	11,616



Actions – July to June 2014

- ✓ Sold the baking business
- ✓ New management team recruited
- ✓ Head Office for shared resources
- ✓ Integrated sales & operation planning process introduced
- ✓ ERP implementation of QAD replacement
- ✓ Capital Raising



Actions – July to June 2014

- Branding review

- ❖ Brand Promotion
- ❖ New Products
- ❖ New Markets

- Social Media

- ❖ Create a 'Ginger Revolution'
- ❖ 'www.thegingernet.com'



Social Media



The internet's finest ginger...



...in one sweet location



#GoGinger

CHOOSE A GINGER CHANNEL



GINGER CATS
Channel

THE BEST THING ON
THE INTERNET JUST
GOT MORE
AWESOME



**GINGER
MIXOLOGIST**
Channel

GINGER COCKTAILS,
MIXERS, AND
HOMEBREWS FOR
GOOOOOO TIMES



GINGER RECIPES
Channel

FROM TEA TO
NOODLES, DINNER
TO DESSERT



*Australia's
Hottest
Ginger*

Enter Now

#GoGinger

Send us your own
Ginger content by
using the hashtag or
submitting from
here, here or here...



View #GoGinger

Subscribe

Give us your email,
& we'll give you free
stuff...

Your email address

Submit



'Ran-ga'
Channel

GINGER



MO' GINGER
Channel

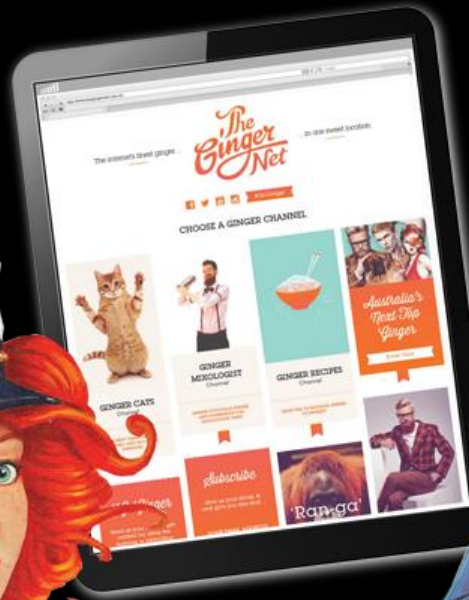
WE ALL KNOW A
CAPTAIN RED
BEARD WHO



NATIONAL BRAND CAMPAIGN

#goginger

The Ginger Net



- **Innovative** 6 month campaign
- Exclusive Sydney launch party
- **National** Competition to find Australia's **Hottest Ginger**
- **thegingernet.com.au**
 - Online Portal celebrating all things **Ginger**



SAMPLING

- **National** sampling campaign from our newly restored Kombi Ute, **GINGER1**, initially targeting **major** events on eastern coast.

Outlook

- ✓ Strengthen our brand position with a better communication strategy.
- ✓ New products
- ✓ Low cost structure with better automation.
- ✓ Vertical integration demonstrated by Kapua orchard purchase.



Discussion / Questions





Items of Business



Financial Statements and Reports

To receive and consider the following reports in respect of the financial year of the Company ended 30 June 2014:

- The Financial Report (which includes the Statement of Financial Position, Statement of Comprehensive Income, Cash Flow Statement and Directors' Declaration); and
- The Directors' Report and the Auditor's Report.



Resolution 1 – Re-election of Director Mr Shane Tyson Templeton

To consider and, if thought fit, to pass the following Ordinary Resolution:

- That Mr Shane Tyson Templeton, who retires by rotation in accordance with the Constitution and, being eligible, offers himself for re-election, be re-elected as a Director.



Resolution 2 – Election of Director Mr Peter Francis O’Keeffe

To consider and, if thought fit, to pass the following Ordinary Resolution:

- That Mr Peter Francis O’Keeffe, who has been duly nominated in accordance with Clause 15.3 of the Company’s Constitution, be elected as a Director.



Resolution 3 - Directors' Remuneration Report

To consider and, if thought fit, to pass the following Ordinary Resolution under section 250R of the Corporations Act:

- That the section of the Directors' Report dealing with the remuneration of the Company's Directors and senior executives ('Remuneration Report') be adopted.



Discussion / Questions





**Thank you
Please join us for
Refreshments**

